

U.S. Home Ownership: Buy, Protect & Finance

HOMESTORY

Buying and selling a U.S. home

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Chief Real Estate Officer

STATE OF THE U.S. MARKET · SEPTEMBER 2026

Prices are steady, and buyers have more choice

$418K

Median home price

+1.3% from a year ago

1.60M

Homes for sale

+4.6% from a year ago

4.8

Months' supply

Up from 4.5 a year ago

20% of buyers were individual investors or second-home buyers

27% of purchases were all cash

33 days typical time on market

Source: National Association of REALTORS®, Existing-Home Sales, September 2026 (released October 2026).

WHERE CANADIANS BUY · FLORIDA AND ARIZONA = 60% OF PURCHASES

Asking prices are softening in snowbird metros

Metro	Median list price	vs. last year	Active listings	With a price cut
Miami, FL	$490,000	−2.0%	−12.3%	14.9%
Tampa, FL	$385,398	−6.6%	−3.8%	27.5%
Orlando, FL	$410,000	−2.5%	+0.3%	22.7%
Jacksonville, FL	$379,000	−3.9%	−13.7%	24.8%
Phoenix, AZ	$475,000	−4.8%	+7.5%	29.0%
Tucson, AZ	$372,500	−3.2%	+2.5%	22.2%
U.S. overall	$419,250	−1.4%	+5.4%	20.8%

Source: Realtor.com® Monthly Housing Report, September 2026 (metro list prices). Canadian share: NAR, 2025 International Transactions in U.S. Residential Real Estate.

MARKET BY MARKET · WHAT HOMES ACTUALLY SOLD FOR

Houses are holding value; condos are softening

Market	House median	vs. last yr	Condo / TH median	vs. last yr	Days to close*
SE Florida (Miami–Palm Beach)	$650,000	+1.6%	$330,000	−0.6%	82
SW Florida (Naples–Ft. Myers)	$420,000	+1.8%	$331,500	−5.3%	98
Sarasota–Bradenton	$450,000	+0.9%	$300,000	−3.2%	93
Tampa Bay	$409,500	+0.6%	$274,990	+1.6%	79
Orlando–Kissimmee	$460,000	0.0%	$300,000	−6.3%	80
Phoenix–Scottsdale–Mesa	$509,000	−0.2%	$323,750	−4.8%	65
Tucson	$385,000	−0.3%	$265,000	0.0%	62
Yuma, AZ	$320,000	−1.5%	—	—	77
Palm Springs area, CA	$649,000	−0.9%	$470,000	+1.1%	73

Source: HomeStory analysis of MLS closed sales, 12 months to Oct 14, 2026 vs. prior 12 months. *Houses: median days from listing to closing.

CLOSER LOOK · FLORIDA (48% OF CANADIAN PURCHASES)

