

SUN CITY LINCOLN HILLS REAL ESTATE

MARKET REPORT

FEBRUARY 2026

“The Market is coming into FOCUS”

SHAWN CLAYCOMB | Realtor® | CFP®

February 2026 Market Perspective

February did not introduce a new market — it clarified the one already in place.

Buyer activity remains present across Sun City Lincoln Hills, but decision-making has become more deliberate. Homes are selling, inventory remains manageable, and pricing continues to hold when expectations are aligned. At the same time, outcomes are separating more clearly based on preparation, condition, and pricing accuracy.

This is not a market driven by urgency or hesitation. It is one shaped by comparison and selectivity. Buyers are taking time to evaluate options, while sellers who position thoughtfully continue to attract serious interest and close near asking price.

Sun City Lincoln Hills remains a collection of distinct micro-markets rather than a single narrative. Premium view homes, estate properties, and core series homes are each behaving differently, and understanding those differences is essential for making confident decisions.

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REAL ESTATE MARKET REPORT]
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Sun City Lincoln Hills Market Summary

February 2026

February reinforced a market that is **steady, selective**, and increasingly **defined by preparation** and **pricing** accuracy rather than momentum.

Buyer activity remains present across Sun City Lincoln Hills, but **decision-making has slowed** as buyers take more time to compare options and evaluate long-term fit. Homes are selling, inventory remains manageable, and sellers who align expectations with current conditions continue to close near asking price. At the same time, **outcomes are separating more clearly between homes that are positioned thoughtfully and those that are not.**

This is not a market under pressure, nor one driven by urgency. It is a **market shaped by discernment**. Buyers are willing to act when value, condition, and pricing align, while sellers who overreach are experiencing longer timelines and increased negotiation.

Performance continues to vary meaningfully by segment. **Premium view homes remain resilient due to scarcity** and emotional appeal. **Estate Series properties** are seeing longer marketing periods as buyers evaluate size, layout, and upgrades more carefully. The **Premier and Classic Series** continue to provide the most consistent activity, serving as the stabilizing core of the community.

February does not signal a shift in direction. It confirms a **market settling into rhythm** — one that rewards **clarity, preparation, and realistic positioning**. The sections that follow provide a segmented view of how each home type is performing, offering homeowners a clearer understanding of where their property fits and how to navigate the months ahead with confidence.



Homes Sold

13 Sales

▼ -45.8% MoM



Active Inventory

26 Homes For Sale

▼ -3.7% MoM



Days on Market

78 Days

▲ +18.2% MoM

\$ Median Sold Price

\$545,000

▼ -16.8% MoM



Price per Sq Ft

\$366 / Sq Ft

▲ +4.6% MoM



Sold vs. List Price

96%

▼ +1% YoY

Home Type	Homes Sold	Average Price	Median Days on Market
Premium View Homes	2	\$995,000	25
Estate Series Homes	1	\$880,000	84
Premier Homes	7	\$589,000	45
Classic Homes	7	\$535,000	72



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Premium View Homes | February 2026

Strategic Takeaway:

This segment continues to stand apart as the most limited and emotionally driven area of the Sun City Lincoln Hills market. Defined by irreplaceable locations and long-term lifestyle appeal, these properties remain less sensitive to short-term market shifts. When pricing and presentation align, buyers continue to act decisively, reinforcing the durability of this segment even in a more selective environment.

Market Snapshot - Premium View Homes

- **Homes Sold: 2** - Limited activity reflects scarcity, not reduced demand.
- **Active Inventory: 3 homes** - Inventory remains tight.
- **Median Days on Market: 25** - days Well below the community median.
- **Median Sold Price: \$994,500** - Supported by location and outlook.
- **Price per Square Foot: \$462** - View premium remains intact.
- **Sold vs. List Price: 98%** - Negotiation remained limited for well-positioned homes.

Closing Perspective

Scarcity continues to define this segment. When expectations are aligned, Premium View Homes remain one of the most durable and consistently competitive areas within Sun City Lincoln Hills.



Estate Series Homes (2,100+ Sq Ft)

Strategic Takeaway

The Estate Series continues to reflect a more deliberate pace, shaped by buyer selectivity rather than market pressure. Larger homes are drawing interest, but decision-making remains measured as buyers evaluate condition, upgrades, and long-term suitability more closely. Size alone is no longer the primary driver; outcomes are increasingly influenced by how well a home aligns with current expectations.

