INSTITUTE for LUXURY HOME MARKETING®

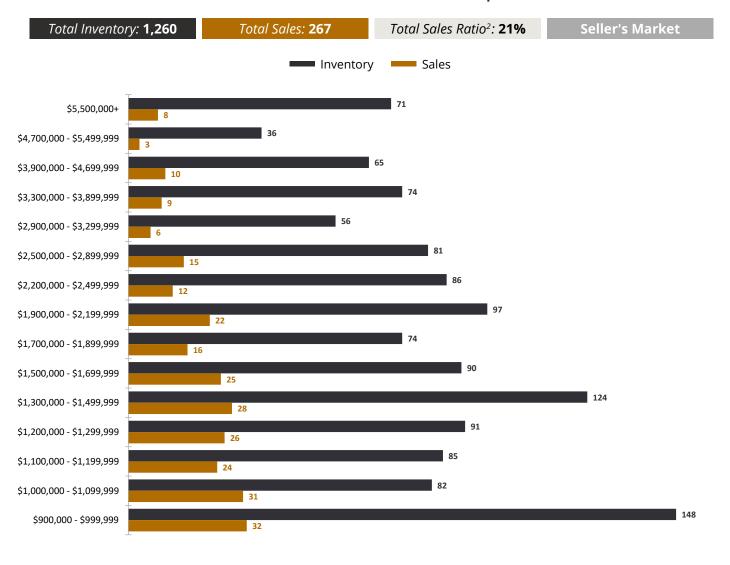
by Colibri Real Estate





Luxury Benchmark Price 1: \$900,000

LUXURY INVENTORY VS. SALES | AUGUST 2025



Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 1,999	\$985,000	3	3	7	34	21%
2,000 - 2,999	\$1,087,000	4	3	44	230	19%
3,000 - 3,999	\$1,200,000	4	4	99	346	29%
4,000 - 4,999	\$1,805,000	4	5	47	266	18%
5,000 - 5,999	\$2,225,000	5	6	31	167	19%
6,000+	\$3,700,000	5	7	39	215	18%

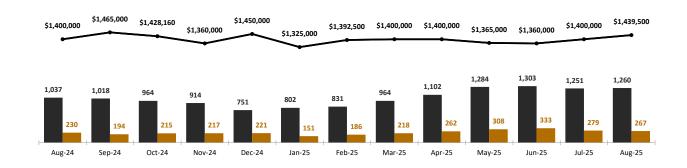
¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ²Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

NASHVILLE

Luxury Benchmark Price 1: \$900,000

13-MONTH LUXURY MARKET TREND4





MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2024 Aug. 2025

1,037 1,260

VARIANCE: **22**%

SALE PRICE PER SQFT.

Aug. 2024 Aug. 2025

\$396 \$388

VARIANCE: -2%

TOTAL SOLDS

Aug. 2024 Aug. 2025

230 267

VARIANCE: 16%

SALE TO LIST PRICE RATIO

Aug. 2024 Aug. 2025

98.09% 97.30%

VARIANCE: -1%

SALES PRICE

Aug. 2024 Aug. 2025

\$1.40m \$1.44m

VARIANCE: 3%

DAYS ON MARKET

Aug. 2024 Aug. 2025

23 15

VARIANCE: -35%

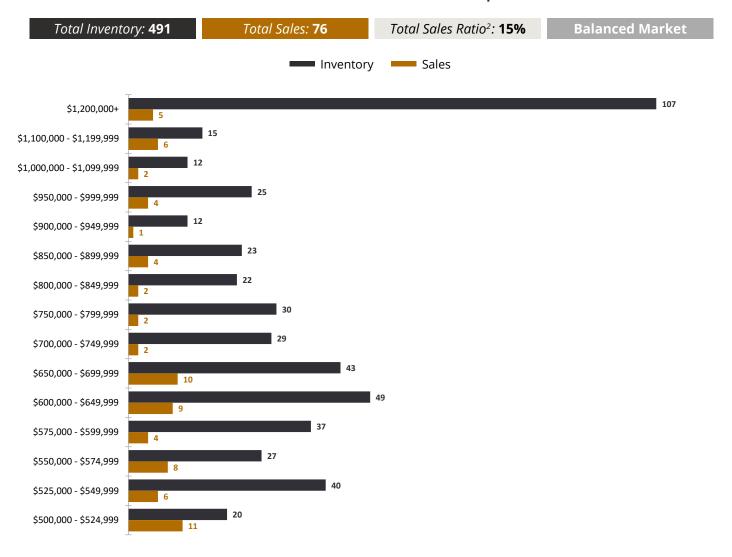
NASHVILLE MARKET SUMMARY | AUGUST 2025

- The single-family luxury market is a **Seller's Market** with a **21% Sales Ratio**.
- Homes sold for a median of **97.30% of list price** in August 2025.
- The most active price band is \$1,000,000-\$1,099,999, where the sales ratio is 38%.
- The median luxury sales price for single-family homes is \$1,439,500.
- The median days on market for August 2025 was 15 days, down from 23 in August 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 Benchmark Price 1: \$500,000

LUXURY INVENTORY VS. SALES | AUGUST 2025



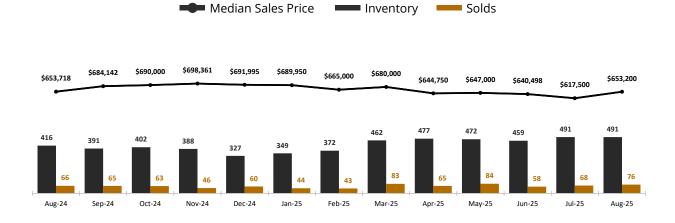
Square Feet ³ -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 999	\$553,154	1	1	6	78	8%
1,000 - 1,499	\$975,000	2	2	15	112	13%
1,500 - 1,999	\$564,950	3	3	28	110	25%
2,000 - 2,499	\$679,450	3	3	24	116	21%
2,500 - 2,999	\$960,000	4	4	3	43	7%
3,000+	NA	NA	NA	0	32	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.

NASHVILLE

Luxury Benchmark Price 1: \$500,000

13-MONTH LUXURY MARKET TREND4



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY TOTAL SOLDS SALES PRICE Aug. 2024 Aug. 2024 Aug. 2025 Aug. 2024 Aug. 2025 Aug. 2025 \$654k 416 491 66 \$653k 76 VARIANCE: 18% VARIANCE: 15% VARIANCE: 0% SALE PRICE PER SQFT. SALE TO LIST PRICE RATIO DAYS ON MARKET Aug. 2024 Aug. 2025 Aug. 2024 Aug. 2024 Aug. 2025 Aug. 2025 \$356 \$362 99.63% 98.56% 16 21 VARIANCE: 31% VARIANCE: 2% VARIANCE: -1%

NASHVILLE MARKET SUMMARY | AUGUST 2025

- The attached luxury market is a **Balanced Market** with a **15% Sales Ratio**.
- Homes sold for a median of **98.56% of list price** in August 2025.
- The most active price band is \$500,000-\$524,999, where the sales ratio is 55%.
- The median luxury sales price for attached homes is \$653,200.
- The median days on market for August 2025 was 21 days, up from 16 in August 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.