Luxury Market Update

September 2026

Single family homes, townhomes, and condos at the top of the market.

PREPARED BY JAMES ROFFEL

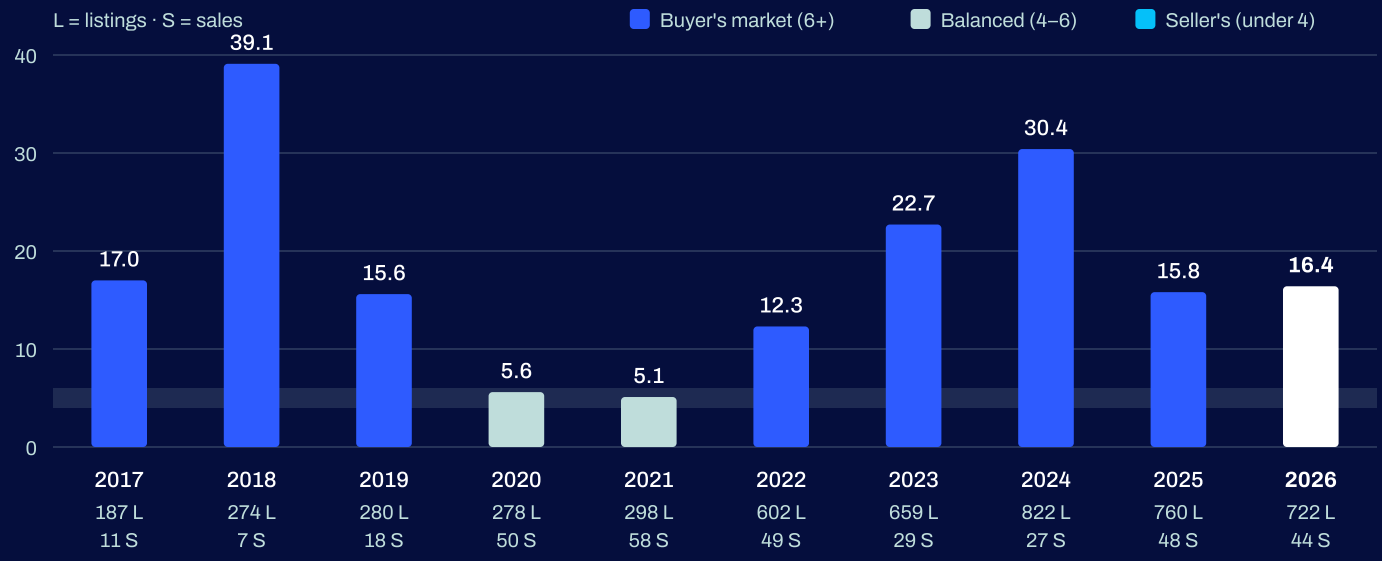
Overall Market · September

Single family, townhomes and condos combined

722	44	16.4	84
ACTIVE LISTINGS	SALES · SEPTEMBER	MONTHS OF INVENTORY	AVG. DAYS TO SELL
▼ 5.0% vs Sept 2025 (760)	▼ 8.3% vs Sept 2025 (48)	Buyer's market	▲ 9.1% vs Sept 2025 (77)

95.8%	6.1%	$5.75M	$720K
LIST-TO-SALE RATIO	ABSORPTION	HIGHEST SALE	LOWEST SALE

10-YEAR SEPTEMBER MONTHS OF INVENTORY



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Source: Association of Interior REALTORS®

