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SEPTEMBER 2026

DAVIDSON COUNTY LUXURY MARKET REPORT

EXECUTIVE SUMMARY

September closed the third quarter with fewer transactions but firmer value per square foot in Davidson County's $750K–$1.5M luxury segment.

Closings reached 72, close to August's 75, bringing the quarter to 251 closed sales, down 25.7% from the second quarter's 338. Active inventory held at 402 and months of supply edged up from 5.4 to 5.6.

Value per square foot rose. The median climbed to $362 per square foot from $330 in August, while the median sale price eased to $885,000 as buyers purchased smaller homes. Average price per square foot has held between $370 and $376 since April. This is a volume story, not a value story.

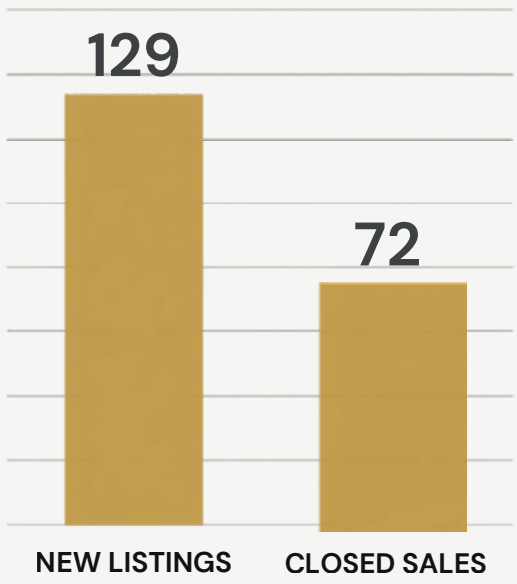
KEY METRICS

September 2026 Luxury Market Snapshot

ACTIVE LISTINGS	CLOSED SALES	MEDIAN SALE PRICE	SALE-TO-LIST
402	72	$885K	96.9%
MARKET SUPPLY			
5.6 MONTHS OF SUPPLY			

$750K–$1.5M LUXURY MARKET SEGMENT

MARKET ACTIVITY + PRICING — SEPTEMBER 2026



MARKET ACTIVITY

September brought 129 new listings and 72 closed sales to Davidson County's $750K–$1.5M luxury segment.

Same-month absorption stayed weak: 14 of 129 new listings went under contract or closed within September. New listings rebounded from 107 in August to 129, so sellers are not pulling back.

Active inventory held at 402, with 5.6 months of supply keeping the market in balanced territory.

PRICING TRENDS

Value per square foot strengthened even as the median sale price eased.

The median sale price was $885,000 and the average closed price was $954,186. Properties averaged $376 per square foot, with a median of $362 per square foot, up from $330 in August.

The 96.9% sale-to-list ratio shows correctly positioned homes still sold near asking, though the share closing at or above list eased again, from 39% to 35%.

MARKET TAKEAWAY

Steady volume. Firmer value per square foot. Balanced conditions.

September's story is composition: smaller homes sold, and value per square foot rose.

PRICING ANALYSIS - SEPTEMBER 2026

$954.2K

Average Closed Price

$376

Average Per Square Foot

PRICING TRENDS

September 2026 Luxury Segment

September value per square foot held firm even as the headline median moved across Davidson County's $750K–$1.5M luxury segment.

The average closed price was $954,186, compared with $997,191 in August, while the median sale price eased from $965,000 to $885,000.

That drop reflects smaller homes, not lower value. The median home sold fell to 2,566 square feet from 2,826, while the median price per square foot rose from $330 to $362 and the average reached $376.

Average price per square foot has held between $370 and $376 since April, and the 96.9% sale-to-list ratio shows sellers are still pricing accurately in aggregate.

MARKET TAKEAWAY

Value held. Smaller homes sold. Read price per square foot, not the median.

The September median fell because the mix shifted toward smaller homes.
Value per square foot did not decline.

MARKET POSITIONING + WHAT IT MEANS

INVENTORY

402
Active Listings

5.6
Months of Supply

Inventory stayed in a balanced range: active listings held at 402 and months of supply edged up from 5.4 to 5.6.

BUYER DEMAND

72
Closed Sales

35%
Closed At or Above List

Closings held near August's pace, but fewer homes sold at or above asking as buyers stayed selective.

PRICING

96.9%
Sale-to-List Ratio

$885K
Median Sale Price

The median fell on smaller homes, while the median price per square foot rose to $362.

