KELLY BROADDUS

LUXURY MARKET REPORT

FLAGSTAFF | SEPTEMBER 2026

KELLY BROADDUS

Broker/Associate, Team Lead
Broaddus Properties Group Brokered by eXp

(Office) 888.446.5602
(Direct) 928.332.3524
kelly.broaddus@exprealty.com
NorthernArizonaFineHomes.com
NorthernArizonaLuxuryHomes.com

Kelly Broaddus founded Broaddus Properties to enable her clients and agents to find success. With over a half-billion dollars in sales spanning over the duration of her career, and a professional career of over 23 years, it is clear she fully understands the Flagstaff/Sedona real estate market, what her clients are looking for, and the industry's potential.

Kelly was, quite literally, born into the real estate industry. Her father became a self-made millionaire by the time he was thirty and proceeded to act as Kelly's mentor as she honed her skills in real estate development, sales, and acquisitions. Growing up on a thoroughbred horse ranch in Rancho Santa Fe and spending summers at her parent's beach house in Del Mar gave Kelly the innate ability to seek and identify the characteristics that make a house a beautiful, peaceful haven to call home. Her command of the real estate industry expanded when Kelly delved into the mortgage business, becoming a widely sought-after expert in handling difficult loans, and running a mortgage company for over 12 years, where she often advised colleagues around the state. She still draws on this experience and insight to negotiate the optimal price for her clients.

In addition to hard skills, Kelly's father taught her the soft skills involved in managing relationships, delivering on expectations, and visualizing what is possible. Her undeniable work ethic and endless drive are due to the resilience she has been required to show in her personal life.

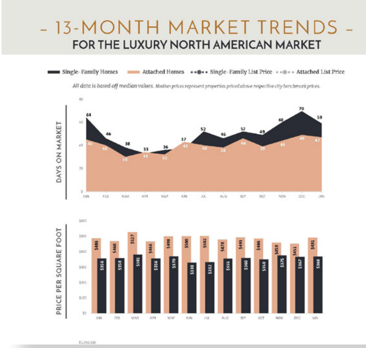
With seven children under the age of fifteen, Kelly was left a single mother and had no choice but to work hard and find substantial success in real estate. Within four years of having her life turned upside down, she was able to purchase a 300-acre ranch and achieve her dream of raising her children in the same way as she was.

Her notable achievements to date include:

- 2018-2021 eXp Realty ICON Agent
- 2021 Top Producing RE Team in Northern AZ, $64,000,000 Sales Volume
- 2020 - 2021 Homelight TOP PRODUCER
- 2021 Homelight TOP NEGOTIATOR
- 2016-2021 SEVEN STAR AWARD BROKER AGENT ADVISOR
- 2016 RE/MAX Hall of Fame Award
- 2016 RE/MAX Chairman's Club Award
- CHLMS & Million Dollar Guild Member
- Member of "Who's who in Luxury Real Estate"

MORE OF KELLY'S RECOGNITION & AWARDS
Today, Kelly is blessed to work with two of her children and one son-in-law as she continues to pass down the family business and the art of real estate.

TABLE OF CONTENTS



NORTH AMERICAN LUXURY REVIEW

NORTH AMERICAN LUXURY REAL ESTATE: SELLERS BEGIN TO RESPOND

August's North American luxury real estate data may signal the beginning of a change in market dynamics first noted in our July report. While the data does not establish a trend yet, the convergence of sales and inventory with August 2025 levels is significant following a year in which luxury sales have consistently outperformed the previous year, while supply has fallen.

This suggests sellers may finally be responding to the strength of underlying demand.

SINGLE-FAMILY LUXURY REMAINS FUNDAMENTALLY STRONG

For the first time since the beginning of 2026, single-family luxury sales were close to parity with the same month in 2025, increasing just 1.72% year over year. Inventory was similarly close to last year's level, at only 1.9% below August 2025. More importantly, new listings increased after consistently trailing 2025 levels throughout much of the year.

The relatively modest 1.72% increase in single-family sales might initially suggest that momentum is slowing. The supporting metrics, however, provide a different interpretation. The median sold price increased 4.5%, while the sales ratio improved 3.6%, indicating that properties continued to be absorbed at a healthy pace. Most notably, days on market declined 25.7%.

These measures point to continued buyer conviction, particularly for properties that meet the expectations of affluent purchasers.

The significance lies in the quality of demand rather than simply the number of transactions. Luxury buyers are increasingly selective, but when the right property becomes available, they continue to demonstrate a willingness to act, and to pay for quality.

This helps explain why prices can continue to rise even when transaction growth is relatively modest. The luxury market is not necessarily dependent upon increasing volumes to maintain pricing strength.

A limited supply of highly desirable properties can continue to support values when there is sufficient purchasing power among qualified buyers.

For sellers, however, this distinction is becoming increasingly important. Simply bringing a property to market does not guarantee a premium outcome. Location, condition, design, lifestyle amenities and pricing remain critical differentiators.

ATTACHED LUXURY REMAINS MORE MEASURED

The attached luxury market presents a somewhat different picture.

Sales declined 4.3% year over year, an interesting reversal following July's increase compared with July 2025. However, the decline should be considered within the context of continued supply constraints. Inventory remained 4.2% below August 2025, while new listings were still marginally below the previous year at 0.9%. In other words, fewer properties were available for buyers to purchase.

The supporting metrics also suggest that demand has not disappeared. Median sold price increased 0.2%, the sales ratio remained essentially at parity and days on market declined 13.2%. The attached market therefore appears more measured rather than fundamentally weak.

This segment is generally more sensitive to financing costs, monthly carrying expenses and affordability considerations. Even within luxury, buyers of attached properties are more likely to evaluate the financial implications of mortgage rates and overall carrying costs than buyers at the highest levels of the single-family market.

The distinction between the two segments reinforces an important characteristic of today's luxury market: luxury is not a single market. Buyer motivations and economic sensitivities vary significantly according to price point, property type and location.

SELLERS ARE BEGINNING TO RESPOND

The increase in new listings may ultimately prove to be one of August's most important indicators.

For much of 2026, sellers have remained cautious. Mortgage rates, economic uncertainty and concerns about achievable pricing have encouraged many owners to postpone selling rather than enter an increasingly unpredictable market. At the same time, sales data has repeatedly demonstrated that demand exists.

This created an unusual dynamic: buyers were present, but the properties they wanted were often unavailable.

As the year progressed, continued sales strength, and increasingly positive media coverage of the luxury market, may have helped change seller perceptions. Owners who had been waiting for greater certainty are beginning to see evidence that market conditions may be favorable enough to make a move.

The key question now is whether this response continues into the fall. If sellers continue returning to the market, buyers should gain greater choice and competition for individual properties may become more measured. However, increased inventory should not automatically be interpreted as a shift toward a buyer's market.

