Windermere
REAL ESTATE

LUXURY MARKET UPDATE | Q226

LUXURY PORTFOLIO INTERNATIONAL®

LUXURY MARKET FINDS ITS STRIDE

207
CLOSED SALES

$1.3M
AVERAGE HOME PRICE

44
AVERAGE DAYS ON MARKET

MORE INVENTORY. MORE OPPORTUNITY.

Luxury-priced homes throughout Greater Sacramento have continued to perform steadily through the first half of 2026, demonstrating that the region's luxury market remains healthy, balanced, and resilient. While inventory has gradually increased, buyer demand has remained consistent, creating an environment that benefits both buyers and sellers.

The luxury market isn't slowing—it's maturing.
In June, there were 745 luxury homes available for sale throughout the Greater Sacramento region, a 6.9% increase from May. Despite the additional inventory, 207 luxury homes closed escrow, reinforcing that qualified buyers remain active in today's market. Rather than rushing into purchases, today's luxury buyers are taking a more deliberate approach, carefully comparing properties and waiting for the home that best fits their lifestyle.

With 3.6 months of inventory, the luxury market remains well balanced, offering buyers greater selection without creating an oversupply of homes. This healthy level of inventory allows buyers to shop with confidence while enabling sellers to achieve strong results when their homes are thoughtfully priced, professionally marketed, and presented at the highest level.

Luxury homes averaged 44 days on market in June, demonstrating that well-positioned properties continue to attract qualified buyers and sell at a healthy pace. While luxury transactions naturally require more time and consideration than the broader market, demand remains steady for homes that are priced appropriately and offer exceptional value.

The median sold price reached $1,225,000 in June, while the average sold price was $1.3 million, reinforcing the continued strength and stability of Greater Sacramento's luxury housing market. 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. Even as buyers gain more choices, home values have remained resilient, reflecting the region's enduring appeal and sustained demand for luxury properties.

"Today's luxury buyers are taking a thoughtful approach to their home search. With more inventory available, they have the opportunity to find the right property rather than simply the available one. For sellers, that makes strategic pricing, exceptional presentation, and professional marketing the key to standing out in today's market." — Erin Nelson, Branch Manager, Windermere Signature Properties | El Dorado Hills & Folsom

As the market enters the second half of the year, Greater Sacramento's luxury segment continues to offer opportunities on both sides of the transaction. Buyers are benefiting from the largest selection of luxury homes available this year, while sellers continue to see healthy demand for properties that are priced strategically and presented exceptionally well. Rather than experiencing the volatility seen in some markets, Greater Sacramento's luxury housing market has settled into a healthy, sustainable rhythm—one defined by confidence, stability, and long-term strength.

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