The H.O.M.E. Report

Housing Observation & Market Evaluation — Market Intelligence for Buyers and Sellers

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Central Oregon, September 2026

Bend · Redmond · Sisters · La Pine · Crook County · Jefferson County

Data scope: Homes (including manufactured homes on land), townhomes, and condos only. Land, farms, manufactured homes in rented-lot parks, multifamily, and commercial properties are excluded, so totals may differ from the official MLS Market Summary. The same criteria apply across all six markets.

LAST UPDATED OCTOBER 5TH, 2026

CENTRAL OREGON IN 60 SECONDS

The regional picture before you turn to your market.

September did not move in one direction across Central Oregon. Buyer activity softened in Bend and Sisters, stayed near normal in Redmond, and ran stronger than usual in La Pine, Crook County, and Jefferson County. Inventory was generally close to its seasonal path, so the bigger difference between markets came from where buyers were, and were not, writing contracts.

MARKET	SEPTEMBER READING	PAGE
Bend	Buyer follow-through slowed more than normal while new supply and inventory stayed near their seasonal pace.	02
Redmond	New listings pulled back sharply while buyer activity stayed near normal and inventory remained slightly elevated.	06
Sisters	Few pending contracts and a small number of closings made September especially noisy.	10
La Pine	Pending contracts outran the usual pace even as closed sales and price pulled back.	12
Crook County	Pending and closed sales both ran above normal while inventory remained elevated.	14
Jefferson County	Pending contracts surged well above trend even as closed sales fell sharply and the median sold price moved higher.	16

FOR BUYERS

More negotiating room does not automatically mean more inventory. In several markets, buyer leverage came from weaker competition rather than a flood of new listings. The best opportunities still depend heavily on price range and how long a home has been on the market.

FOR SELLERS

September rewarded sellers who understood where demand was actually showing up. Some markets and price ranges remained competitive, while others saw buyer activity slow even without a large rise in inventory. Pricing against current buyer behavior matters more than relying on the overall market label.

Report Guide: definitions, sample-size notes and full data scope are on page 18. Figures follow the same criteria across all six markets.

SCAN TO SUBSCRIBE

Bend

Market Direction

New supply followed its normal September slowdown, but buyer follow-through weakened more than usual. Inventory stayed near its seasonal path, leaving the overall market Balanced.

September 2026

Where buyers and sellers have leverage right now

MEDIAN SOLD PRICE

$720,000

+1.4% from August · +1.1% year over year

MEDIAN DAYS ON MARKET

48 days 37 days in August

ABSORPTION RATE

4.2 months 4.3 months in August

NEW LISTINGS

−15.1%

Expected −16.2%

+1.1% vs norm

242 this Sep · −3.2% vs 2025
−4.0% vs 2024

PENDING

−16.5%

Expected −10.2%

−6.2% vs norm

208 this Sep · −16.5% vs 2025
−7.1% vs 2024

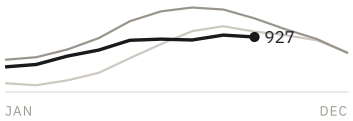
ACTIVE

2024 2025 2026

−1.9%

Expected −2.6%

+0.7% vs norm



927 this Sep · −15.9% vs 2025
−5.2% vs 2024

SPARKLINES: MONTHLY VOLUME · NEW AND PENDING 2026; ACTIVE 2024–2026

FOR BUYERS

Buyer competition eased in September without a surge in new inventory. Pending activity fell more than normal while supply stayed near its seasonal path, giving buyers more room to be selective — though conditions still vary sharply by price range.

FOR SELLERS

Prices held steady even as fewer buyers entered new contracts. That is encouraging, but it also means sellers should not mistake stable prices for stronger demand. Positioning still matters when buyers are becoming more selective.

"Expected" adjusts for normal seasonal change, so the report highlights what actually ran differently this month.

Where the Market Is Strongest and Weakest

This is not one market. Conditions change materially by price tier.