The quality of that inventory will matter. Highly desirable, well-located and turnkey properties are likely to continue attracting attention, while dated or overpriced homes may simply add to available supply without materially changing conditions for exceptional properties.

WHO IS DRIVING LUXURY DEMAND?

The resilience of luxury real estate continues to be underpinned by the financial characteristics of its buyers.

High-net-worth households typically have access to multiple sources of capital, including cash, investment portfolios, business interests, inherited wealth and existing property equity. Consequently, their purchasing decisions are less dependent on conventional mortgage financing than those of the broader market.

Interest rates therefore remain relevant but often influence timing and financing strategy rather than purchasing capacity.

Wealth creation and intergenerational wealth transfer are also expanding the pool of potential luxury buyers. Younger affluent households are entering the market, while established wealth holders continue to diversify their real estate holdings across different locations.

This is contributing to a more mobile luxury consumer - one who may be purchasing a primary residence, second home, investment property or lifestyle retreat.

WHAT ARE THEY BUYING?

The priorities of affluent buyers have become increasingly focused on quality, convenience and long-term value.

Location remains fundamental, but today's luxury purchaser is also looking for privacy, security, architectural quality, outdoor living, views, wellness amenities, flexible spaces and sophisticated technology.

Turnkey condition has become particularly important. Buyers with the financial capacity to purchase at the luxury level are often less willing to devote significant time to extensive renovations or managing complex construction projects.

The strongest properties increasingly offer a complete lifestyle proposition rather than simply a collection of high-end features.

This is also contributing to a growing emphasis on properties that support wellness, work-from-home flexibility, multigenerational living and indoor-outdoor connectivity.

THE FACTORS TO WATCH THIS FALL

Several forces could determine whether August's apparent rebalancing becomes a broader trend.

Interest rates remain a significant variable. A meaningful decline could encourage additional buyers to act, while renewed upward pressure could reinforce caution, particularly in the attached market.

Economic conditions could have a similarly mixed effect. Stronger economic growth and equity markets would support confidence and purchasing power, while increased volatility could encourage some buyers to delay discretionary purchases. At the same time, periods of uncertainty can reinforce the appeal of tangible assets and established real estate among those focused on wealth preservation.

Inventory will be critical. If sellers continue returning to the market while sales remain stable, conditions should move toward greater balance. If new listings increase substantially while demand weakens, buyers could gain negotiating leverage.

Conversely, if demand accelerates as the fall selling season begins while inventory remains constrained, seller leverage could quickly strengthen again.

A MARKET MOVING TOWARD BALANCE

August does not provide sufficient evidence to declare a change in the direction of North American luxury real estate. It does, however, suggest that the unusual divergence between sales and inventory that characterized much of 2026 may be beginning to narrow.

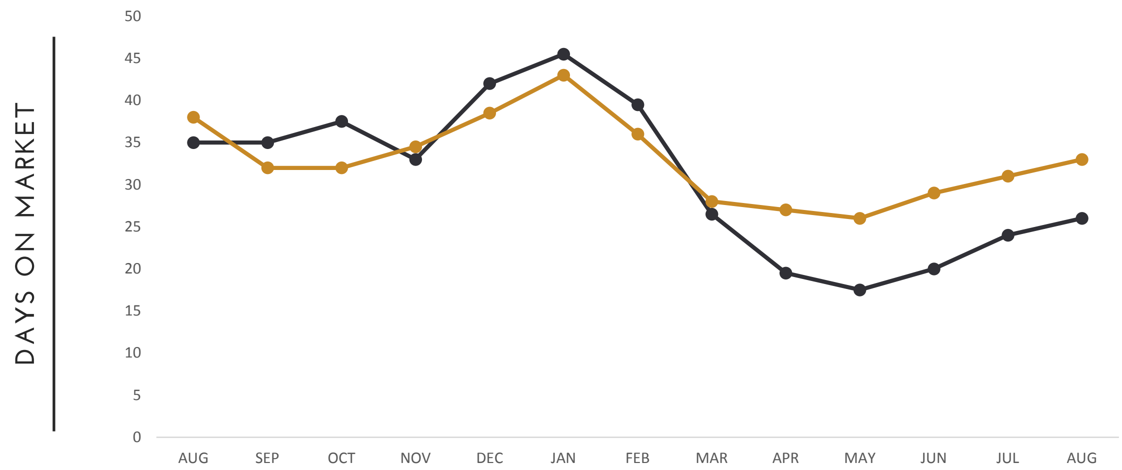
As September brings buyers and sellers back into the market following the quieter summer months, the data should reveal whether August was simply a seasonal adjustment or the first indication that North American luxury real estate is moving toward a more balanced and sustainable market.

