

NASHVILLE
TENNESSEE

LUXURY INVENTORY VS. SALES | JULY 2025

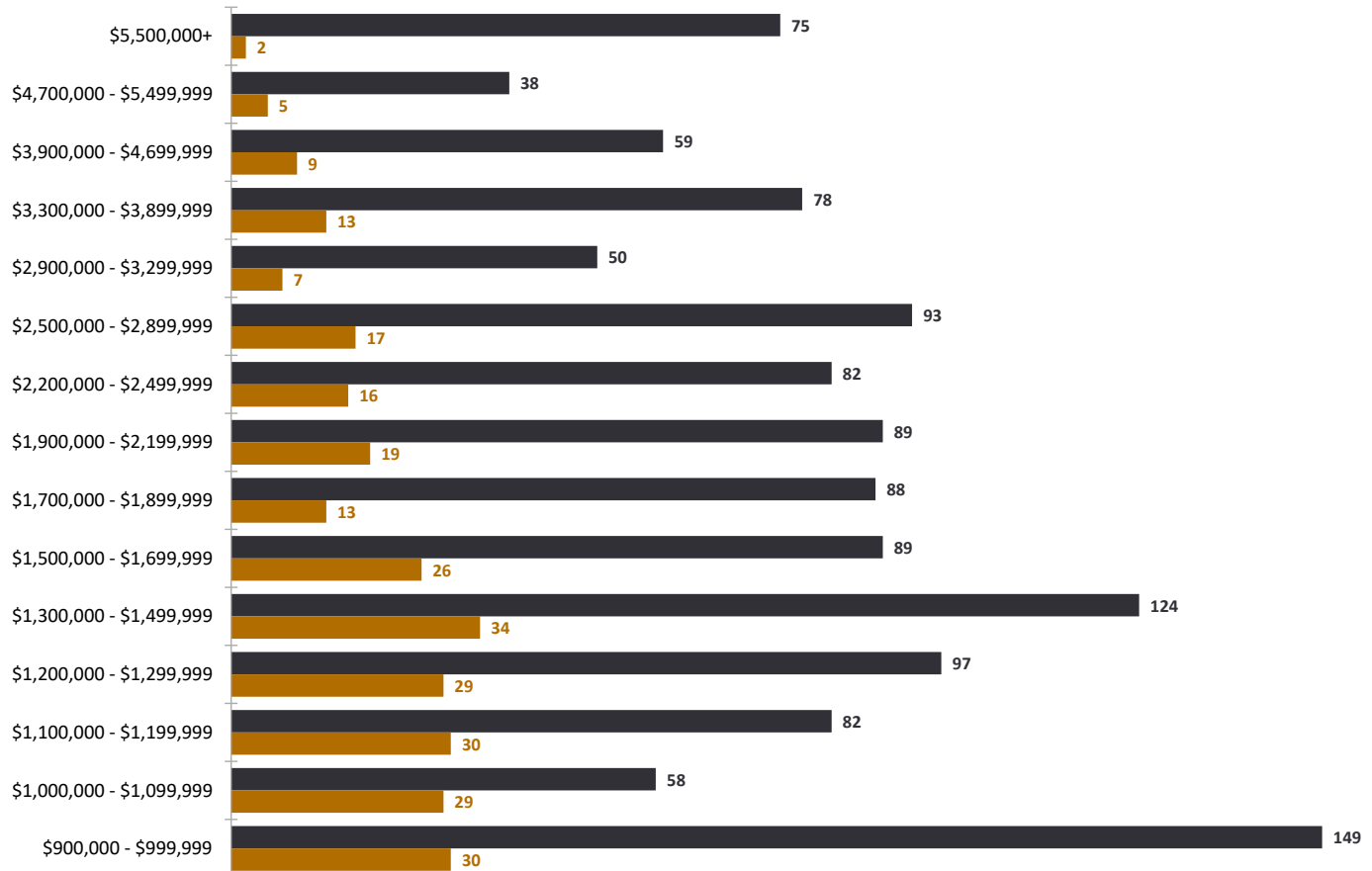
Total Inventory: 1,251

Total Sales: 279

Total Sales Ratio²: 22%

Seller's Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$1,225,000	4	4	11	35	31%
2,000 - 2,999	\$1,058,750	4	3	58	225	26%
3,000 - 3,999	\$1,200,000	4	4	93	348	27%
4,000 - 4,999	\$1,825,000	4	5	56	253	22%
5,000 - 5,999	\$2,675,000	5	6	29	169	17%
6,000+	\$3,685,000	5	7	32	216	15%

