



OUR BELIEF SYSTEM

*Each of us has a
fire in our hearts
for something.
It's our goal in
life to find it and
keep it lit.*



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NEIGHBORHOOD REAL ESTATE NEWS

Home Price Growth Accelerates

The U.S. housing market is showing renewed momentum this spring, with home prices posting their strongest annual gain in more than a year—an encouraging signal for both homeowners and prospective sellers. According to recent housing data, the median U.S. home sale price climbed 2.4% year-over-year in April, reflecting a meaningful shift in buyer activity after a slower start to 2026.

Several factors are contributing to the market's resurgence. A stabilizing labor market, improved consumer confidence, and slightly softer mortgage rates earlier in the year helped bring buyers back into the market during the critical spring season. Pending home sales reached their highest level since 2023, while existing-home sales also moved higher, signaling that demand remains resilient despite ongoing affordability pressures.



At the same time, inventory has begun to recover. Active listings rose to their highest level since 2020, giving buyers more options and creating a healthier balance between supply and demand. Even so, well-positioned homes that are priced

appropriately continue to attract strong interest and, in many markets, multiple offers.

Market performance, however, remains highly regional. Midwest and Northeast markets continue to demonstrate notable strength, while some Sun Belt cities are experiencing more moderate price growth as inventory expands. This divergence underscores the importance of local market expertise in today's evolving environment.

While affordability challenges and elevated borrowing costs remain part of the conversation, the latest data suggests the national housing market is regaining stability and confidence heading into the second half of the year—a welcome development for buyers, sellers, and investors alike. ♦



Set on an expansive lot backing to a tranquil, tree-lined creek, this exceptional Los Gatos residence offered a rare sense of privacy and serenity in one of the area's most sought-after neighborhoods. A gracious formal entry welcomed guests into beautifully proportioned living spaces, including an elegant living room and a separate family room, each featuring its own fireplace. A formal dining room provided the perfect setting for effortless entertaining and memorable gatherings.



**Images have been digitally enhanced*

Summer Housing Forecast: What Buyers and Sellers Should Expect

The summer housing market is shaping up to be one of cautious optimism, as improving inventory levels and stabilizing mortgage rates help restore balance across many parts of the country. While affordability challenges remain, both buyers and sellers are entering the season with renewed confidence compared to earlier this year.

One of the most significant shifts in today's market is the increase in available inventory. More homeowners are choosing to list their properties, giving buyers greater selection and creating a healthier dynamic than the highly competitive conditions seen over the past several years. In many markets, this means buyers may have more negotiating power, additional time to make decisions, and increased opportunities to secure favorable terms.

For sellers, however, strategy has become increasingly important. Homes that are properly priced, well-presented, and effectively marketed continue to perform well, while overpriced listings are sitting longer and experiencing more price reductions. Today's buyers remain selective and value-conscious, making preparation and positioning critical to a successful sale.

Mortgage rates also continue to influence buyer activity. Although rates remain elevated compared to the historic lows of previous years, greater stability has helped many buyers adjust expectations and re-enter the market. This has contributed to stronger spring momentum that is expected to carry into the summer months.

Regionally, market conditions continue to vary. Many Midwest and Northeast markets remain competitive due to limited supply, while portions of the Sun Belt are seeing a more balanced pace as inventory expands.

Overall, the summer 2026 housing market appears to be moving toward greater normalization — a positive sign for buyers seeking opportunity and sellers prepared to navigate a more strategic and balanced environment. ♦



SANTA CLARA HOUSING MARKET

At a Glance

\$1,691M

Median
Sale Price

(-6.9% year over year)

194

Number of
Homes Sold

(-6.9% year over year)

10

Median Days
On Market

(+1 year over year)

106.1%

Sale to
List Price

(-3.4 pt year over year)

*Call or text me today for a FREE Comparative Market Analysis.
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Chuck Nunnally

The Luxury Market's Quiet Strength in 2026

The luxury housing market continues to demonstrate remarkable resilience in 2026, even as broader economic uncertainty and elevated mortgage rates remain part of the national conversation. Across many premier markets, affluent buyers are still actively pursuing exceptional properties, reinforcing the enduring strength of high-end real estate as both a lifestyle and wealth-building asset.

Unlike the broader housing market, luxury buyers are often less dependent on financing, insulating this segment from some of the volatility tied to interest rate fluctuations. Cash purchases continue to represent a significant share of luxury transactions, particularly in sought-after coastal communities, lifestyle destinations, and select suburban enclaves where privacy, quality of life, and long-term value remain paramount.

Today's luxury buyer is also redefining what "premium living" means. Demand has shifted beyond square footage alone, with buyers placing increased emphasis on wellness-focused design, energy efficiency, seamless indoor-outdoor living, and turnkey convenience. Properties featuring resort-style amenities, private office spaces, advanced

smart-home technology, and thoughtfully designed outdoor environments continue to command strong interest.

At the same time, inventory in many luxury markets remains constrained. While overall housing supply has improved nationally, truly exceptional homes in desirable locations remain limited, helping preserve pricing strength at the upper end of the market. Well-prepared and strategically priced luxury listings are still attracting competitive attention, especially when paired with high-quality presentation and targeted marketing exposure.

Another notable trend shaping the luxury sector is migration. Affluent buyers

continue to prioritize markets offering favorable tax environments, lifestyle amenities, and greater flexibility for remote or hybrid work. As a result, many secondary and lifestyle-driven markets are seeing sustained demand from high-net-worth individuals seeking both primary and secondary residences.

While the pace of appreciation has moderated from the extraordinary gains seen during the pandemic-era boom, the luxury market's performance in 2026 reflects stability rather than slow-down. For buyers, sellers, and investors alike, high-end real estate continues to represent a compelling blend of lifestyle, legacy, and long-term opportunity. ♦



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