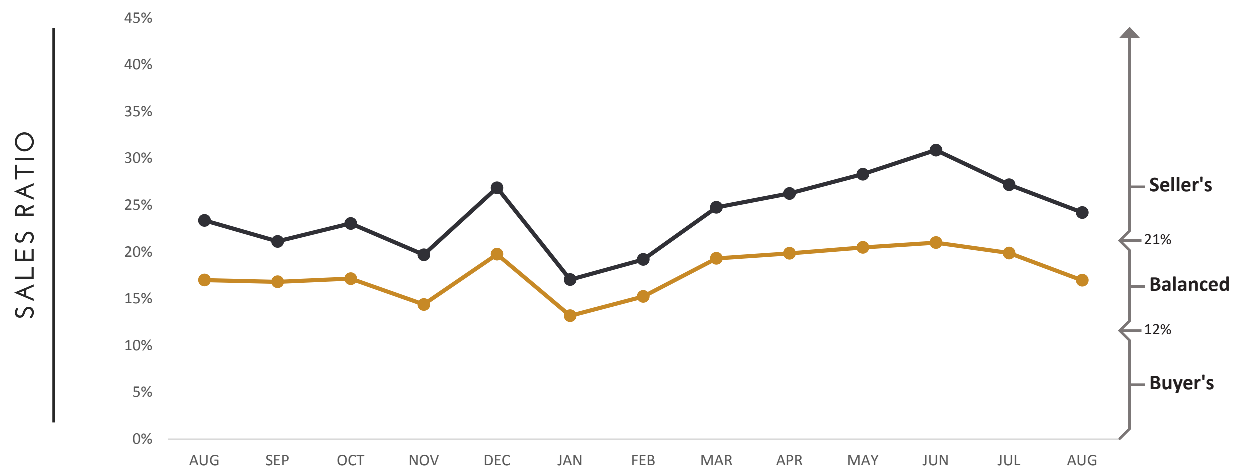
- 13-MONTH MARKET TRENDS -

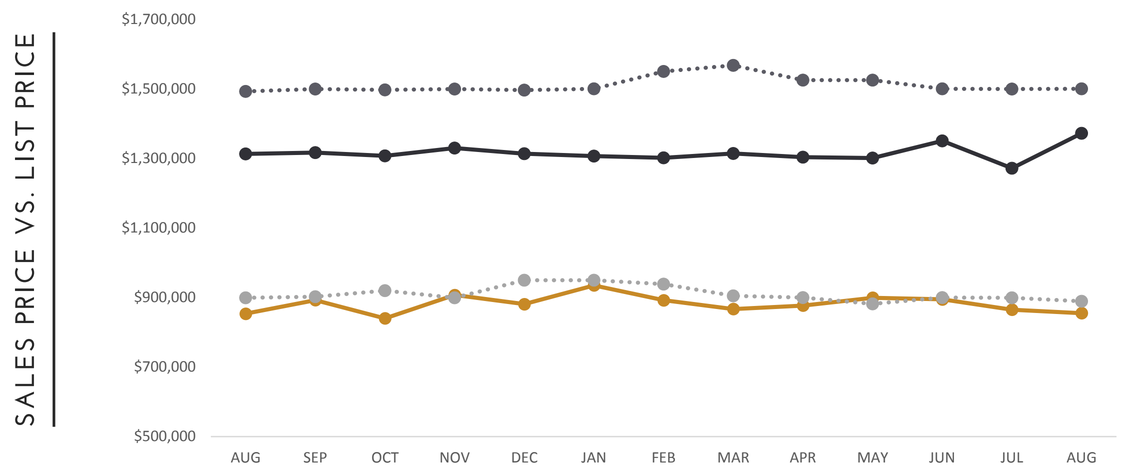
FOR THE LUXURY NORTH AMERICAN MARKET

Single-Family Homes Attached Homes Single-Family List Price Attached List Price

All data is based off median values. Median prices represent properties priced above respective city benchmark prices.







- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

August 2025 | August 2026

SINGLE-FAMILY HOMES

	August 2025	August 2026
Median List Price	**$1,492,700**	**$1,499,950**
Median Sale Price	**$1,312,951**	**$1,372,250**
Median SP/LP Ratio	**97.81%**	**98.23%**
Total Sales Ratio	**23.37%**	**24.22%**
Median Price per Sq. Ft.	**$375**	**$402**

	August 2025	August 2026
Total Inventory	**77,237**	**75,794**
New Listings	**20,395**	**20,729**
Total Sold	**18,047**	**18,357**
Median Days on Market	**35**	**26**
Average Home Size	**3,319**	**3,326**

Median prices represent properties priced above respective city benchmark prices.

▲ **334** *New Listings*

▲ **310** *Total Sold*

▲ **$59,300** *Med. Sale Price*

▼ **9** *Days on Market*

▲ **.85%** *Sales Ratio*

SINGLE-FAMILY HOMES MARKET SUMMARY | AUGUST 2026

- Official Market Type: **Seller's Market** with a **24.22% Sales Ratio.**[1]
- Homes are selling for an average of **98.23% of list price.**
- The median luxury threshold[2] price is **$912,500**, and the median luxury home sales price is **$1,372,250.**
- Markets with the Highest Median Sales Price: **Silicon Valley** ($5,600,000), **Whistler** ($4,150,000), **Naples** ($4,150,000), and **Eagle County** ($4,075,000).
- Markets with the Highest Sales Ratio: **Central Connecticut** (88.1%), **Howard County** (84.0%), **San Francisco** (80.0%), and **Morris County** (77.8%).

[1]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100%, sales from previous month exceeds current inventory. [2]The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MONTHLY MARKET REVIEW -

A Review of Key Market Differences Year over Year

August 2025 | August 2026

ATTACHED HOMES

	August 2025	August 2026
Median List Price	**$899,000**	**$889,000**
Median Sale Price	**$853,400**	**$855,000**
Median SP/LP Ratio	**98.36%**	**98.34%**
Total Sales Ratio	**16.99%**	**16.97%**
Median Price per Sq. Ft.	**$501**	**$491**

	August 2025	August 2026
Total Inventory	**25,692**	**24,622**
New Listings	**6,316**	**6,262**
Total Sold	**4,364**	**4,178**
Median Days on Market	**38**	**33**
Average Home Size	**1,978**	**1,914**

Median prices represent properties priced above respective city benchmark prices.

▼ **54** *New Listings*

▼ **186** *Total Sold*

▲ **$1,600** *Med. Sale Price*

▼ **5** *Days on Market*

▼ **.02%** *Sales Ratio*

ATTACHED HOMES MARKET SUMMARY | AUGUST 2026

- Official Market Type: **Balanced Market** with a **16.97% Sales Ratio.**[1]
- Attached homes are selling for an average of **98.34% of list price.**
- The median luxury threshold[2] price is **$700,000**, and the median attached luxury sale price is **$855,000.**
- Markets with the Highest Median Sales Price: **San Francisco** ($3,050,000), **Marco Island** ($2,787,500), **Island of Hawaii** ($2,627,500), and **Whistler** ($2,588,750).
- Markets with the Highest Sales Ratio: **Howard County** (79.7%), **San Francisco** (70.5%), **Marin County** (69.0%), and **Morris County** (65.4%).

[1]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100%, sales from previous month exceeds current inventory. [2]The luxury threshold price is set by The Institute for Luxury Home Marketing.

- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
AB	Calgary	$1,495,000	$1,345,000	26	28.9%	Seller's	$875,000	$837,500	17	19.5%	Balanced
AZ	Chandler and Gilbert	$1,139,000	$1,113,750	81	22.0%	Seller's	-	-	-	-	-
AZ	Flagstaff	$1,649,000	$1,747,500	80	19.6%	Balanced	-	-	-	-	-
AZ	Fountain Hills	$2,997,500	$2,605,000	45	15.0%	Balanced	$652,950	$776,200	51	22.2%	Seller's
AZ	Mesa	$892,500	$880,500	67	22.4%	Seller's	-	-	-	-	-
AZ	Paradise Valley	$6,297,643	$3,810,500	102	18.3%	Balanced	-	-	-	-	-
AZ	Phoenix	$899,000	$812,500	59	21.1%	Seller's	-	-	-	-	-
AZ	Scottsdale	$2,200,000	$1,730,000	71	23.2%	Seller's	$875,000	$879,000	87	15.7%	Balanced
AZ	Tucson	$696,482	$660,000	46	20.3%	Balanced	-	-	-	-	-
BC	Vancouver	$3,950,000	$3,275,000	19	9.2%	Buyer's	$1,858,950	$1,784,000	22	12.0%	Buyer's
BC	Whistler	$6,498,000	$4,150,000	294	2.7%	Buyer's	$2,297,000	$2,588,750	9	15.7%	Balanced
CA	Central Coast	$2,675,000	$2,062,500	26	15.0%	Balanced	$1,099,000	$1,188,000	28	21.8%	Seller's
CA	East Bay	$1,999,888	$2,000,000	14	53.9%	Seller's	$1,089,000	$1,070,000	15	26.5%	Seller's
CA	El Dorado County	$1,874,500	$1,404,500	26	15.6%	Balanced	-	-	-	-	-
CA	Greater Palm Springs	$1,795,000	$1,725,000	80	25.1%	Seller's	-	-	-	-	-
CA	Lake Tahoe	$2,467,500	$2,015,000	23	34.9%	Seller's	$1,775,000	$1,877,500	59	21.8%	Seller's
CA	Los Angeles Beach Cities	$6,495,000	$3,900,000	30	14.1%	Balanced	$1,850,000	$1,909,500	27	21.9%	Seller's
CA	Los Angeles City	$4,899,999	$3,470,000	25	13.5%	Balanced	$1,597,000	$1,431,155	35	11.6%	Buyer's
CA	Los Angeles The Valley	$2,499,999	$2,050,000	39	19.5%	Balanced	$800,000	$806,000	43	23.0%	Seller's
CA	Marin County	$3,725,000	$3,450,000	15	54.7%	Seller's	$1,298,000	$1,255,000	29	69.0%	Seller's
CA	Napa County	$2,996,500	$2,337,500	75	11.5%	Buyer's	-	-	-	-	-
CA	Orange County	$2,799,990	$2,168,000	26	29.6%	Seller's	$1,198,444	$1,185,000	27	24.9%	Seller's
CA	Placer County	$1,249,000	$1,125,050	22	27.4%	Seller's	-	-	-	-	-
CA	Sacramento	$959,000	$915,000	19	36.3%	Seller's	-	-	-	-	-
CA	San Diego	$2,395,000	$1,912,000	14	37.2%	Seller's	$1,149,500	$1,075,000	30	25.8%	Seller's
CA	San Francisco	$3,995,000	$3,327,500	10	80.0%	Seller's	$2,945,000	$3,050,000	11	70.5%	Seller's
CA	San Luis Obispo County	$1,799,000	$1,457,500	26	22.0%	Seller's	-	-	-	-	-
CA	Silicon Valley	$6,297,500	$5,600,000	9	45.6%	Seller's	$1,750,000	$1,700,000	17	35.6%	Seller's
CA	Sonoma County	$2,295,000	$1,755,000	62	15.9%	Balanced	$792,000	$679,990	42	25.0%	Seller's
CA	Ventura County	$2,190,000	$1,734,500	60	22.1%	Seller's	$779,000	$743,000	53	24.2%	Seller's
CO	Boulder	$1,995,000	$1,617,500	48	14.9%	Balanced	$820,000	$825,000	100	9.3%	Buyer's
CO	Colorado Springs	$925,000	$900,000	34	16.4%	Balanced	$570,000	$567,875	70	8.0%	Buyer's
CO	Denver	$1,500,000	$1,399,000	27	24.2%	Seller's	$849,000	$840,000	51	11.2%	Buyer's
CO	Douglas County	$1,299,000	$1,172,950	35	23.4%	Seller's	$565,000	$550,000	52	27.9%	Seller's
CO	Eagle County	$5,322,500	$4,075,000	44	8.8%	Buyer's	$2,392,000	$1,814,500	59	15.2%	Balanced
CO	Summit County	$2,799,900	$2,300,000	21	12.2%	Balanced	$1,234,500	$1,427,500	58	20.9%	Balanced
CO	Telluride	$5,847,500	$3,337,500	77	6.3%	Buyer's	$2,297,000	$1,799,000	105	7.3%	Buyer's
CT	Central Connecticut	$695,000	$655,000	6	88.1%	Seller's	-	-	-	-	-

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cites are shown in Canadian Dollars.

- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
CT	Coastal Connecticut	$2,197,000	$1,806,000	19	56.5%	Seller's	$759,450	$726,000	15	45.9%	Seller's
DC	Washington D.C.	$3,450,000	$3,629,510	12	41.5%	Seller's	$1,795,000	$1,625,000	10	25.9%	Seller's
DE	Sussex County	$1,609,000	$1,435,000	32	19.6%	Balanced	$969,900	$775,000	27	18.8%	Balanced
FL	Bay County	-	-	-	-	-	-	-	-	-	-
FL	Boca Raton/Delray Beach	$2,875,000	$2,290,000	47	22.0%	Seller's	$1,000,000	$775,000	36	15.8%	Balanced
FL	Brevard County	$852,450	$735,000	39	26.7%	Seller's	$805,000	$742,500	47	9.9%	Buyer's
FL	Broward County	$1,895,000	$1,600,000	55	18.0%	Balanced	$695,000	$645,000	70	8.2%	Buyer's
FL	Charlotte County	$1,011,500	$940,000	71	10.9%	Buyer's	-	-	-	-	-
FL	Coastal Pinellas County	$2,395,000	$1,832,500	101	13.6%	Balanced	$1,250,000	$1,012,000	94	7.5%	Buyer's
FL	Ft. Lauderdale	$4,800,000	$3,612,500	95	9.2%	Buyer's	$2,856,320	$2,100,000	112	2.9%	Buyer's
FL	Jacksonville	$827,000	$795,000	26	28.4%	Seller's	$625,000	$544,830	83	21.8%	Seller's
FL	Jacksonville Beaches	$1,399,000	$1,416,500	46	24.2%	Seller's	$1,022,495	$1,430,000	117	9.6%	Buyer's
FL	Lee County	$1,500,000	$1,328,069	61	12.2%	Balanced	$889,000	$775,000	114	8.1%	Buyer's
FL	Marco Island	$3,697,500	$2,630,000	46	13.3%	Balanced	$1,824,450	$2,787,500	79	13.6%	Balanced
FL	Miami	$1,893,250	$1,535,000	46	16.9%	Balanced	$1,499,000	$1,365,000	93	5.8%	Buyer's
FL	Naples	$4,900,000	$4,150,000	147	10.4%	Buyer's	$2,362,500	$2,185,000	61	6.5%	Buyer's
FL	Orlando	$1,335,000	$1,200,000	32	15.7%	Balanced	$580,000	$595,000	48	9.9%	Buyer's
FL	Palm Beach Towns	$5,595,000	$3,100,000	119	13.5%	Balanced	$2,385,000	$1,817,500	81	7.4%	Buyer's
FL	Sarasota & Beaches	$2,900,000	$1,800,000	128	8.6%	Buyer's	$1,659,000	$1,400,000	86	8.7%	Buyer's
FL	South Pinellas County	$1,490,000	$1,187,500	87	17.3%	Balanced	$1,167,500	$987,000	125	8.1%	Buyer's
FL	South Walton	-	-	-	-	-	-	-	-	-	-
FL	Tampa	$772,450	$725,000	33	19.9%	Balanced	$834,500	$745,000	48	15.2%	Balanced
GA	Atlanta	$1,525,000	$1,250,000	11	23.5%	Seller's	$700,000	$649,000	32	11.9%	Buyer's
GA	Duluth	$1,349,000	$1,415,375	21	27.0%	Seller's	-	-	-	-	-
HI	Island of Hawaii	$1,790,000	$1,590,000	14	8.4%	Buyer's	$1,325,000	$2,627,500	18	6.6%	Buyer's
HI	Kauai	$2,995,500	$2,672,500	55	6.3%	Buyer's	$1,399,500	$1,170,000	70	9.6%	Buyer's
HI	Maui	$2,900,000	$1,825,000	131	8.1%	Buyer's	$1,880,000	$1,675,000	192	5.1%	Buyer's
HI	Oahu	$2,900,000	$2,310,000	14	15.4%	Balanced	$1,150,000	$932,500	26	12.0%	Balanced
IA	Greater Des Moines	$664,950	$659,525	21	22.0%	Seller's	-	-	-	-	-
ID	Ada County	$825,000	$784,921	14	44.3%	Seller's	$609,999	$639,000	19	29.0%	Seller's
ID	Northern Idaho	$1,350,000	$1,156,720	78	19.2%	Balanced	-	-	-	-	-
IL	Chicago	$1,700,000	$1,400,000	8	71.8%	Seller's	$1,183,500	$950,000	11	50.2%	Seller's
IL	DuPage County	$1,285,000	$960,000	12	61.2%	Seller's	$745,404	$696,000	15	27.9%	Seller's
IL	Lake County	$1,249,000	$943,000	8	57.6%	Seller's	-	-	-	-	-
IL	Will County	$674,333	$637,500	17	49.2%	Seller's	-	-	-	-	-
IN	Boone County	$1,263,500	$1,022,500	7	48.1%	Seller's	-	-	-	-	-
IN	Hamilton County	$807,445	$822,500	6	56.5%	Seller's	-	-	-	-	-
KY	Lexington	$989,450	$957,500	11	27.7%	Seller's	-	-	-	-	-