WHAT THIS MEANS FOR BUYERS & SELLERS

FOR BUYERS:

Choice is widest above $1.2M, where homes sit longest and give up the most off asking.

FOR SELLERS:

Price to recent sales from day one. Only 35% of September homes reached list price.

MARKET POSITIONING

BALANCED INVENTORY. FIRMER VALUE. SELECTIVE BUYERS.

NOTABLE PROPERTIES – SEPTEMBER 2026

ACTIVE HIGHLIGHT



1712 Old Hickory Boulevard, Forest Hills
List Price: $1,499,999

- Featured active listing, September 2026
- 5 bedrooms · 3.5 baths · built 1972
- 3,603 square feet · $416 per square foot
- Segment median: $344 per square foot
- Listed September 10 at $1,549,000
- Only Forest Hills listing in the segment

A rare way into Forest Hills at middle market pricing, and a live test of whether buyers will reach for a premier address at the top of their budget.



CLOSED HIGHLIGHT

216 Lauderdale Road, Cherokee Park
Sold Price: $1,351,000

- Featured closed sale, September 2026
- Listed at $1,100,000 · closed September 3
- 2,793 square feet · 4 bedrooms · 3 baths · built 1924
- $484 per square foot, 34% above the median
- 122.8% of asking, 34 days from list to close

The widest over-list margin of the quarter: $251,000 above asking. Priced below what Cherokee Park buyers were ready to pay, it drew competition and closed in 34 days.

FEATURED LISTING



EASTWOOD • EAST NASHVILLE

909 N 14th St

$875,000

4 Bed | 3 Bath | 2,702 Sq. Ft.

PROPERTY HIGHLIGHTS

- Built 1925, classic East Nashville character
- Level, private 0.41-acre lot
- Primary bedroom on the main floor
- Partially finished basement
- Living-room fireplace
- Fenced back yard and deck
- No HOA

View Full Property Details

Scan to view the complete listing, additional photos, and schedule your private showing.

A 1925 Eastwood home on a deep 0.41-acre lot, minutes from downtown and East Nashville's dining, shopping and parks. Four bedrooms and 2,702 square feet at $324 per square foot, below the segment's $344 median for active listings.

MARKET OUTLOOK

INVENTORY

Balanced, and not easing

Active inventory held at 402 and months of supply rose to 5.6.
The $1.2M–$1.35M band carries 16.3 months of supply, 49 active listings against 3 closings, while $750K–$900K sits at 5.0 months.

OUTLOOK AHEAD

New listings rebounded to 129 in September, so supply may drift toward 6 months in the fourth quarter.

PRICING

Steady per square foot, noisy at the median

Average price per square foot has held between $370 and $376 since April. September's median fell to $885,000 on smaller homes, not lower value. Sellers who price to recent sales still capture full value.

OUTLOOK AHEAD

Pricing is expected to hold in the fourth quarter, near $365 to $380 per square foot.

BUYER DEMAND

Steady, strongest from $900K to $1.2M

Closings held at 72, and 35% closed at or above list. The $900K–$1.05M band lost the least volume this quarter, down 8.3% from the second quarter.

OUTLOOK AHEAD

Expect 200 to 235 closings in the fourth quarter, with buyers selective above $1.2M.

MARKET OUTLOOK

Soft volume, steady value.

Volume should stay soft through the fourth quarter while value per square foot holds. Liquidity is deepest below $1.2M. Above $1.35M, homes are selling at 94.6% of asking after a 122-day median, giving buyers the most leverage.

WHAT TO WATCH

$1.2M–$1.35M
16.3 months of supply on 3 sales.

$750K–$900K
Volume down 33% this quarter.

NEW LISTINGS
Back up to 129. Supply is not easing.

BUYER VELOCITY
72 closings, 50 under contract.

WHY LIST WITH
Alexander Brandau IV

Davidson County's luxury market is increasingly selective, making pricing, positioning, and presentation more important than ever. Alexander brings a disciplined, data-informed approach to helping sellers understand their property's position and attract qualified buyers.



From pricing strategy to marketing and negotiation, Alexander and his team focus on positioning each property to compete effectively in today's luxury market.

LUXURY MARKET STRATEGY CONSULTATION

Scan the QR code to request a confidential review of your property's valuation, positioning, and selling strategy in the current market.