Market Snapshot — Estate Series Homes

Homes Sold: 3 — Activity remained limited, reflecting a selective buyer pool

Active Inventory: 6 homes — Inventory levels remained manageable

Median Days on Market: 84 days — Longer timelines underscore careful evaluation

Median Sold Price: \$880,000 — Pricing held firm at the upper end of the market

Price per Square Foot: \$382 — Values remained stable Sold vs. List Price: 97% — Negotiation was present but controlled

Closing Perspective

This segment continues to **reward preparation and pricing** discipline, with outcomes shaped more by alignment than urgency.



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Premier Homes (1,600 to 2,099 Sq Ft)

Strategic Takeaway

Premier Series Homes remain the most balanced segment of the market, attracting steady interest from buyers seeking space, flexibility, and value. Activity in February reflected healthy engagement, with buyers moving forward when pricing and condition aligned. This segment continues to serve as a reliable indicator of overall market momentum.

Market Snapshot — Premier Series Homes

Homes Sold: 7 — Activity remained consistent with seasonal norms

Active Inventory: 12 homes — Inventory provided buyers with choice without excess

Median Days on Market: 45 days — Timelines reflected active but selective demand

Median Sold Price: \$675,000 — Pricing remained stable

Price per Square Foot: \$377 — Values held steady

Sold vs. List Price: 98% — Well-positioned homes closed close to asking

Closing Perspective

Premier Series Homes continue to offer the clearest balance between demand, value, and market stability.



Classic Homes (Up to 1,599 Sq Ft)

Strategic Takeaway

Classic Series Homes continue to attract interest from **value-focused buyers**, though decision-making remains deliberate. While demand is present, buyers are increasingly selective, placing greater emphasis on condition, updates, and overall presentation. Competitive pricing remains essential in this segment.

Market Snapshot — Classic Series Homes

Homes Sold: 7 — Activity reflected steady interest

Active Inventory: 14 homes — Inventory levels supported buyer choice

Median Days on Market: 72 days — Longer timelines reflected careful comparison

Median Sold Price: \$545,000 — Pricing adjusted modestly

Price per Square Foot: \$366 — Values remained stable

Sold vs. List Price: 96% — Negotiation remained present but controlled

Closing Perspective

This segment continues to reward **clarity and realism**, with outcomes shaped by preparation and pricing accuracy.

Shawn Claycomb



I'm **Shawn Claycomb**, a Luxury Property Specialist with Coldwell Banker Sun Ridge and a proud resident of Sun City Lincoln Hills. With a background as a Certified Financial Planner™, I spent decades helping people build and protect their wealth so they could retire comfortably. Now, I use that expertise to guide retirees through one of life's biggest investments - buying and selling their perfect home in Sun City Lincoln Hills.

Having personally made the move to live the dream lifestyle here, I understand the community's real estate trends, amenities, and the unique needs of 55+ buyers and sellers. Whether you're looking to buy, sell, or maximize your home's value, I'm here to provide expert guidance with a personalized, client-first approach.

Let's make your next move the best one yet!

What Shawn Claycomb's Clients Say About His Professionalism:

"Shawn is the best realtor we have ever used — no exaggeration! He represented us as the buyers and advised us through the whole process. He kept track of all the due dates and made sure everything was done correctly and on time. He also negotiated with the sellers' agent for us and kept us informed and advised. He kept track of every detail for us, staying in constant contact with us. Shawn was very generous with his time, going out of his way to help us with anything we might need. Shawn also has a very calm manner which helped keep us calm whenever things weren't going as hoped. I would definitely use Shawn again as our realtor and would highly recommend him to anyone." -Thea and Tim

"Couldn't have made a better decision. He made the entire process smooth and enjoyable. He arranged for outstanding beautiful photography, fliers and internet coverage. He guided us each step of the way in preparing our house to show its best assets and priced correctly. Not only did Shawn sell our home in absolute record time (less than 24 hours), but with two solid offers above asking price. He knows the Market. The entire closing process also went very well and his communication was impeccable. I would definitely highly recommend Shawn. You will be very happy indeed." - Lynn



Coldwell Banker Luxury Property Specials
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