Florida: houses holding, condos softening

SINGLE-FAMILY · STATEWIDE

$415,000

Median sale price, up 1.2%

4.4 months of supply

CONDOS AND TOWNHOUSES · STATEWIDE

$293,500

Median sale price, down 1.8%

7.7 months of supply, a buyer's market

CONDOS · THIRD QUARTER

22,664

Condo closings statewide, up 3.1%

Median $295,000, unchanged from a year ago

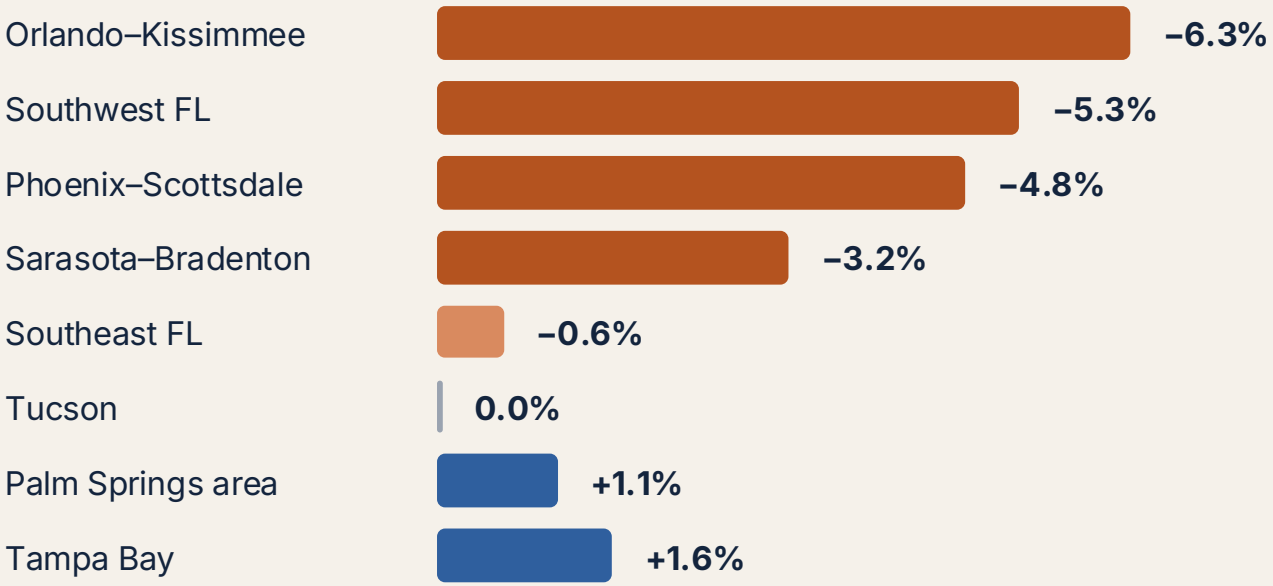
Buying a condo? Florida's condo safety laws require inspections and funded reserves in many older buildings. Ask about special assessments.

Source: Florida Realtors®, September and Q3 2026 statewide market data (released October 2026).

CLOSER LOOK · CONDOS AND TOWNHOUSES

Condo buyers have the biggest edge

Change in median condo sale price vs. last year



8 in 10

South Florida condos sold below list price (83% Southeast, 89% Southwest)

Typical sale: about **95% of list**, after **105–113 days** from listing to closing

Source: HomeStory analysis of MLS closed condo and townhouse sales, 12 months to Oct 14, 2026 vs. prior 12 months.

CLOSER LOOK · ARIZONA (12% OF CANADIAN PURCHASES)

Arizona: asking prices are adjusting

−4.8%

Phoenix median list price, now $475,000

+7.5%

more Phoenix homes for sale than a year ago

29.0%

of Phoenix listings have had a price cut

Phoenix sold prices

$509,000 house median, flat; 98.8% of list in 65 days

Tucson

$385,000 house median, flat; sales down 9%

Yuma

$320,000 house median; sales up 16%

Sources: Realtor.com® September 2026 Housing Report (listings, price cuts); HomeStory analysis of MLS closed sales, 12 months to Oct 14, 2026 (sold prices).

WHAT IT MEANS FOR YOU

A better market for second-home buyers

More choice

Inventory is near pre-pandemic levels, and about 1 in 4 snowbird-metro listings has cut its price

Local markets differ

House prices are flat while condos are down 3–6% in several markets. A local agent's read matters.

Price the full cost

Budget for mortgage rates, insurance, HOA fees and any condo assessments

Sources: NAR Existing-Home Sales, Sept 2026; Realtor.com® Sept 2026; Florida Realtors® Sept 2026; HomeStory analysis of MLS closed sales.

