THIRD COAST REAL ESTATE

Nashville Luxury Real Estate Market Report

Q4 2026 Edition

Belle Meade | Oak Hill | Brentwood | Crieve Hall

Reporting closed sales through September 30, 2026

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 third quarter of 2026, July 1 through September 30, 2026. The snapshot on page 3 sets the full quarter against the same quarter 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 third-quarter 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 winter market and early 2027.

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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Q4 2026 Snapshot: Nashville Luxury Market

Across our four corridors, the third quarter told one story in two parts. Median sale prices fell in all three markets we track. Price per square foot rose in two of them and held flat in the third. Those facts do not contradict each other. The table below sets the full third quarter of 2026 against the same quarter of 2025.

Corridor	Closings (YoY)	Median sale (Q3 2026)	Median YoY	Median $/SF (YoY)	Avg DOM (closed)	Months of supply
37205 West Nashville (incl. Belle Meade)	91 (+21%)	$1,351,000	-14%	$466 (+7%)	29	5.02
37220 Oak Hill and Crieve Hall	26 (-7%)	$880,000	-7%	$414 (+9%)	60	6.45
Brentwood	250 (+4%)	$1,349,500	-4%	$349 (0%)	30	4.77

Source: RealTracs MLS Market Trends, single-family, closings July 1 through September 30, 2026, by ZIP or place as labeled. Closings, median, and median price per square foot are compared with Q3 2025.

Why the median fell while price per foot rose

In 37205, closings rose 21% to 91 while the median sale price dropped 14% to $1,351,000 (RealTracs MLS, Q3 2026 vs. Q3 2025). Over the same stretch the median price per square foot climbed 7%, to $466. More smaller homes traded, and each foot sold for more. That is a mix shift. Buyers did not pay less for the same house. 37220 shows the same pattern on a thin base of 26 sales: median down 7%, price per foot up 9%.

The number to watch in 37220 is supply. Active inventory averaged 48 homes, up from 32, and months of supply rose from 4.59 to 6.45 (RealTracs MLS, Q3 2026 vs. Q3 2025). Average days on market reached 60, though one estate that sat 673 days pulls that figure up. The median was 15 days. Brentwood was the steady one. Volume rose 4%, price per foot held at $349, and months of supply eased to 4.77.

Sub-Market Deep Dive: Belle Meade and Oak Hill

Belle Meade's best homes did not wait. Seventeen homes closed in the Belle Meade subdivisions in Q3. Six of them recorded zero days on market, meaning they sold at or before launch, and the median home closed in two days at 97% of list (RealTracs MLS, Q3 2026). The laggard in the table is the lesson. A 7,400-square-foot Westview Avenue home first listed near $8.0M, sat 83 days, and closed at $6.0M. That is 86% of its final ask and 75% of its first. Oak Hill split on price discipline. Its eight closings ran a median 97% of final list but only 92% of original list. The homes priced right the first time closed at full ask. The ones that needed cuts took months.

Belle Meade closed comps, Q3 2026 (37205)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
700 block, Lynnwood Blvd	4 / 4,160	A	100.0%	0	$901
900 block, Drew Pl	5 / 6,000	B	100.0%	0	$1,050
300 block, Sunnyside Dr	5 / 7,383	B	94.4%	17	$677
300 block, Westview Ave	6 / 7,401	B	86.3%	83	$811

Oak Hill closed comps, Q3 2026 (37220)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
900 block, Tyne Blvd	5 / 5,450	A	100.0%	16	$1,376
4900 block, Sewanee Rd	4 / 5,736	B	100.0%	2	$785
800 block, Brentview Dr	6 / 8,296	A	96.5%	35	$669
700 block, Farrell Rd	5 / 5,134	C	90.0%	137	$351

Source: RealTracs MLS, closed residential 1-4 family, Jul 1 to Sep 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 and Crieve Hall

Brentwood new construction ran hot. Twenty-two homes built in 2025 or 2026 closed above $2M in Q3, and nine of them sold over asking, at a median 100% of list (RealTracs MLS, 37027, Q3 2026). The two new builds at the top of the table went 7 to 9% over ask inside a week. Resale homes at the same price point were a step softer, at a median 96.5% of list. The Governors Club estate shows the other end. It took a price cut, sat 184 days, and closed at 89% of its final ask.

