

Analysis Of 15,829 Nashville Listings Finds 38% Left The Market Without Ever Selling

Homes marketed as-is sold six days faster than the rest of the market but closed a median of \$20,000 under their original asking price.

NASHVILLE, TN, UNITED STATES, August 26, 2026 /EINPresswire.com/ -- An analysis of 15,829 Nashville area residential listings finds that 38% of the listings that left the market over the past twelve months did so without any sale ever being recorded at the address.

The study was conducted by Sell My House Fast TN, a locally owned home buying company, using RealTracs MLS data covering Davidson County and adjacent Middle Tennessee counties, for listings dated August 2025 through August 2026.



HALF OF ALL EXITS ARE NOT SALES

Of the 9,692 listings that left the market during the period, 4,901 closed and 4,791 were cancelled or expired. That is a near even split.



There is a real buyer for a rough house and there always has been. What the data shows is what that speed costs."

Tasha DeRegis, owner, Sell My House Fast TN

Cancelled listings are often relisted rather than abandoned, so the analysis tested every cancelled and expired listing against every other listing at the same street address in the dataset. 1,105 of them, or 23%, were relisted and eventually sold. The remaining 3,686 have no recorded sale at that address at any point. That is 38% of all market exits.

The share varied by submarket. Among listings that left the market, the percentage with no recorded sale was 48.8% in Madison, 45.2% in Hermitage, 39.4% in Antioch, 38.7% in Old Hickory, 37.4% in Nashville proper, 35.0% in Brentwood and 29.6% in Goodlettsville.

AS-IS HOMES SOLD FASTER AND FOR LESS

716 listings, 4.5% of the total, used condition language in their public remarks: as is, needs work, handyman, investor special, cash only, TLC or similar. Those listings behaved differently from the rest of the market in both directions.

They sold faster. Median days on market for a closed as-is listing was 8 days, against 14 days for everything else.

They also sold for meaningfully less. As-is closings came in at a median 94.7% of their original asking price, against 98.1% for the rest of the market. In dollars, the median as-is closing finished \$20,000 under its original ask, while the median for everything else was \$9,900. Among only those sellers who reduced their price at least once, as-is listings gave up a median of \$38,750 against \$24,900.

They were also less likely to fail outright. 25.3% of as-is listings left the market with no recorded sale, against 38.7% for the rest.

"There is a real buyer for a rough house and there always has been," said Tasha DeRegis, owner of Sell My House Fast TN. "What the data shows is what that speed costs. Eight days instead of fourteen, and about twice the money off your original number. A seller who knows that going in makes a far better decision than one who finds it out in month four."

OLDER HOUSES CARRY THE DISCOUNT

Homes built between 1960 and 1979 were the most likely to concede price. 66.3% of closings from that era sold below their original ask, the highest share of any construction period studied, and those sellers waited a median of 13 days to do it.

Homes built in 2020 or later were the least likely to cut, at 54.5%, but by far the most likely to leave the market unsold, at 53.2%. That pattern is consistent with builders withdrawing and relisting inventory rather than discounting it.

CORRELATION, NOT CAUSE

The analysis measures association rather than cause. Listings that describe a property as needing work differ from other listings in more than condition alone, price point among them. The median as-is closing was \$345,500 against \$499,900 for the rest of the market, so part of the speed difference reflects a lower entry price rather than condition. Condition language is also a seller and agent choice rather than a property inspection, so the group is best read as homes marketed as needing work, not a verified census of them.

"The number a homeowner should sit with is the 38%," DeRegis said. "Those are people who paid for photos, kept a house showable for months, took the calls and got nothing for it. When a

house needs more work than the owner can fund, a listing is often the most expensive possible way to find that out."

Homeowners researching their options can find market specific guidance on how to sell your house fast in Nashville, how to [sell your house fast in Knoxville](#), how to [sell your house fast in Chattanooga](#) and how to [sell your house fast in Gatlinburg](#), along with a plain English breakdown of what it costs to sell your house as is in Tennessee, on the company website.

METHODOLOGY

Findings are based on 15,829 residential RealTracs MLS listings with list dates between August 1, 2025 and August 3, 2026, drawn from Davidson County and adjacent Middle Tennessee counties including Williamson, Sumner, Wilson and Robertson. Listings were deduplicated by MLS number. Outcome rates are calculated only on the 9,692 listings that left the market, meaning closed, cancelled or expired, and exclude listings still active or under contract. A cancelled or expired listing counts as having no recorded sale only when no listing at the same street address and ZIP code closed at any point in the dataset. Condition flagging is a keyword scan of public MLS remarks. All figures are medians unless stated otherwise. Original list price is the first publicly listed price, not the most recent price after reductions. Days on market is as reported by the MLS and can reset when a listing is withdrawn and relisted.

ABOUT SELL MY HOUSE FAST TN

Sell My House Fast TN is a locally owned home buying company serving Nashville, Murfreesboro, Clarksville and Middle Tennessee, along with Knoxville, Chattanooga and Gatlinburg in East Tennessee. The company buys houses as-is for cash, with no agent commissions, no repairs and no cleaning required, and can close in as little as seven days. Learn more at <https://sellmyhousefasttn.com>.

Tasha Deregis

Sell My House Fast TN

+1 615-496-2237

info@sellmyhousefasttn.com

This press release can be viewed online at: <https://www.einpresswire.com/article/937216237>

EIN Presswire's priority is source transparency. We do not allow opaque clients, and our editors try to be careful about weeding out false and misleading content. As a user, if you see something we have missed, please do bring it to our attention. Your help is welcome. EIN Presswire, Everyone's Internet News Presswire™, tries to define some of the boundaries that are reasonable in today's world. Please see our Editorial Guidelines for more information.

© 1995-2026 Newsmatics Inc. All Right Reserved.