LUXURY · SINGLE FAMILY · SEPTEMBER 2026

Single Family Homes

Sales over $1.5M

433
ACTIVE LISTINGS
▼ 5.5% vs Sept 2025 (458)

22
SALES · SEPTEMBER
▲ 4.8% vs Sept 2025 (21)

19.7
MONTHS OF INVENTORY
Buyer's market · 5.1% absorption

88
AVG. DAYS TO SELL
▲ 2.3% vs Sept 2025 (86)
131 cumulative days

95.2%
LIST-TO-SALE RATIO

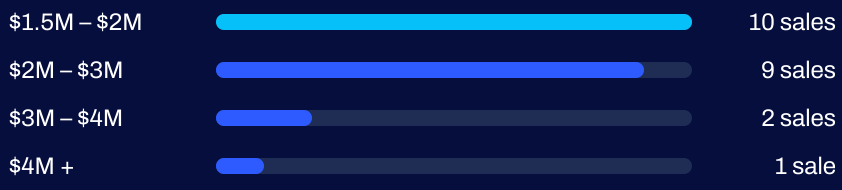
92.6%
SALE-TO-ORIGINAL LIST

$5.75M
HIGHEST SALE

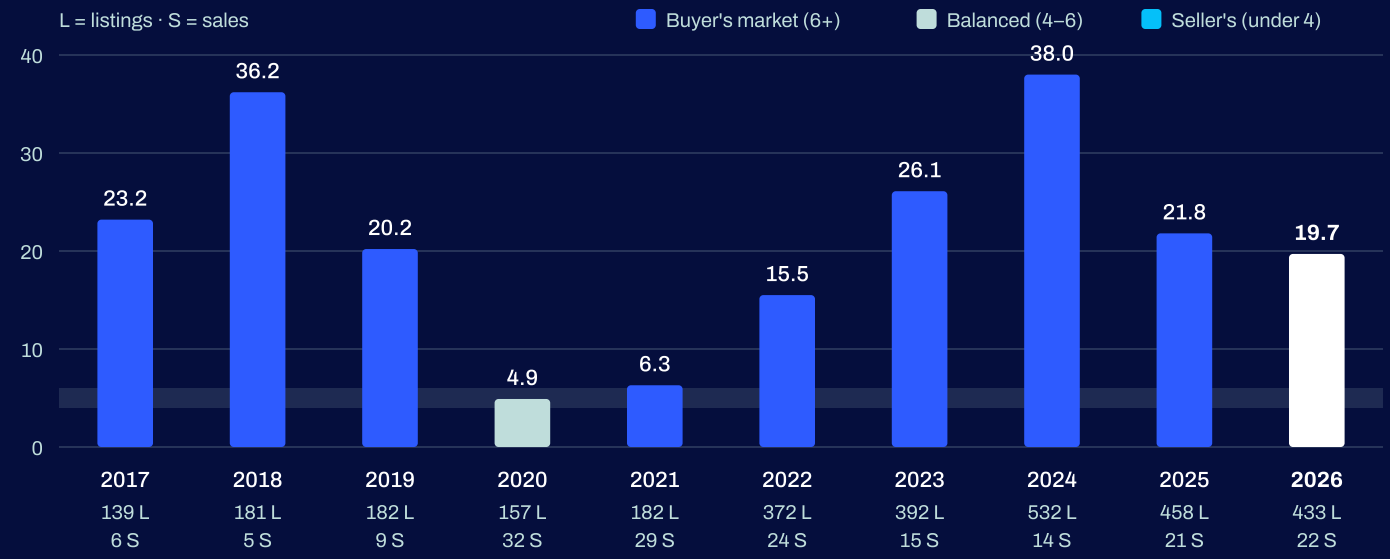
$1.56M
LOWEST SALE

SALES BY PRICE · SEPTEMBER

45%
in $1.5M–$2M
Median $2.09M



10-YEAR SEPTEMBER MONTHS OF INVENTORY



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Price Ranges 2026

Sales by month, January to September

PRICE RANGE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	TOTAL	LISTINGS	MOI
$1.5M – $2M	11	4	16	23	20	17	23	7	10	**131**	197	19.7
$2M – $3M	3	6	3	14	15	10	11	6	9	**77**	157	17.4
$3M – $4M	0	0	0	3	4	4	6	0	2	**19**	45	22.5
$4M – $5M	0	0	1	0	0	0	2	0	0	**3**	10	—
$5M +	1	1	0	0	0	4	3	1	1	**11**	24	24.0
Total	**15**	**11**	**20**	**40**	**39**	**35**	**45**	**14**	**22**	**241**	**433**	19.7

MOI = active listings ÷ sales. Above 6 months is a buyer's market, 4–6 is balanced, below 4 is a seller's market.