THE JOURNEY

Four steps from search to keys

1

Search

Explore homes, markets and prices

rbc.homestory.co

2

Choose your agent

Find local expertise you can trust from afar

The HomeStory agent network

3

Offer and contract

Negotiate, inspect and finalize financing

Your agent leads the way

4

Close

Sign, fund and get your keys

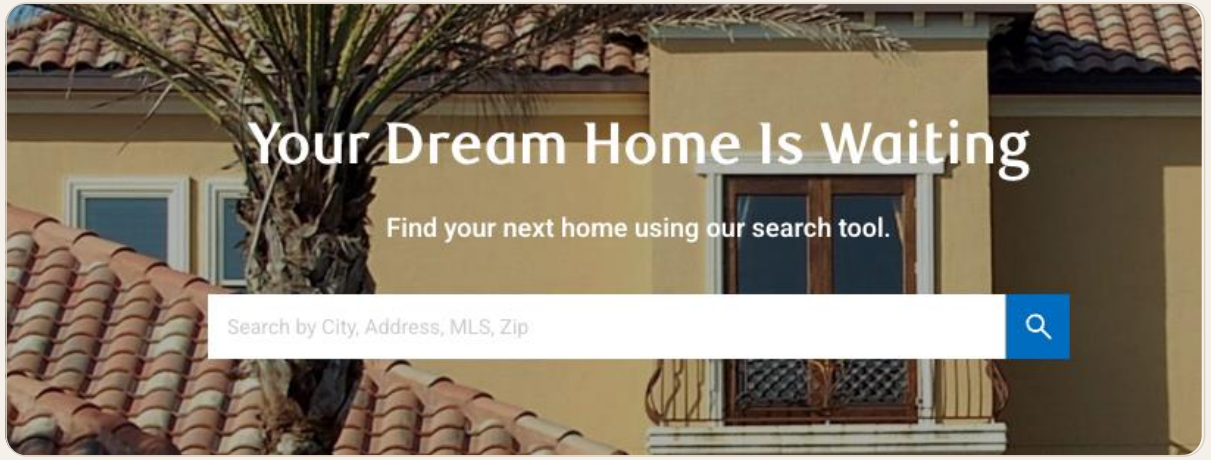
Up to $9,500 cash back*

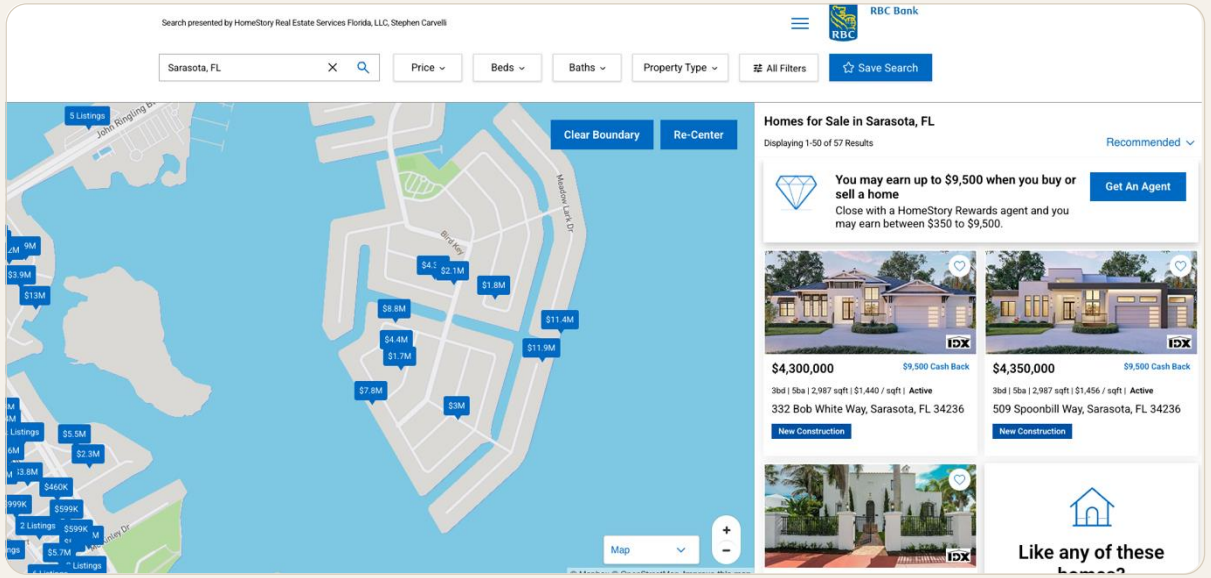
*Terms apply; see step 4. · HomeStory · Buying a U.S. home, step by step

STEP 1 · SEARCH

Start your search at rbc.homestory.co

- Browse U.S. listings by city, price and property type
- Save favourites and set alerts
- Connect with a HomeStory network agent when you're ready
- Sign up here first to qualify for cash back





STEP 2 · CHOOSE YOUR AGENT

What to look for in a U.S. agent

Experience with Canadian buyers
Has guided cross-border or out-of-state clients before