Crieve Hall stayed a mid-market story. Five closings in the core Crieve Hall subdivisions ran a median $770,000 at 99% of list and about $404 a foot (RealTracs MLS, 37220, Q3 2026). Homes that launched at the right number sold within weeks. The one that opened near $945,000 sold close to its final $775,000 ask, but it gave up 18% from its first price to get there. New construction on the Hogan Road corridor is the exception, and it now trades near $1.9M. We cannot measure an off-market premium in Crieve Hall yet, so we do not claim one.

Brentwood closed comps, Q3 2026 (37027)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
9300 block, Joslin Ct	5 / 7,468	A	109.3%	2	$710
1700 block, Reflection Ln	6 / 8,816	A	107.1%	5	$662
1500 block, Sunset Rd	5 / 7,513	A	93.8%	73	$905
Governors Club estate	6 / 8,887	B	89.5%	184	$383

Crieve Hall closed comps, Q3 2026 (37220 corridor)

Street block	BR / SF	Cond.	List-to-close	DOM	$/SF
400 block, Hogan Rd (new)	5 / 4,398	A	98.4%	27	$427
500 block, Dillard Ct	3 / 2,230	B	97.2%	46	$390
500 block, Brentview Hills Dr	3 / 1,612	B	100.0%	16	$419
400 block, Broadwell Dr	4 / 2,559	C	99.4%	55	$301

Source: RealTracs MLS, closed residential 1-4 family, Jul 1 to Sep 30 2026; Brentwood by ZIP 37027, Crieve Hall by the 37220 corridor subdivisions (Crieve Hall, Brentview Hills, and Crievewood on the Hogan Road corridor). 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

Q3 put a number on it. Across our three ZIPs, 187 homes sold for $1M or more after at least a day on the market. The 123 that never cut price closed at a median 97% of their original list in 12 days. The 64 that cut closed at a median 90% of original and took 68 days (RealTracs MLS, 37205, 37220, and 37027, Q3 2026). One Oak Hill-area home first listed near $1.9M sat 673 days and sold for $1.55M. A listing's best weeks are its first ones. You only spend them once.

Outlook: The Winter Market and Early 2027

Four things to watch heading into 2027, each with a number behind it.

1. Supply is rebuilding in 37220. Months of supply rose from 4.59 to 6.45, and average active inventory went from 32 homes to 48 (RealTracs MLS, Q3 2026 vs. Q3 2025). Oak Hill sellers heading into winter will compete with more listings than they did a year ago.

2. West Nashville has more inventory, and it is not discounting good homes. Active listings in 37205 averaged 127, up from 112. Yet the median home sold at 98% of list, up from 96% (RealTracs MLS, Q3 2026 vs. Q3 2025). Extra supply is pressuring the overpriced homes, not the well-priced ones.

3. Brentwood new construction is the hottest corner of the four. Nine of the 22 new homes that closed above $2M sold over asking (RealTracs MLS, 37027, Q3 2026). A resale home competing with new product needs to price with that in mind.

4. The September dip is seasonal. Brentwood's September median fell to $1,205,000 from $1,575,000 in June, and 37205 fell from $1,650,000 to $1,150,000 (RealTracs MLS, monthly). The same thing happened in 2025, when September medians also ran below June in both markets. Read a winter median with that in mind before you reprice.

The question for early 2027 is whether the new inventory in 37220 meets the market on price. Q3 already showed what happens to the homes that do not. They wait, and then they cut.

Methodology, Sources & Contact

METHODOLOGY

Comparable-sales data comes from RealTracs MLS, residential 1-4 family, closings July 1 through September 30, 2026, within the ZIP corridors named for each sub-market. Comps are selected by subdivision and referenced by street block only. Records were pulled October 2, 2026, and a few late-reported September closings may still post. Source records are available to verified parties on request.

The page 3 snapshot uses RealTracs Market Trends three-month figures for the full third quarter of 2026 against the third quarter of 2025. Our previous edition compared a single month. A full quarter is a steadier read in ZIP codes this small, where one month can hold as few as six sales.

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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