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LUXURY · TOWNHOME · SEPTEMBER 2026

Townhomes / Half Duplex

Sales over $900K

130
ACTIVE LISTINGS
▼ 4.4% vs Sept 2025 (136)

12
SALES · SEPTEMBER
▼ 20.0% vs Sept 2025 (15)

10.8
MONTHS OF INVENTORY
Buyer's market · 9.2% absorption

79
AVG. DAYS TO SELL
▲ 68.1% vs Sept 2025 (47)

96.2%
LIST-TO-SALE RATIO

94.1%
SALE-TO-ORIGINAL LIST

$1.27M
HIGHEST SALE

$905K
LOWEST SALE

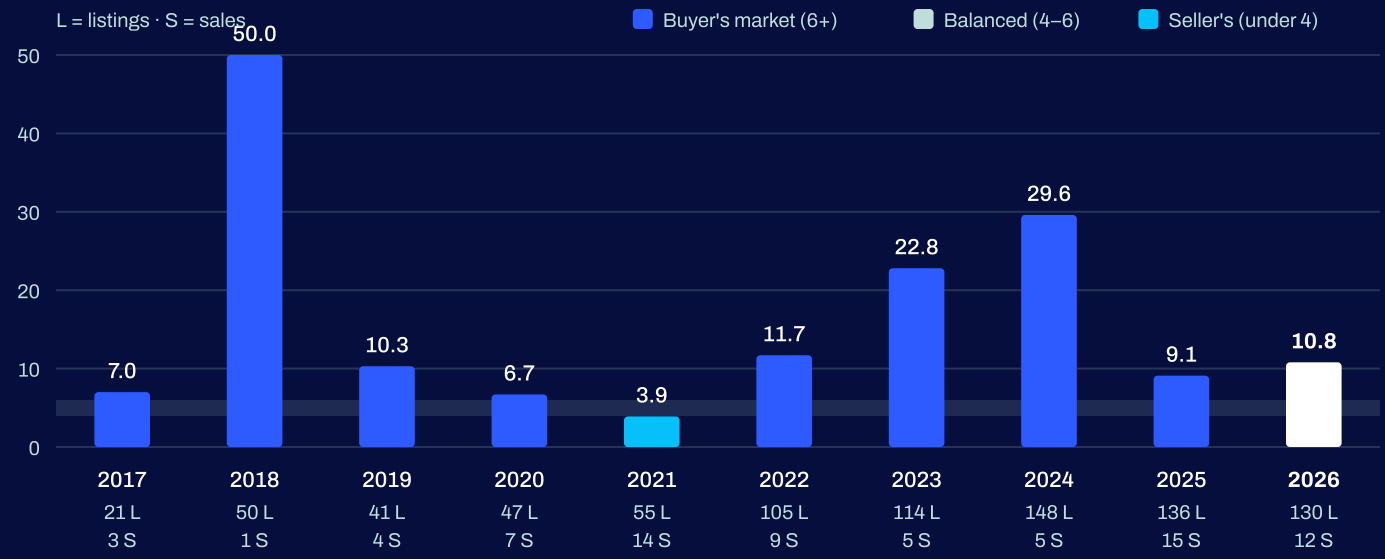
SALES BY PRICE · SEPTEMBER

58%
in $900K–$1M

Median $988K



10-YEAR SEPTEMBER MONTHS OF INVENTORY



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LUXURY · CONDO · SEPTEMBER 2026