Deep local knowledge
Neighbourhoods, seasonal pricing and rental demand

Condo and HOA know-how
Fees, rental limits and age-restricted communities

Set up for remote buyers
Video tours, quick responses and e-signing

A trusted local bench
Inspectors, title, property managers and home-watch

THE HOMESTORY NETWORK

Agents vetted for you

- 5,600+ verified agents in all 50 states and D.C.
- Matched to your market, budget and goals
- Buying with a network agent qualifies you for cash back
- Trained on the needs of the Canadian Buyer

STEP 2 · CHOOSE YOUR AGENT

Quality matters: our agents close nearly twice as many homes



Median homes sold per agent per year

5,600+
verified agents

50 + D.C.
states covered

91%
close 10+ homes a year

HomeStory: verified network agents, homes closed in the last 24 months, annualized (Sept 2026). NAR: 2026 Member Profile, median transaction sides for individual agents in 2025.

STEP 3 · OFFER AND CONTRACT

Making an offer: what's different in the U.S.

Step	What to expect
Your offer	Your agent writes the purchase contract; include your pre-approval letter
Earnest money	A deposit held in escrow soon after your offer is accepted
Contingencies	Inspection, financing and appraisal periods, often short
Title and escrow	A title or escrow company (or attorney, in some states) handles closing
Closing costs	Vary by state; ask for an estimate early

RBC U.S. HOMEPLUS™ REWARDS

Get up to

$9,500

cash back when you close with a qualifying U.S. agent*

[Reward by home price: $__ to $__]

STEP 4 · CLOSING

Close and collect your reward

1 **Final walk-through and signing**
Remote or mail-away signing may be available

2 **Fund and get your keys**
Down payment and closing costs are wired to escrow

3 **Receive your cash back**
[How and when the reward is paid after closing]

*Reward amount depends on the home's price. Not available in all states. Terms apply. [Insert HomeStory standard rewards disclosure.]

SELLING

Selling your U.S. home

When it's time to move on, trade up or cash out

SELLING · THE STEPS

Four steps to a smooth sale from Canada

1

Plan ahead

Taxes, timing and paperwork, months before you list

A cross-border tax advisor

2

Choose a listing agent

Pricing, prep and marketing handled locally

The HomeStory agent network

3

List and negotiate

Showings, offers and inspections while you're in Canada

Your agent on the ground

4

Close

Withholding, mortgage payoff and your proceeds

[Selling rewards, if offered]

SELLING · PRICING IT RIGHT

Well-priced homes still sell close to asking

Market	Houses: sold at % of list	Days to close	Condos: sold at % of list	Days to close
SE Florida (Miami–Palm Beach)	97.1%	82	95.7%	105
SW Florida (Naples–Ft. Myers)	97.0%	98	95.0%	110
Sarasota–Bradenton	97.3%	93	95.7%	113
Tampa Bay	98.6%	79	96.8%	94
Orlando–Kissimmee	98.7%	80	97.6%	93
Phoenix–Scottsdale–Mesa	98.8%	65	98.0%	78
Tucson	99.2%	62	98.1%	61
Yuma, AZ	100.0%	77	—	—
Palm Springs area, CA	97.8%	73	97.2%	70

Source: HomeStory analysis of MLS closed sales, 12 months to Oct 14, 2026. Medians; days from listing to closing.

SELLING · PLAN FOR TAXES

Start the tax paperwork before you list

15%

U.S. withholding at closing

Under FIRPTA, buyers generally withhold 15% of the gross sale price from non-U.S. sellers

8288-B

Apply to reduce it

A withholding certificate can bring withholding closer to the tax you actually owe; apply early

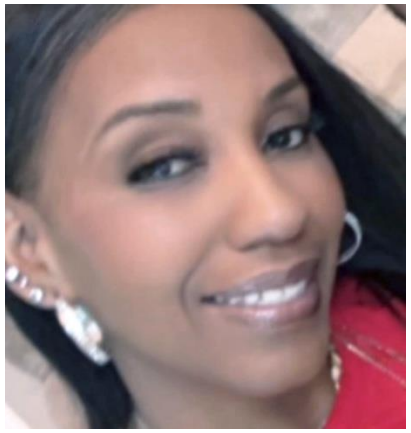
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File in both countries

Report the sale in the U.S. and in Canada; foreign tax credits help avoid double tax

General information only, not tax advice. Consult a qualified cross-border tax advisor before buying or selling.

