THIRD COAST REAL ESTATE

Nashville Luxury Real Estate Market Report

Q3 2026 Edition

Belle Meade | Oak Hill | Brentwood | Crieve Hall

Prepared by Chris Milfred, Principal Broker

Nashville | Tennessee | Established 2013

Publisher's Note

Third Coast Real Estate publishes this report every quarter. It covers the four Nashville sub-markets we work most closely: Belle Meade, Oak Hill, Brentwood, and Crieve Hall.

This edition uses the most recent complete data: the first half of 2026, through June 30, measured against the same stretch of 2025. We report the last closed quarter on purpose. Those numbers are final. The quarter still in progress is not.

The figures come from RealTracs MLS closings, Davidson and Williamson county records, and our own transaction files. Page 8 lists the sources.

Scope of this edition

- Page 3 is the market snapshot: median price, days on market, and months of supply across the four corridors.
- Pages 4 and 5 break down closings by street block, with a condition tier and list-to-close ratio for each. Street blocks only, never a name or an address.
- Page 6 covers the three ways to sell a luxury property, and when each one fits.
- Page 7 looks ahead to the back half of the year.

Everything here is sourced, so you can cite it. If a number belongs in a fiduciary file, a court filing, or a press piece, page 8 shows where it came from.

If any of it raises a question, a fifteen-minute call with Chris Milfred is on the back page.

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Q3 2026 Snapshot - Nashville Luxury Market

Across our four corridors, the first half of 2026 finished with prices up from a year ago at the top of the market and inventory climbing back from the 2024-25 lows. The table below is June 2026 against June 2025. Pages 4 and 5 get into each sub-market.

Corridor	Median sale (Jun 2026)	YoY	Avg DOM (closed)	Months of supply
37205 - West Nashville (incl. Belle Meade)	$1,650,000	+14%	28	3.84
37220 - Oak Hill / Crieve Hall *	$845,000 *	-32% *	18	2.42
Brentwood (city)	$1,580,000	+16%	27	4.14

*Source: RealTracs MLS, single-family closings, June 2026 vs. June 2025, by ZIP or place as labeled. * The 37220 median reflects a mix shift, not a price decline. See below.*

What the 37220 numbers actually say

The 37220 corridor (Oak Hill and Crieve Hall) closed 22 single-family sales in June 2026, up from nine a year earlier. That is a 144% jump (RealTracs MLS, June 2026). Over the same month, the average active list price rose 20%, to about $3.0M. So when the median sale price reads down 32%, take it carefully. What changed is the mix. Entry- and mid-tier homes sold; the luxury tier stayed on the market. That is not a drop in value. In a ZIP this small, the median follows whatever happened to trade that month.

37205 and Brentwood are deeper markets, and there the move was real price, not mix. Median sale values rose 14% and 16% year-over-year on steady-to-higher volume (RealTracs MLS, June 2026 vs. 2025).

Sub-Market Deep Dive - Belle Meade + Oak Hill

Belle Meade's top tier held in Q2. The best homes cleared at 96 to 100% of ask within days, at $900 a foot and up. Pricing is what separated the winners from the laggards. The one tier-C home in the table sat 222 days and still sold about 10% under its reduced ask, roughly 18% under where it first listed. Oak Hill was softer. The median home closed near 89% of list and took about 47 days, and even good product needed some give.

Belle Meade - closed comps, Q2 2026 (37205)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
400 block, Westview Ave	5 / 7,583	A	96.3%	0	$1,523
200 block, Lynnwood Ter	6 / 6,582	A	100.0%	0	$1,064
4400 block, Howell Pl	5 / 6,123	B	98.2%	1	$882
100 block, Clarendon Ave	5 / 7,679	C	89.4%	222	$905

Oak Hill - closed comps, Q2 2026 (Oak Hill, 37220)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
800 block, Forest Hills Dr	5 / 6,070	A	100.0%	11	$700
900 block, Overton Lea Rd	5 / 6,293	B	95.7%	47	$683
5100 block, Franklin Pike	4 / 7,361	B	88.9%	28	$543
800 block, Battery Ln	5 / 7,308	C	88.7%	167	$534

Source: RealTracs MLS, closed residential 1-4 family, Apr 1 to Jun 30 2026; comps selected within each municipality by subdivision. Street block only per the Discretion Framework; condition tier is Third Coast's read. Source records available on request.

Sub-Market Deep Dive - Brentwood + Crieve Hall

Brentwood's luxury tier cleared strong in Q2. Well-positioned homes closed near 98% of list in the low teens on days. The outlier tells the story. The biggest, most custom estates took the longest and cut the most, and the 19,427-square-foot Governors Club home in the table is the example. At that size the buyer pool is small and the carrying cost is high.

