Rising $1 Million Home Sales Signal the Right Time to Relocate

Direct Relocation Services cites NAR data showing 9.3% luxury home sales growth and 21-31% Florida surge as signal for homebuyers planning long distance moves

FT LAUDERDALE, FL, UNITED STATES, September 16, 2026 /EINPresswire.com/ -- Direct Relocation Services — Florida and Georgia's licensed direct interstate carrier operating under USDOT #3000931 — today published new analysis connecting the extraordinary surge in $1 million-plus home sales in 2026 to the decision timing for Florida and Georgia homeowners considering a long distance relocation.

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> *Justin Perez, Co-Founders, Direct Relocation Services*

The National Association of Realtors reports that home sales above $1 million rose 9.3% year over year in April 2026 — the fastest growth rate of any price category in the country — while sales of homes under $250,000 declined.

In Florida the data is even more dramatic. Miami $1 million-plus home sales increased 21.34% year over year in January 2026. Florida luxury condo sales above $1 million were up 31% in July 2026 — and Florida Realtors' chief economist noted that July was actually the second-lowest annual gain for the segment so far in 2026.

"When sophisticated high-net-worth buyers accelerate their purchasing activity at this scale it is one of the most reliable signals available in real estate," said Justin Perez Co-Founder of Direct Relocation Services. "These buyers have financial advisors wealth managers and real estate attorneys guiding their decisions. They are not buying on emotion. When smart money moves this decisively it tells every Florida homeowner sitting on significant equity that the window to act — sell at peak Florida values and purchase in an accessible destination market before appreciation arrives — is open right now."

South Florida recorded 3,382 closed sales of $1 million or more in the first quarter of 2026 — a 22% increase from the same period in 2025. Sales of homes between $5 million and $10 million rose 35% in the same period. Cash purchases accounted for 44% of all Miami transactions — dramatically higher than the national average.

Direct Relocation Services identifies what economists are calling a K-shaped housing market in 2026 — where luxury home sales are accelerating dramatically while entry-level sales decline — as creating a specific and time-sensitive opportunity for Florida and Georgia homeowners with significant equity.

"The Florida homeowner sitting on $250,000 in equity who waits 12 months for more certainty may find that their destination market has appreciated 5% to 10% — costing them $15,000 to $30,000 on a $300,000 purchase — while their Florida equity has not grown proportionally," said Perez. "The most popular destination markets for Florida movers — Nashville Charlotte Indianapolis Columbus Louisville and Kansas City — have not yet experienced the luxury-driven appreciation that Florida's coastal markets have seen. That window will not stay open indefinitely."

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Direct Relocation Services also published guidance on exactly when homebuyers should secure their long distance mover after an offer is accepted — identifying the moment of offer acceptance rather than closing as the critical booking window.

"During peak moving season the best licensed direct carriers book out 4 to 6 weeks in advance," said Perez. "The most common and costly mistake long distance homebuyers make is waiting until closing to book their mover. By then availability is gone and the only movers available on short notice are rarely the ones you want handling your new home's contents."

The complete analysis is available at directrelocationservices.com. The homebuyer moving timeline guide is also available at directrelocationservices.com.

About Direct Relocation Services: Direct Relocation Services is a licensed direct interstate CARRIER — not a broker — operating under USDOT #3000931 with Broker Authority: NONE. Founded in Fort Lauderdale Florida in 2015 by Justin Perez and Diego Asorey the company has over 11 years of experience handling long distance relocations from Florida and Georgia to all 48 contiguous states. BBB A-Rated and Accredited with 2,000+ verified reviews across nine

independent platforms. ATA MSC Member. Proud partner of Move For Hunger. Verify at motus.dot.gov — USDOT #3000931.

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