Today's Facilitator



Karla Moore

Cross-Border Mortgage Advisor, RBC Bank

Karla Moore brings 34 years of experience in the US housing finance industry to her role at RBC Bank, where she has been a valued team member for nearly eight years. Karla is passionate about helping clients achieve homeownership and takes pride in guiding them through the US mortgage process.

Outside of her professional life, Karla is an avid sports She is married, a proud mother and a devoted grandmother.

Benefits of an RBC Bank Mortgage[1]



- Reduce the one-time, upfront impact of foreign exchange (FX) costs
- No pre-payment restrictions
- Keep your monthly payments low
- Use your Canadian credit history

Save up to $4,500 USD in closing costs as we don't charge you bank fees.[2]

Mortgages from RBC Bank

Key Characteristics	Primary or Secondary Home	Investment Property
Prequalification	Yes	Yes
Down Payment Required	20%	25% / 40%
Property Types	Single family, condo, townhome	Single family, condo, townhome
Loan Terms	3-, 5-, 7-, and 10-year mortgage term[3]	3-, 5-, 7-, and 10-year mortgage term
Renewals	Lock in for 3-, 5-, 7-, or 10 years – at no cost	Lock in for 3-, 5-, 7-, or 10 years – at no cost
Monthly Payment	Based on a 30-year term	Based on a 30-year term
Refinance[4]	Yes	Yes
Foreign National Premium	None	None

Home Equity Line of Credit[5] from RBC Bank

Key Characteristics	Primary or Secondary Home	
Pre-approval	Yes	
Down Payment Required	20%	
Property Types	Single family, townhome, condo	
Terms	Variable Rate based off of Prime Rate in the U.S., discount of up to 0.50% with good credit	
Title	Personal name or Revocable Trust	
Monthly Payment	Interest-only payments for a 10-year draw period, after 10 years, a principle and interest payment will be calculated based off of outstanding balance and amortized over 20 years	
Prepayment Privilege	Open, no penalty to pay down	
Refinance	Yes	
Foreign National Premium	No	
Benefits	• Maximum flexibility with access to funds online, anytime • No minimum balance, usage or draw requirements	• Peace of mind of having U.S. cash when you need it • No concern for fluctuating foreign exchange costs