PRICE TIER	NEW VS EXPECTED	PENDING VS EXPECTED	MONTHS SUPPLY	LEVERAGE
<$499k	**-17.1%**	-3.3%	4.8	BALANCED
$500–599k	-7.1%	-8.6%	3.4	SELLER
$600–699k	**+48.3%**	+3.3%	3.2	SELLER
$700–799k	-9.7%	+3.8%	4.1	BALANCED
$800–899k	0.0%	**+28.6%**	2.7	SELLER
$900–999k	**-40.0%**	**+25.0%**	4.0	BALANCED
$1–2M	+9.4%	**+15.0%**	5.2	BALANCED
$2–3M	**+25.0%**	**-30.0%**	5.6	BALANCED
$3M+	-40.0%	-25.0%	9.6	BUYER

*Cleared this month's tier-level notability bar (±10pp and at least 5 actual transactions).

TIER TO WATCH

$600-$699k

PENDING	NEW LISTINGS	MONTHS SUPPLY
+3.3%	+48.3%	3.2
near normal	above normal	seller

The $600k–$699k tier still favors sellers with just 3.2 months of supply, but new listings ran 48% above normal while pending activity stayed close to its usual pace. Watch whether that added competition begins to loosen conditions.

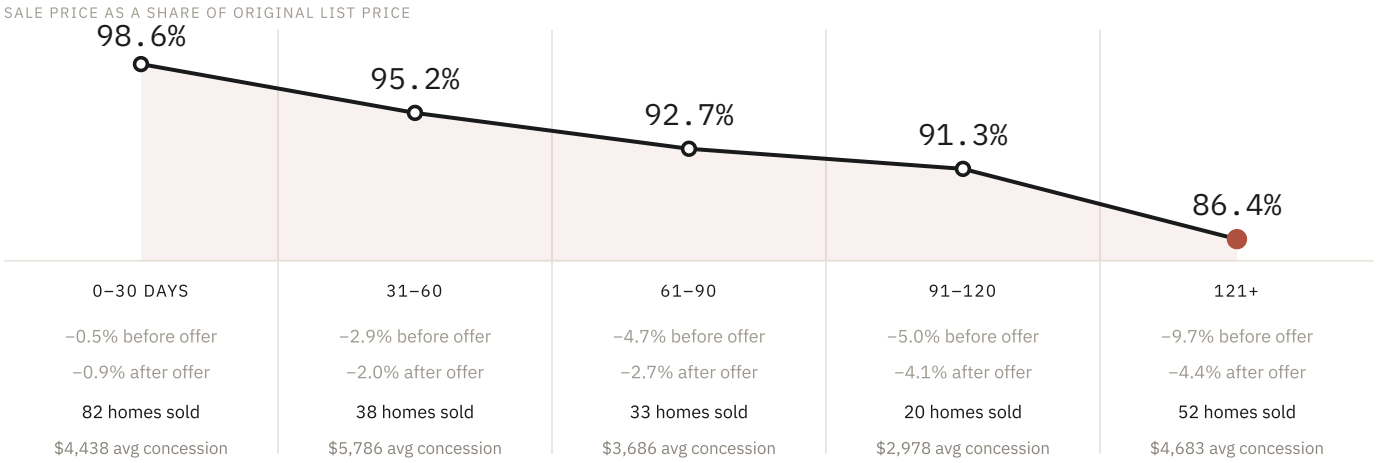
FOR BUYERS

Competition was strongest in the $600k–$699k and $800k–$899k ranges, where supply favored sellers. Buyers had more breathing room around $700k–$799k and above $1M, where conditions were generally Balanced.

FOR SELLERS

The $800k–$899k tier stood out with tight supply and strong buyer activity. $600k–$699k also favored sellers, but new listings surged far faster than pending demand — fresh competition worth watching if that continues.

What Market Time Does to Pricing



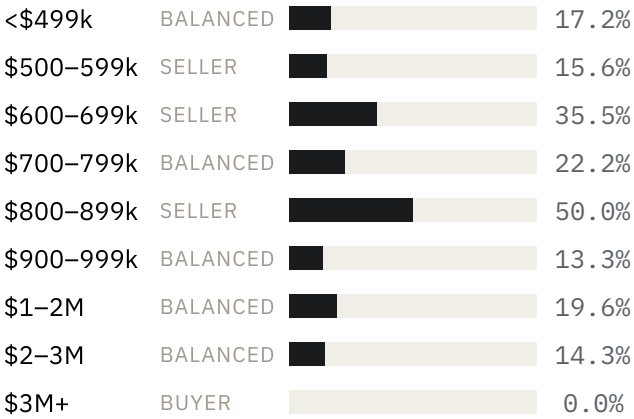
The longer a home waited for a buyer, the more pricing ground sellers had already given up. Homes selling within 30 days had been reduced less than 1% before an offer, compared with nearly 10% for homes taking 121+ days.