Condos

Sales over $700K

159
ACTIVE LISTINGS
▼ 4.2% vs Sept 2025 (166)
excl. shadow inventory

10
SALES · SEPTEMBER
▼ 16.7% vs Sept 2025 (12)

15.9
MONTHS OF INVENTORY
Buyer's market · 6.3% absorption

81
AVG. DAYS TO SELL
▼ 18.2% vs Sept 2025 (99)

96.6%
LIST-TO-SALE RATIO

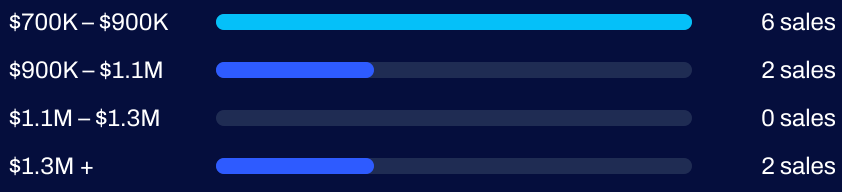
96.5%
SALE-TO-ORIGINAL LIST

$3.0M
HIGHEST SALE

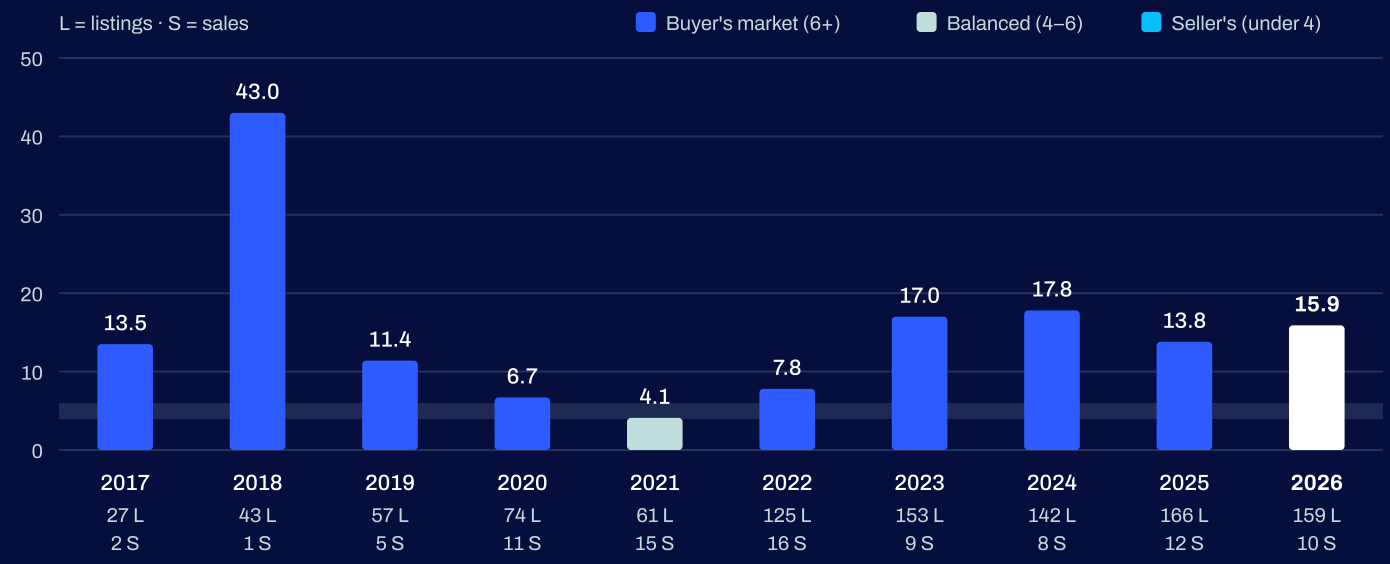
$720K
LOWEST SALE

SALES BY PRICE · SEPTEMBER

60%
in $700K–$900K
Median $843K



10-YEAR SEPTEMBER MONTHS OF INVENTORY



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