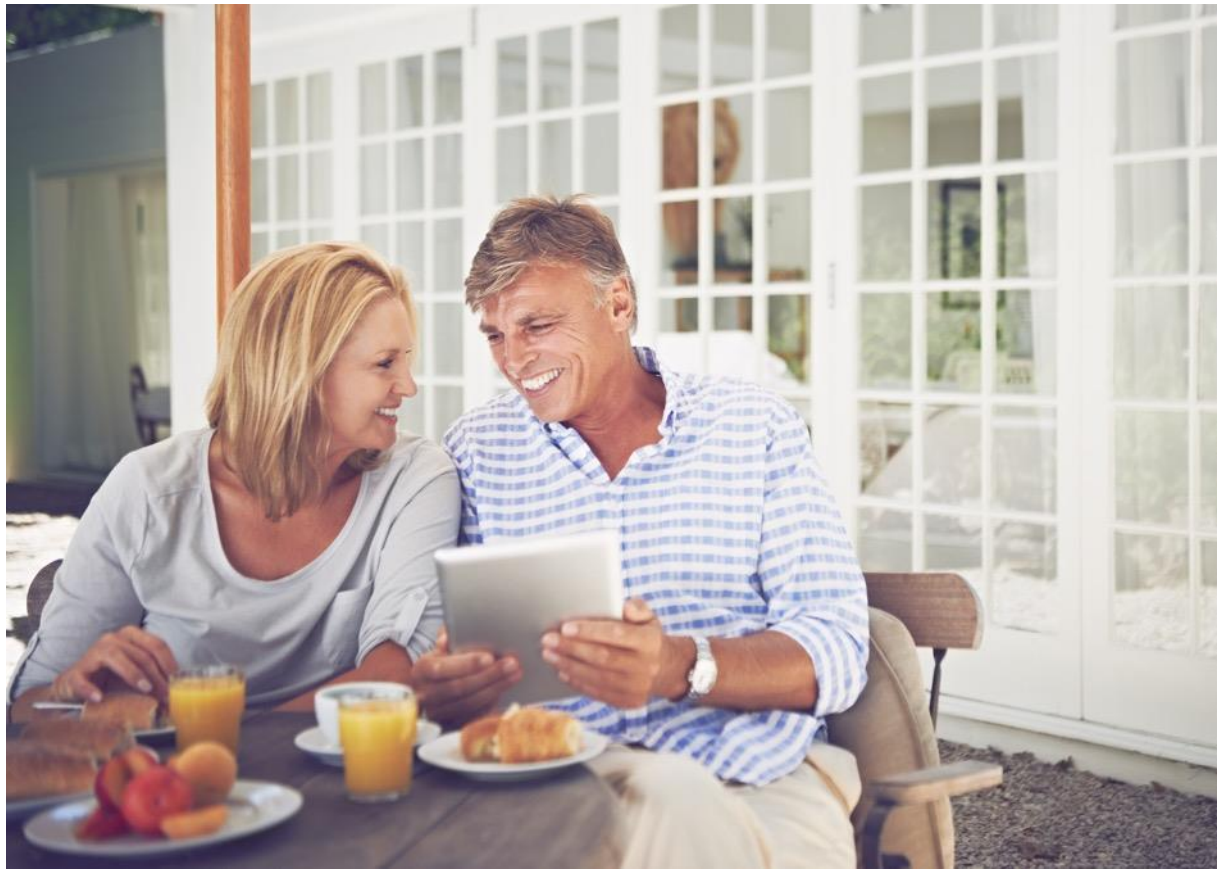
Finance Your U.S. Property in 3 Easy Steps with RBC Bank

Step 1: Mortgage Application	Step 2: Conditional Approval	Step 3: Closing
• Get started with your online mortgage application • Your Cross-Border Mortgage Advisor will help you lock your rate for 60 days • You'll begin gathering and providing documentation	• Your application is submitted for review • You'll receive a conditional approval letter – valid for 60 to 120 days	• Finalize documentation • Your closing may take place in the U.S. or Canada depending on the location of your U.S. home • May be able to send a Power of Attorney

Mortgage loan processing in the U.S. – from applying through closing – typically takes **40-45 days**

Additional Resources and **Getting Pre-Approved**!

- Get pre-approved online in minutes at **rbcbank.com/preapproval**
- Call **1-866-283-5928** to speak with a dedicated cross-border mortgage advisor
- Download our eGuide at **rbcbank.com/homebuying**



About Your Presenter

U.S. Insurance Insights



Evan Pearson

Manager, Insurance Sales

Credible Insurance

Licensed in all 50 U.S. States | Represent 40+ Carriers

Partner to RBC Bank U.S. supporting Canadian clients

Expertise in high-risk insurance markets, title structuring and occupancy-based underwriting

Understanding your Coverage Needs

Home Type, Use & Title

Policy Types	**HO3 (primary), HO6 (condo), DP1/DP3 (rental), Specialty (vacant/older homes)**
Occupancy Affects Cost	**Primary < Secondary < Investment < Vacant**
Title Matters	**LLC's, Trusts and Partnerships may limit carrier options**

Navigating High Risk Marketplaces

Florida	**Hurricane, wind & flood: understand the deductibles and separate coverages.**
Texas	**Wind & hail vary by geography — especially along the Gulf Coast.**
California	**Wildfire can determine both availability and how your coverage is structured.**

What's Covered, What's Not

How to fill the gaps of coverage

Flood Coverage	**Major Exclusion on all HO3, HO6 Policies**
Earthquake Coverage	**Major Exclusion on all HO3, HO6 Policies**
Liability Coverage	**Lower Limits Than Typical Canadian HOI Policies**
Water Backup	**Sewer & Drain Backup Damage Is Typically Excluded**

Benefits of RBC / Credible Partnership

- The advantages of buying through an independent agent market place such as Credible
- Navigating the US home insurance market during the homebuying process
- Real life claims related best practices and support
- A dedicated renewal team to insure you are offered competitive rates in the market

Let’s Talk

Questions & What Comes Next

- **Support for primary, secondary and investment properties**
- **Help with flood, fire and earthquake exclusions**
- **Guidance for LLC’s, Trusts and Partnerships**
- **Contact: Evan Pearson - evanp@credible.com**

Disclosures & Disclaimers

Equal Housing Lender. NMLS #878077. Member FDIC.