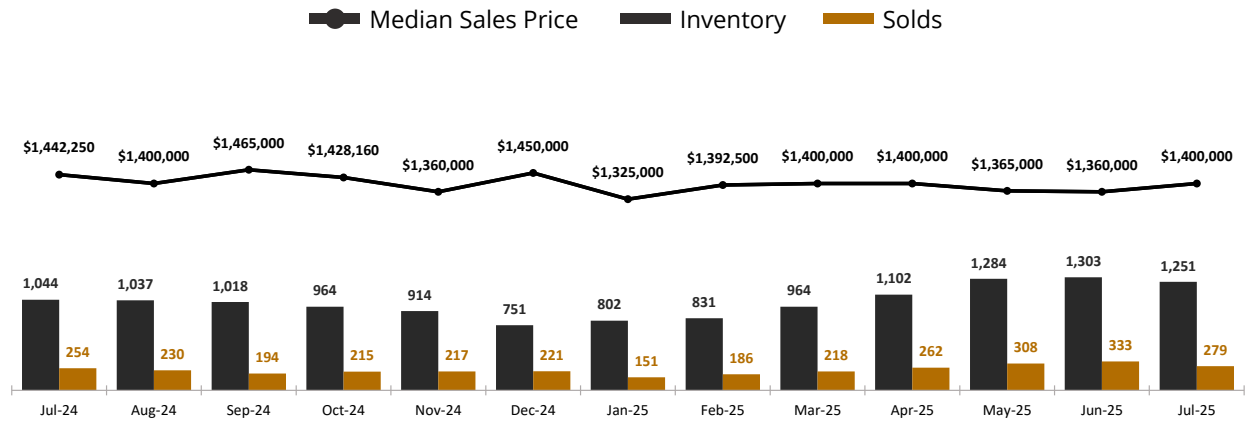
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

NASHVILLE

SINGLE-FAMILY HOMES

Luxury Benchmark Price¹: \$900,000

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024 Jul. 2025
1,044 1,251

VARIANCE: **20%**

TOTAL SOLDs

Jul. 2024 Jul. 2025
254 279

VARIANCE: **10%**

SALES PRICE

Jul. 2024 Jul. 2025
\$1.44m \$1.40m

VARIANCE: **-3%**

SALE PRICE PER SQFT.

Jul. 2024 Jul. 2025
\$399 \$421

VARIANCE: **6%**

SALE TO LIST PRICE RATIO

Jul. 2024 Jul. 2025
98.12% 97.87%

VARIANCE: **0%**

DAYS ON MARKET

Jul. 2024 Jul. 2025
16 14

VARIANCE: **-13%**

NASHVILLE MARKET SUMMARY | JULY 2025

- The single-family luxury market is a **Seller's Market** with a **22% Sales Ratio**.
- Homes sold for a median of **97.87% of list price** in July 2025.
- The most active price band is **\$1,000,000-\$1,099,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **\$1,400,000**.
- The median days on market for July 2025 was **14** days, down from **16** in July 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | JULY 2025