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cites are shown in Canadian Dollars.

- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
LA	Baton Rouge	$970,000	$847,950	79	11.8%	Buyer's	-	-	-	-	-
LA	Lafayette County	$799,900	$692,000	48	12.1%	Balanced	-	-	-	-	-
LA	New Orleans	$1,024,999	$999,000	50	20.6%	Balanced	$737,500	$710,000	20	3.4%	Buyer's
MA	Cape Cod	$2,250,000	$2,150,000	30	20.2%	Balanced	$1,089,000	$825,000	51	16.9%	Balanced
MA	Greater Boston	$3,380,000	$2,750,000	26	29.4%	Seller's	$2,495,000	$1,950,000	35	24.0%	Seller's
MA	South Shore	$1,700,000	$1,542,500	20	45.8%	Seller's	$979,925	$1,049,000	23	39.6%	Seller's
MD	Anne Arundel County	$1,150,000	$950,000	10	44.8%	Seller's	$584,990	$569,500	11	47.1%	Seller's
MD	Baltimore City	$777,000	$860,000	6	54.5%	Seller's	$650,000	$655,000	8	19.7%	Balanced
MD	Baltimore County	$978,747	$950,000	15	38.2%	Seller's	$604,950	$565,000	26	41.1%	Seller's
MD	Frederick County	$912,450	$920,000	13	34.3%	Seller's	-	-	-	-	-
MD	Howard County	$1,322,500	$1,055,000	8	84.0%	Seller's	$629,993	$615,000	11	79.7%	Seller's
MD	Montgomery County	$1,895,000	$1,475,000	10	33.6%	Seller's	$839,950	$775,000	16	29.9%	Seller's
MD	Talbot County	$2,295,000	$2,495,000	28	20.5%	Balanced	-	-	-	-	-
MD	Worcester County	$949,900	$975,000	39	17.0%	Balanced	$687,750	$640,000	30	27.9%	Seller's
MI	Grand Traverse County	$1,522,500	$1,000,000	66	14.5%	Balanced	-	-	-	-	-
MI	Livingston County	$739,900	$750,000	12	43.9%	Seller's	-	-	-	-	-
MI	Monroe County	$682,000	$659,950	18	39.1%	Seller's	-	-	-	-	-
MI	Oakland County	$799,000	$680,000	10	37.8%	Seller's	$629,000	$605,000	11	25.2%	Seller's
MI	Washtenaw County	$849,900	$762,000	33	30.8%	Seller's	$710,670	$603,033	22	19.5%	Balanced
MI	Wayne County	$675,000	$687,500	8	49.8%	Seller's	$628,990	$610,000	28	12.1%	Balanced
MN	Olmsted County	$829,900	$825,000	16	18.6%	Balanced	-	-	-	-	-
MN	Twin Cities	$1,269,200	$1,000,000	19	28.4%	Seller's	-	-	-	-	-
NC	Asheville	$999,000	$890,000	42	12.4%	Balanced	$784,950	$719,990	52	15.1%	Balanced
NC	Charlotte	$1,100,000	$1,050,000	16	32.1%	Seller's	$655,000	$659,000	47	19.1%	Balanced
NC	Lake Norman	$1,200,000	$1,255,000	19	26.6%	Seller's	$599,450	$570,000	20	12.5%	Balanced
NC	New Hanover County	$1,549,000	$1,587,500	38	21.0%	Balanced	$1,075,000	$925,000	35	13.0%	Balanced
NC	Pitt County	$665,000	$665,245	47	36.7%	Seller's	-	-	-	-	-
NC	Raleigh-Durham	$1,075,000	$981,250	14	32.2%	Seller's	-	-	-	-	-
NH	Rockingham County	$1,599,000	$1,450,000	12	34.3%	Seller's	$959,053	$846,950	25	33.3%	Seller's
NJ	Bergen County	$2,491,500	$1,800,050	21	48.1%	Seller's	$1,325,000	$1,160,000	20	39.4%	Seller's
NJ	Morris County	$1,495,000	$1,394,500	14	77.8%	Seller's	$942,000	$876,000	16	65.4%	Seller's
NJ	Ocean County	$949,950	$860,000	26	26.0%	Seller's	$849,950	$900,000	20	26.7%	Seller's
NJ	Somerset County	$1,650,000	$1,435,000	22	48.1%	Seller's	$864,500	$821,250	16	50.0%	Seller's
NV	Henderson	$2,195,000	$1,500,000	37	12.1%	Balanced	-	-	-	-	-
NV	Lake Tahoe	$3,799,000	$3,000,000	75	19.3%	Balanced	$1,100,000	$1,600,000	89	23.1%	Seller's
NV	Las Vegas	$1,699,250	$1,595,000	35	10.9%	Buyer's	-	-	-	-	-
NV	Reno	$1,750,000	$1,742,500	30	24.3%	Seller's	-	-	-	-	-
OH	Cincinnati	$796,673	$750,075	5	45.3%	Seller's	-	-	-	-	-

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cites are shown in Canadian Dollars.