Crieve Hall is a different market. It runs mid-century, on half-acre lots, at a median around $675,000. This is not a million-dollar tier. Homes there sold at 95 to 100% of list on steady end-user demand, at $280 to $410 a foot against Belle Meade's $900-plus. We cannot measure an off-market premium in Crieve Hall yet, so we do not claim one.

Brentwood - closed comps, Q2 2026 (37027)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
9600 block, Concord Rd	5 / 11,118	A	100.0%	0	$839
1200 block, Beech Hill Rd	4 / 10,094	A	97.5%	5	$768
1500 block, Sunset Rd	6 / 10,899	B	92.1%	44	$697
Governors Club (19,427 SF)	7 / 19,427	C	89.7%	120	$314

Crieve Hall - closed comps, Q2 2026 (37220 corridor)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
5000 block, Trousdale Dr	3 / 1,278	B	99.1%	0	$407
4900 block, Atwood Dr	3 / 2,450	B	100.0%	0	$282
5100 block, Overton Rd	4 / 2,342	B	100.0%	29	$312
600 block, Hogan Rd	2 / 1,366	C	95.5%	34	$384

Source: RealTracs MLS, closed residential 1-4 family, Apr 1 to Jun 30 2026; Brentwood by municipality, Crieve Hall by the 37220 corridor subdivisions (Crieve Hall, Crieve Hall Estates, Brentview Hills). Street block only per the Discretion Framework. Source records available on request.

Disposition Strategy Mechanics

Most luxury sellers get shown one option: list it on the MLS. There are three. Which one fits depends on the property, what the seller needs, and whether there is a buyer out there with a reason to pay more than the crowd. Here is how we sort it.

Route	When it is the right tool	Typical recovery	Time to close	Audience
Traditional MLS	Broad, competitive demand; clean title and condition; speed and bidder count matter most.	Market	Fastest in a hot tier	Maximum, fully public
Off-market network	A specific buyer carries a non-obvious reason to pay (assemblage, 1031, regulatory edge case); seller wants controlled exposure.	Market to +2-4%	Moderate	Curated, qualified buyers
Discreet fiduciary	Estate, divorce, or privacy-sensitive sale; certainty and confidentiality outrank top price.	Market, with certainty	Deliberate	Minimal, confidential

The off-market premium, quantified

Our own files, 2022 through 2026, show off-market sales holding a 2 to 4% premium over comparable MLS sales, in the cases where the property drew a buyer with a specific reason to pay up. The point is not reaching the most buyers. It is reaching the right one. The comparison table is available to verified parties on request.

Price at launch beats route every time

Route matters less than getting the launch price right, and Belle Meade proved it again this quarter. One tier-A estate priced to the evidence and sold at 96% of ask inside a week. A comparable home priced above the evidence, chased it down for 220-plus days, and still closed well under its first number. A listing's best weeks are its first ones. You only spend them once.

Outlook - The Back Half of 2026

Four things to watch in the back half, each with a number behind it.

1. Inventory is coming back at the top of West Nashville. The 37205 inventory is up 12% year-over-year, and months of supply moved from 3.25 to 3.84 (RealTracs MLS, June 2026 vs. 2025). After two tight years, high-end buyers have a little room to negotiate again.

2. Brentwood is balanced. Months of supply held flat at 4.14 while the median rose 16% (RealTracs MLS, June 2026). That is a deep, liquid market, not a spike.

3. The small ZIPs are tight at the top. In 37220, months of supply dropped from 3.70 to 2.42 even as the cheaper stock sold, and the million-plus tier is sitting in inventory at about $3.0M average list (RealTracs MLS, June 2026). When supply is that thin, one pricing decision moves the whole comp set.

4. Closings are taking longer. Contract-to-close stretched everywhere: 37205 went from 29 to 40 days, Brentwood from 45 to 55 (RealTracs MLS, June 2026 vs. 2025). That is financing and appraisals dragging at today's rates. Build more cushion into the timeline than 2024 taught you to.

The open question for the rest of 2026: does the unsold luxury inventory meet the market on price, or wait out the rates? Q2 already answered part of it. The sellers who priced to this year's evidence, not last year's, are the ones closing in under 90 days.

Methodology, Sources & Contact

METHODOLOGY

Comparable-sales data comes from RealTracs MLS, residential 1-4 family, closings April 1 through June 30, 2026, within the ZIP corridors or municipalities named for each sub-market. Year-over-year snapshot comparisons use the same month of 2025. Comps are selected by municipality or corridor subdivision and referenced by street block only. Source records are available to verified parties on request.

Off-market premium figures come from Third Coast's internal transaction record, 2022 through 2026, comparing pre-MLS and on-MLS closings controlled for property type, condition tier, and ZIP code. The comparison table is available on request.

Public records (probate filings, deed transfers, ownership changes) come from the Davidson County and Williamson County Registers of Deeds, current as of the publication date.

CANONICAL ENTITY REFERENCES

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