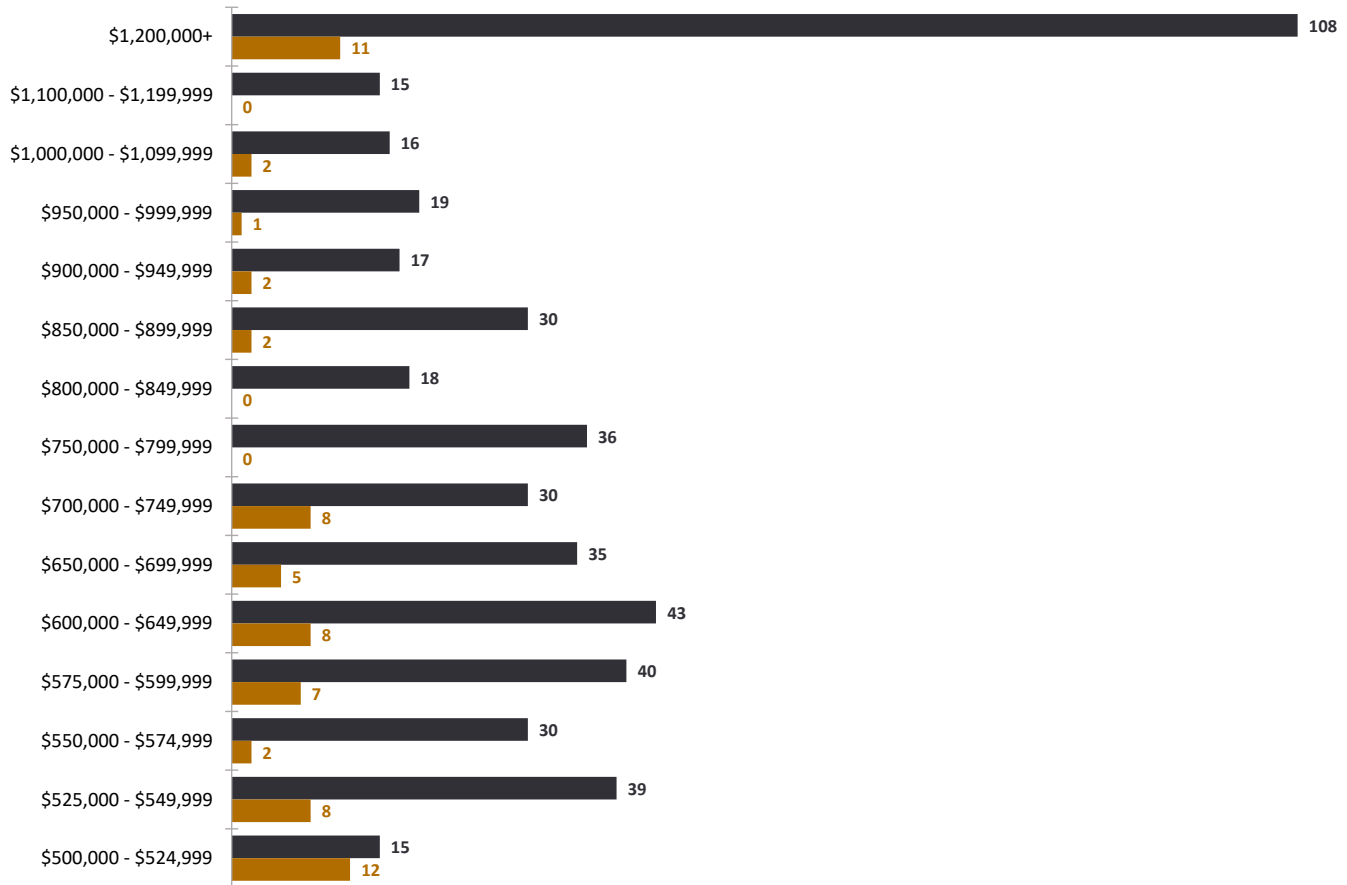
Total Inventory: 491

Total Sales: 68

Total Sales Ratio²: 14%

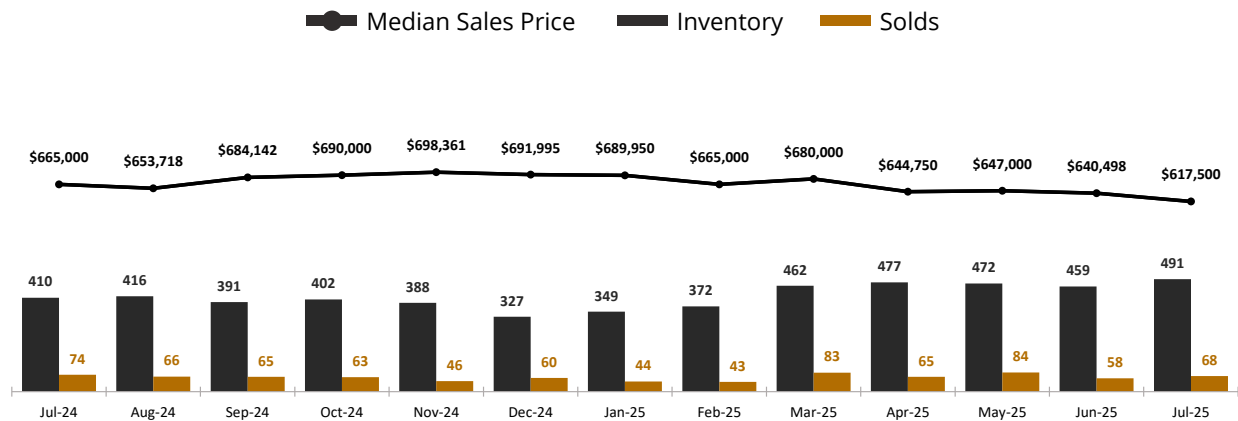
Balanced Market

Inventory Sales



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$588,750	1	1	6	79	8%
1,000 - 1,499	\$580,000	2	2	17	117	15%
1,500 - 1,999	\$580,000	3	3	24	119	20%
2,000 - 2,499	\$700,000	3	3	12	110	11%
2,500 - 2,999	\$850,000	3	4	9	38	24%
3,000+	NA	NA	NA	0	28	0%

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴

MEDIAN DATA REVIEW | JULY

TOTAL INVENTORY

Jul. 2024	Jul. 2025
410	491

VARIANCE: **20%**

TOTAL SOLDs

Jul. 2024	Jul. 2025
74	68

VARIANCE: **-8%**

SALES PRICE

Jul. 2024	Jul. 2025
\$665k	\$618k

VARIANCE: **-7%**

SALE PRICE PER SQFT.

Jul. 2024	Jul. 2025
\$407	\$387

VARIANCE: **-5%**

SALE TO LIST PRICE RATIO

Jul. 2024	Jul. 2025
98.83%	98.05%

VARIANCE: **-1%**

DAYS ON MARKET

Jul. 2024	Jul. 2025
12	28

VARIANCE: **133%**

NASHVILLE MARKET SUMMARY | JULY 2025

- The attached luxury market is a **Balanced Market** with a **14% Sales Ratio**.
- Homes sold for a median of **98.05% of list price** in July 2025.
- The most active price band is **\$500,000-\$524,999**, where the sales ratio is **80%**.
- The median luxury sales price for attached homes is **\$617,500**.
- The median days on market for July 2025 was **28** days, up from **12** in July 2024.

³Square foot table does not account for listings and solds where square foot data is not disclosed.⁴Data reported includes Active and Sold properties and does not include Pending properties.