
LUXURY MARKET UPDATE | Q126



LUXURY HOME MARKET IS LOOKING MARVELOUS

342
CLOSED SALES

\$1.47M
AVERAGE HOME PRICE

54
AVERAGE DAYS ON MARKET

NEW LISTINGS, NEW ESCROWS, AND CLOSED SALES ALL START THE YEAR DIAMOND STRONG.

Luxury-priced properties throughout Greater Sacramento posted lavish numbers in the first quarter of 2026, offering promise that a market rebound for all price points could finally be on the horizon this year. Closed luxury sales in the first quarter totaled 342 and fell just a few units short of those posted for the same period last year. The month of March alone, however, saw a 53% increase in closed sales compared with February, indicating that an extended run is reasonable to anticipate heading into spring.

Luxury Portfolio International recognizes home sales above \$1,000,000 throughout the Greater Sacramento region as properties that most accurately align with consumer expectations for luxury real estate. Approximately 10% of the homes sold in 2025 throughout Greater Sacramento fell into that luxury price range.

Even better news is the projection for a surge in market momentum as evidenced by new open-escrow activity. Specifically, new open luxury-priced escrows in March reflected a 22% increase compared to last year and a substantial 41% jump versus February alone.

The average sales price for the month of March rested at \$1,471,000, an increase of 8% versus February and basically unchanged compared to last year at this time. The median price of \$1,300,000 represented a 4% lift versus February, yet a 2% drop versus March of 2025. Luxury homes that closed escrow during the month of March were on the market for an average of 54 days from their original list date, slightly higher than last year.

Sellers also received an average of 96% of their original list price, approximately 1% shy of last March. The current days on the market and percentage of original list price received for luxury-priced properties are still, by historical standards, perceived as quite

favorable for sellers. The number of new luxury-priced listings arriving on the market was 8% higher in the first quarter versus last year at this time, and the left standing inventory 6% greater on March 31st.

The luxury market is currently considered to be well balanced for both buyers and sellers; however, with approximately 3 months of supply available based on the current rate of new open sales. This is yet another positive for the market, as luxury-priced inventory historically in Greater Sacramento and in most market areas is typically much higher.

“Luxury home buyers and sellers throughout Greater Sacramento appear to have developed a sustained confidence in our housing market. They are inspired by a relatively stable stock market with the DJIA hovering around \$48,000. Mortgage interest rates are reasonable for buyers in this price range, and the local economy remains strong. Elevated move-up activity is evident, and slower yet steady migration from more expensive and high-density market areas continues as well,” says Pat Shea, President of Windermere Signature Properties. “The outlook for 2026 and beyond is incredibly positive and will only get better as macroeconomic influences further improve. A bright light remains on the volume of excellent reasons to purchase luxury homes throughout Greater Sacramento.”

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ABOUT WINDERMERE REAL ESTATE Windermere Signature Properties, formerly known as Lyon Real Estate, has served the Greater Sacramento Region for over 80 years. Last year, the company closed over 2,800 transactions and nearly \$1.75 billion in sales volume. Windermere Signature Properties has over 550 agents in 13 offices located throughout the Sacramento region. The company is a member of the Leading Real Estate Companies of the World®, the largest network of premier locally branded firms, as well as LeadingRE's Luxury Portfolio International® program. Since 2015, Windermere Real Estate has contributed more than \$1,622,565 to local nonprofits throughout the Sacramento region.

ABOUT TRENDGRAPHIX, INC. TrendGraphix, Inc. is a real estate data analytics company based in Sacramento that uses local Multiple Listing Service (MLS) data. TrendGraphix provides highly visual performance and market statistical graphs to real estate brokers, agents, and MLS/Realtor associations across the country. TrendGraphix's programs are currently used by tens of thousands of brokers and agents in more than 300 brokerages across the nation. For more information about TrendGraphix, visit www.trendgraphix.com.