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1. Mortgages are subject to approval, including verification of acceptable income, credit worthiness and property valuations. Minimum and maximum property values and maximum loan-to-value ratios apply. Homeowner's insurance is required for all loans and lines of credit and flood insurance is required if the property is located in a Special Flood Hazard area. Escrows may be required on mortgages. There are closing costs associated with mortgage products.

2. Third party fees and fees related to other RBC Bank products or services may still apply. The $4,500 USD estimated savings is based on average loan of $450,000 and is for illustrative purposes only and includes examples of fees that other financial institutions typically charge foreign homebuyers in the U.S., including:
   - Typical origination fee of 0.50% to 1% of the loan amount
   - Typical application fee of $950 USD
   - Typical processing fee of $950 USD
   - Typical commitment fee of $500 USD
   - Typical underwriting fee of $500 USD
   - Typical foreign national premium of 1% to 2% of the loan amount

   To qualify for this offer, a full and complete mortgage application must be submitted by April 30, 2027. Mortgages must fund within 120 days of the application date. Offer may be withdrawn or changed at any time without notice. Offer is only available to the following clients: new RBC Bank mortgage (first or second homes), investment properties, and refinance on a property that is owned free and clear. May not be combined with any other special offers.

3. 3-, 5-, 7- or 10-year term refers to the period of time the interest rate is set at the beginning of the loan period which is 30 years (360 months); after the initial fixed rate term, the interest rate will adjust every six (6) months. Example: 3-Year Adjustable Rate Mortgage (ARM) calculation assumes a $250,000 loan amount, 5.625% interest rate, 6.506% APR, with 20% down payment, amortized over 360 months = $1,439.14 monthly payment. Example: 5-Year ARM calculation assumes a $250,000 loan amount, 5.750% interest rate, 6.399% APR, with 20% down payment, amortized over 360 months = $1,458.93 monthly payment. Example: 7-Year ARM calculation assumes a $250,000 loan amount, 5.875% interest rate, 6.345% APR, with 20% down payment, amortized over 360 months = $1,478.84 monthly payment. Example: 10-Year ARM calculation assumes a $250,000 loan amount, 6.000% interest rate, 6.220% APR, with 20% down payment, amortized over 360 months = $1,498.88 monthly payment. Rates and payments are subject to increase after initial fixed period of loan. If the down payment is less than 20%, mortgage insurance may be needed on the loan. This could increase the monthly payment and the interest rate. Rates subject to increase after consummation.

4. Refinancing not offered for properties in Texas.

5. Home Equity Lines of Credit (HELOCs) are subject to approval, including verification of acceptable income, credit worthiness and property valuations. Minimum and maximum property values and maximum loan-to-value ratios apply. Homeowner's insurance is required for all loans and lines of credit and flood insurance is required if the property is located in a Special Flood Hazard area. Equity Line and corresponding APR will be priced using a base rate of prime rate (as published in The Wall Street Journal). Current rate is 7.00% as of September 17, 2026, plus or minus a margin disclosed at the time of application. Rates are subject to change based on changes in the prime rate, but will not exceed 18%. Paying the minimum payment may result in a balloon payment when the line matures. A one-time $99 underwriting fee and third-party closing costs may apply. For example, the average closing cost associated with a $100,000 home equity line of credit in Florida is $4,500. Actual third party costs may vary. Home equity lines of credit have an annual fee of $50. Home Equity Lines of credit are not offered for properties in Texas. Home Equity Lines of Credit are not available for investment properties. An investment property is a property that is not occupied by the owner/borrower for at least two weeks per year.

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