- LUXURY MONTHLY MARKET REVIEW -

		SINGLE FAMILY HOMES					ATTACHED HOMES				
State	Market Name	List Price	Sold Price	DOM	Ratio	Market	List Price	Sold Price	DOM	Ratio	Market
OH	Cleveland Suburbs	-	-	-	-	-	-	-	-	-	-
OH	Columbus	$800,000	$750,000	11	36.0%	Seller's	$666,500	$610,250	11	24.8%	Seller's
ON	GTA - Durham	$1,799,000	$1,915,000	25	6.2%	Buyer's	$812,000	$950,000	15	6.3%	Buyer's
ON	GTA - York	$2,295,000	$1,876,250	24	11.2%	Buyer's	$750,000	$750,000	43	12.3%	Balanced
ON	Mississauga	$2,899,000	$2,612,500	11	2.7%	Buyer's	$1,010,000	$945,500	23	9.8%	Buyer's
ON	Oakville	-	-	-	-	-	-	-	-	-	-
ON	Toronto	$4,180,000	$3,200,000	34	11.2%	Buyer's	$1,200,000	$1,175,000	39	12.5%	Balanced
ON	Waterloo Region	$1,449,444	$1,344,500	29	13.0%	Balanced	$799,000	$810,000	80	12.9%	Balanced
OR	Portland	$1,299,900	$1,160,000	14	19.5%	Balanced	$681,500	$615,000	20	11.5%	Buyer's
PA	Philadelphia	$850,000	$753,000	15	38.8%	Seller's	$750,000	$662,898	27	23.8%	Seller's
PA	Pittsburgh	$1,192,500	$930,000	25	33.5%	Seller's	$756,000	$640,000	30	20.0%	Balanced
SC	Charleston	$1,750,000	$1,467,500	29	29.3%	Seller's	$1,420,000	$1,205,000	50	27.7%	Seller's
TN	Greater Chattanooga	$965,000	$874,750	21	16.2%	Balanced	-	-	-	-	-
TN	Nashville	$1,824,900	$1,350,000	12	20.3%	Balanced	$749,000	$650,000	26	11.4%	Buyer's
TX	Austin	$2,299,000	$1,820,000	30	17.9%	Balanced	$1,199,000	$955,000	37	7.9%	Buyer's
TX	Collin County	$749,000	$720,000	38	18.4%	Balanced	-	-	-	-	-
TX	Dallas	$1,495,000	$1,297,500	30	21.9%	Seller's	$709,999	$710,000	44	14.5%	Balanced
TX	Denton County	$789,900	$775,500	44	17.6%	Balanced	-	-	-	-	-
TX	El Paso	$650,000	$601,509	26	17.7%	Balanced	-	-	-	-	-
TX	Fort Worth	$905,135	$823,489	26	22.3%	Seller's	-	-	-	-	-
TX	Greater Tyler	$691,080	$670,000	49	11.6%	Buyer's	-	-	-	-	-
TX	Houston	$959,999	$947,600	27	19.3%	Balanced	$645,000	$625,000	45	18.2%	Balanced
TX	Lubbock	$699,700	$663,000	45	17.9%	Balanced	-	-	-	-	-
TX	San Antonio	$799,900	$799,999	46	11.8%	Buyer's	$765,000	$1,257,396	142	3.4%	Buyer's
TX	Tarrant County	$899,700	$805,000	27	21.1%	Seller's	-	-	-	-	-
TX	The Woodlands & Spring	$795,000	$806,120	25	21.1%	Seller's	-	-	-	-	-
UT	Park City	$4,900,000	$3,722,650	30	16.2%	Balanced	$2,900,000	$1,647,800	25	9.7%	Buyer's
UT	Washington County	$1,499,000	$1,335,000	55	9.2%	Buyer's	-	-	-	-	-
VA	Arlington & Alexandria	$2,312,500	$1,762,500	9	41.8%	Seller's	$995,000	$955,000	12	55.7%	Seller's
VA	Fairfax County	$2,194,000	$1,510,000	9	40.3%	Seller's	$742,500	$700,000	11	54.4%	Seller's
VA	McLean & Vienna	$2,980,000	$2,225,000	10	31.1%	Seller's	$1,195,000	$1,010,000	29	23.2%	Seller's
VA	Richmond	$810,000	$800,000	12	37.9%	Seller's	$586,746	$565,000	47	20.3%	Balanced
VA	Smith Mountain Lake	$1,499,900	$1,435,000	46	18.7%	Balanced	-	-	-	-	-
VA	Virginia Beach	$1,377,950	$1,200,000	17	23.4%	Seller's	$864,000	$855,000	33	16.1%	Balanced
WA	King County	$1,900,000	$1,725,000	13	23.8%	Seller's	$1,199,998	$1,129,500	31	13.4%	Balanced
WA	Seattle	$2,072,000	$1,722,500	6	34.5%	Seller's	$1,381,925	$1,162,500	34	12.0%	Buyer's
WA	Spokane	$1,149,750	$1,030,000	42	12.2%	Balanced	-	-	-	-	-
WA	Vancouver	$1,395,000	$1,287,500	28	16.2%	Balanced	$760,000	$830,000	83	6.1%	Buyer's

Median prices represent properties priced above respective city benchmark prices. Prices shown for Canadian cites are shown in Canadian Dollars.

- LUXURY REPORT EXPLAINED -

The Institute for Luxury Home Marketing has analyzed a number of metrics — including sales prices, sales volumes, number of sales, sales-price-to-list-price ratios, days on market and price-per-square-foot – to provide you a comprehensive North American Luxury Market report.

Additionally, we have further examined all of the individual luxury markets to provide both an overview and an in-depth analysis - including, where data is sufficient, a breakdown by luxury single-family homes and luxury attached homes.

It is our intention to include additional luxury markets on a continual basis. If your market is not featured, please contact us so we can implement the necessary qualification process. More in-depth reports on the luxury communities in your market are available as well.

Looking through this report, you will notice three distinct market statuses, Buyer's Market, Seller's Market, and Balanced Market. A **Buyer's Market** indicates that buyers have greater control over the price point. This market type is demonstrated by a substantial number of homes on the market and few sales, suggesting demand for residential properties is slow for that market and/or price point.

By contrast, a **Seller's Market** gives sellers greater control over the price point. Typically, this means there are few homes on the market and a generous demand, causing competition between buyers who ultimately drive sales prices higher.

A **Balanced Market** indicates that neither the buyers nor the sellers control the price point at which that property will sell and that there is neither a glut nor a lack of inventory. Typically, this type of market sees a stabilization of both the list and sold price, the length of time the property is on the market as well as the expectancy amongst homeowners in their respective communities – so long as their home is priced in accordance with the current market value.

REPORT GLOSSARY

REMAINING INVENTORY: The total number of homes available at the close of a month.

DAYS ON MARKET: Measures the number of days a home is available on the market before a purchase offer is accepted.

LUXURY BENCHMARK PRICE: The price point that marks the transition from traditional homes to luxury homes.

