

LUXURY MARKET UPDATE | Q3 26



LUXURY BUYERS TAKE THEIR TIME,
BUT THE MARKET KEEPS MOVING

559 LUXURY HOMES SOLD IN Q3 AS GREATER SACRAMENTO'S HIGH-END MARKET ENTERS A MORE SELECTIVE SEASON.

Greater Sacramento's luxury real estate market is proving that a more deliberate buyer doesn't necessarily mean a slower market. During the third quarter of 2026, 559 homes priced above \$1 million closed escrow, with an average sold price of nearly \$1.5M. As the region transitions into fall, luxury buyers are finding more options, taking time to make decisions, and continuing to invest in exceptional properties.

LuxuryPortfolio International recognizes homes priced above \$1 million throughout Greater Sacramento as properties that most accurately align with consumer expectations for luxury real estate. During the third quarter, these homes averaged 40 days on market, reflecting continued activity across the region's high-end communities.

September brought 164 closed luxury sales at an average price of \$1,485,000, nearly matching the quarterly average. By month's end, 657 luxury properties were available for sale, offering buyers greater selection as the market entered its traditional fall season.

With luxury homes averaging 47 days on market in September, compared to 44 in June, buyers appear to be approaching purchases with greater consideration. Rather than rushing into decisions, they have more opportunity to compare properties, evaluate amenities, and find homes that truly fit their lifestyles.

Greater Sacramento's appeal also extends beyond local buyers. Research published in July 2026 by the University of California's California Policy Lab reinforces the role affordability plays in Bay Area relocation decisions. While migration has moderated

559	\$1.489M	40
CLOSED SALES	AVERAGE HOME PRICE	AVERAGE DAYS ON MARKET

from its pandemic-era peak, the Sacramento region continues to offer an appealing combination of distinctive luxury properties, spacious surroundings, and lifestyle amenities at prices often below those of the Bay Area.

"Today's luxury market isn't defined by how quickly buyers make decisions, but by the confidence they have in those decisions. Greater selection is creating a more thoughtful marketplace, and that's healthy for the long-term strength of our region. Buyers are looking for value, lifestyle, and quality, while sellers need to understand how their property compares to the competition. The right pricing strategy, presentation, and market expertise have never been more important."

— OB Jacobi, President, Windermere Signature Properties

As 2026 enters its final quarter, Greater Sacramento's luxury market continues to demonstrate resilience. With consistent sales activity, stable pricing, and buyers taking a more selective approach, the market is evolving into one where preparation, local knowledge, and thoughtful decisions can make all the difference.

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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.