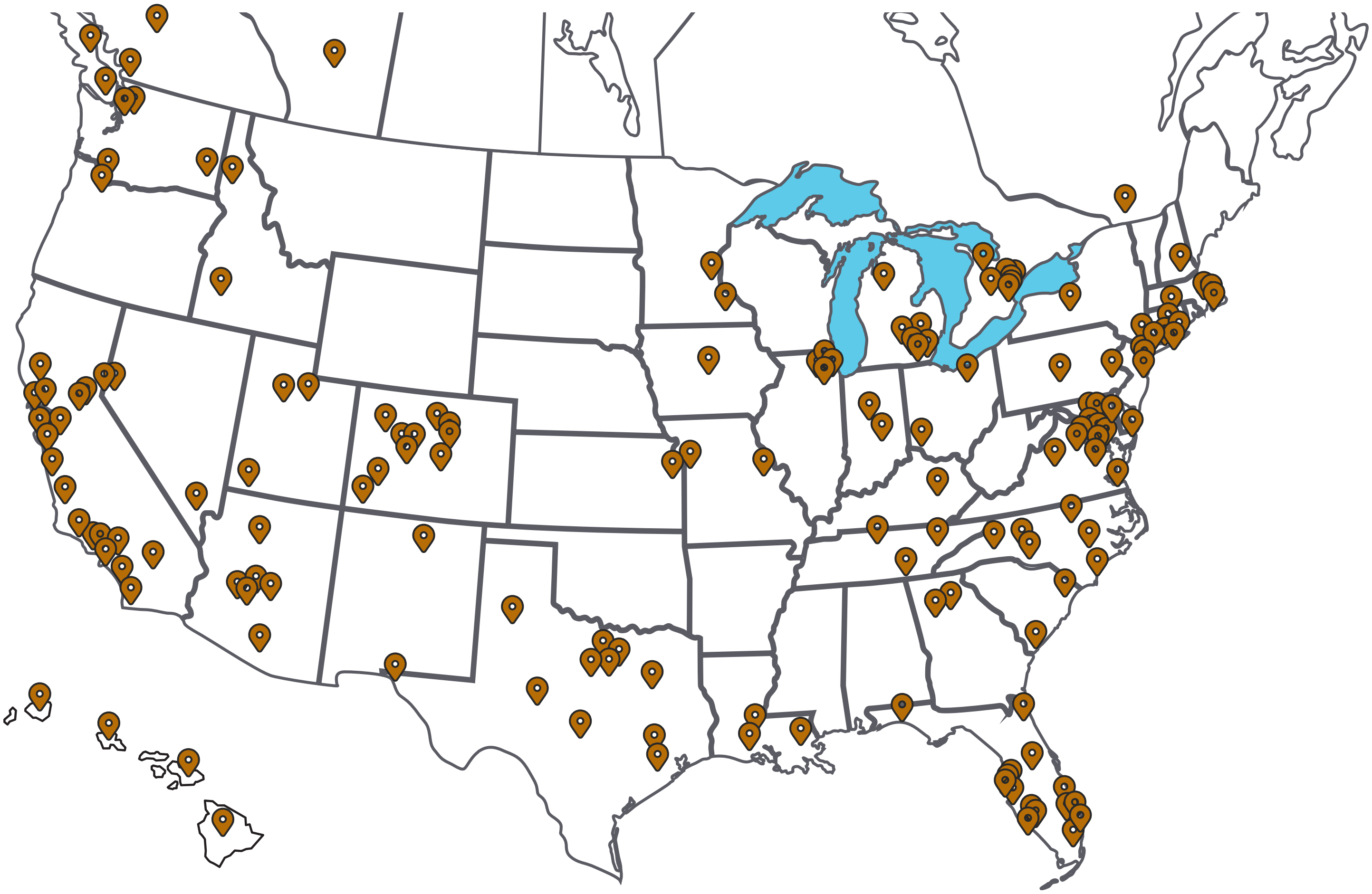
NEW LISTINGS: The number of homes that entered the market during the current month.

PRICE PER SQUARE FOOT: Measures the dollar amount of the home's price for an individual square foot.

SALES RATIO: Sales Ratio defines market speed and determines whether the market currently favors buyers or sellers. A Buyer's Market has a Sales Ratio of less than 12%; a Balanced Market has a ratio of 12% up to 21%; a Seller's Market has a ratio of 21% or higher. A Sales Ratio greater than 100% indicates the number of sold listings exceeds the number of listings available at the end of the month.

SP/LP RATIO: The Sales Price/List Price Ratio compares the value of the sold price to the value of the list price.

LUXURY RESIDENTIAL MARKETS



The Luxury Market Report is your guide to luxury real estate market data and trends for North America. Produced monthly by The Institute for Luxury Home Marketing, this report provides an in-depth look at the top residential markets across the United States and Canada. Within the individual markets, you will find established luxury benchmark prices and detailed survey of luxury active and sold properties designed to showcase current market status and recent trends. The national report illustrates a compilation of the top North American markets to review overall standards and trends.

SEPTEMBER
2026

FLAGSTAFF
ARIZONA

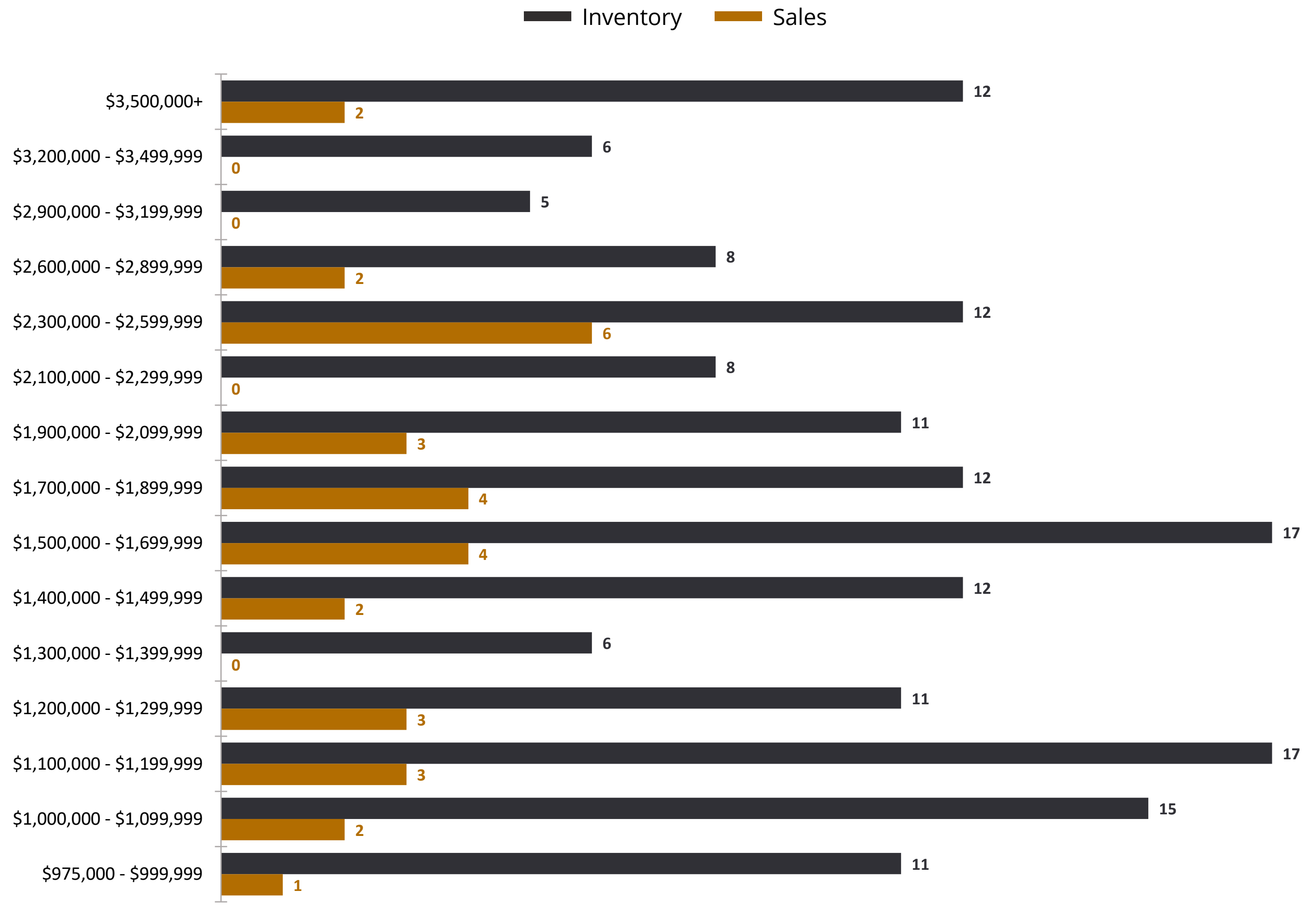
FLAGSTAFF

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]*:* **$975,000**

LUXURY INVENTORY VS. SALES | AUGUST 2026

Total Inventory: **163** | *Total Sales:* **32** | *Total Sales Ratio*[2]*:* **20%** | **Balanced Market**



Square Feet[3] -Range-	Price -Median Sold-	Beds -Median Sold-	Baths -Median Sold-	Sold -Total-	Inventory -Total-	Sales Ratio -Sold/Inventory-
0 - 2,499	$1,170,000	4	3	**5**	**17**	**29%**
2,500 - 2,999	$1,650,000	4	3	**9**	**40**	**23%**
3,000 - 3,499	$1,742,500	4	4	**6**	**34**	**18%**
3,500 - 3,999	$2,394,043	4	5	**3**	**36**	**8%**
4,000 - 4,499	$2,500,000	4	4	**5**	**16**	**31%**
4,500+	$2,500,000	5	5	**4**	**20**	**20%**

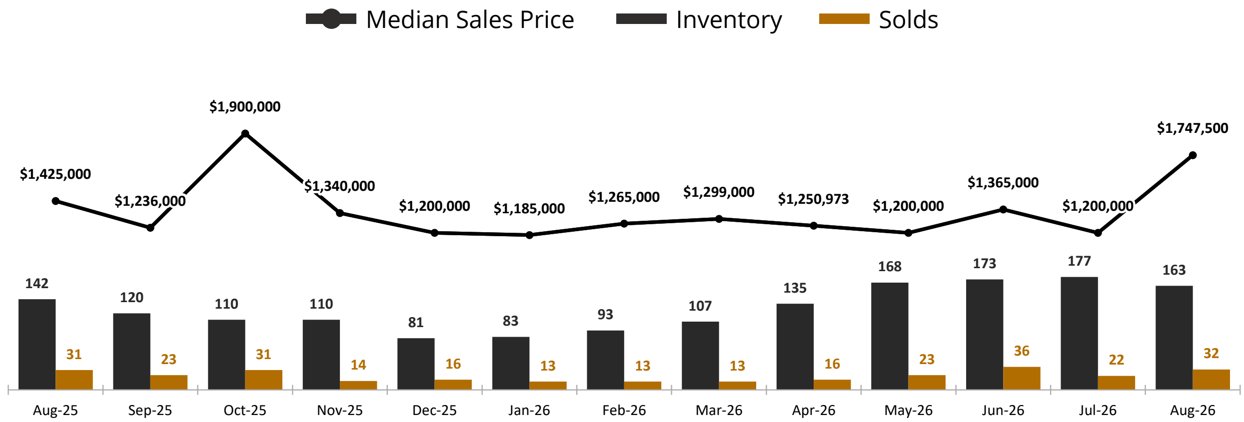
[1] The luxury threshold price is set by The Institute for Luxury Home Marketing. [2]Sales Ratio defines market speed and market type: Buyer's < 12%; Balanced >= 12 to < 21%; Seller's >= 21%. If >100% MLS® data reported previous month's sales exceeded current inventory.

FLAGSTAFF

SINGLE-FAMILY HOMES

Luxury Benchmark Price[1]: **$975,000**

13-MONTH LUXURY MARKET TREND[4]



MEDIAN DATA REVIEW | AUGUST

TOTAL INVENTORY

Aug. 2025	Aug. 2026
142	163

VARIANCE: **15%**

TOTAL SOLDS

Aug. 2025	Aug. 2026
31	32

VARIANCE: **3%**

SALES PRICE

Aug. 2025	Aug. 2026
$1.43m	$1.75m

VARIANCE: **23%**

SALE PRICE PER SQFT.

Aug. 2025	Aug. 2026
$480	$553

VARIANCE: **15%**

SALE TO LIST PRICE RATIO

Aug. 2025	Aug. 2026
96.32%	96.91%

VARIANCE: **1%**

DAYS ON MARKET

Aug. 2025	Aug. 2026
79	80

VARIANCE: **1%**

FLAGSTAFF MARKET SUMMARY | AUGUST 2026

- The single-family luxury market is a **Balanced Market** with a **20% Sales Ratio**.
- Homes sold for a median of **96.91% of list price** in August 2026.
- The most active price band is **$2,300,000-$2,599,999**, where the sales ratio is **50%**.
- The median luxury sales price for single-family homes is **$1,747,500**.
- The median days on market for August 2026 was **80** days, up from **79** in August 2025.

[3]Square foot table does not account for listings and solds where square foot data is not disclosed.
[4]Data reported includes Active and Sold properties and does not include Pending properties.

Thank you for taking time to view this report.
For more information about this report and the services I can offer you and your luxury property, please give me a call at928.332.3524

- Kelly Broaddus

KELLY BROADDUS

928.332.3524 | kelly.broaddus@exprealty.com

NorthernArizonaFineHomes.com | NorthernArizonaLuxuryHomes.com