Even "fast" sales separate early

	0–7 DAYS	8–15	16–30
Sales	36	19	27
SP/OP	100.2%	99.0%	96.1%

Smaller samples can create short-term noise; the broader DOM buckets show the clearer trend.

Speed to contract by tier



Share of listings pending within 14 days, in ascending price order.

Seller leverage does not always mean a fast sale. In Bend, 50% of $800k–$899k listings went pending within 14 days, compared with just 15.6% in $500k–$599k, even though both tiers favored sellers.

FOR BUYERS

Time on market created leverage before negotiations even began. Homes taking 121+ days to find a buyer had already been reduced nearly 10% from their original price before an offer arrived, with additional negotiation still occurring afterward.

FOR SELLERS

The cost of missing early is visible in the numbers. Homes finding a buyer within seven days closed around original list price; listings that sat longer gave up progressively more before and after an offer.

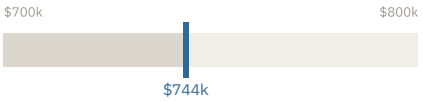
What to Watch Next

MEDIAN DIRECTION

Stable

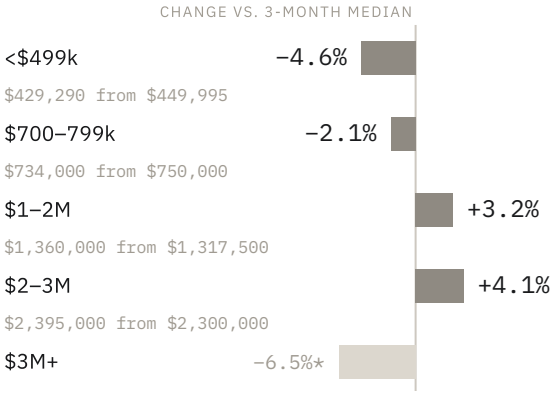
PENDING MEDIAN POSITION

Pending's median price is currently around **$744,444**, sitting solidly inside the $700–799k tier this month — well clear of either neighboring band, so modest month-to-month shifts aren't likely to push it into $600–699k or $800–899k territory in October.



At roughly $744,444, Bend's Pending median shows no meaningful risk of shifting into a neighboring price tier this month.

PRICE MOVEMENT WORTH WATCHING



*Low transaction volume; the $3M+ median can swing sharply from a small number of sales.

SIGNALS INTO OCTOBER

01 Whether September's stronger-than-normal closings carry into October.

02 Whether the surge in $600k–$699k new listings begins to loosen its current 3.2 months of supply.

03 Whether mortgage rates moving back above 7% cool buyer activity in October, especially after September pending contracts already ran below their normal pace.

NEW CONSTRUCTION COMPETITION

TRAILING 3 MONTHS · JUL–SEP 2026

NEW-BUILD MEDIAN	RESALE MEDIAN	NEW-BUILD DISCOUNT
$629,900	$741,500	−15.1%
153 sales	602 sales	selling below resale

HEAVIEST NEW-BUILD SHARE

<$499k · 33% | $600–699k · 23%

FOR BUYERS

New construction in Bend is pricing below resale by about 15% this quarter, concentrated heaviest in the sub-$499k and $600-699k tiers — worth a direct look for buyers comparing new vs. resale at similar price points.

FOR SELLERS

Resale sellers in the entry-level tiers are competing against new construction carrying a meaningfully lower median price — worth factoring into list-price strategy below $600k.

Redmond

Market direction

September 2026

Where buyers and sellers have leverage right now

Fresh inventory fell well below its normal September pace, but buyer activity stayed close to trend. Active inventory remained a little higher than expected, keeping the overall market Balanced.

MEDIAN SOLD PRICE

$502,000

+10.3% from August · −3.8% year over year

MEDIAN DAYS ON MARKET

39 days 30 days in August

ABSORPTION RATE

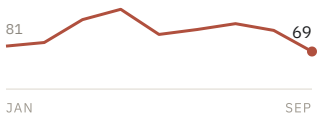
4.7 months 4.6 months in August

NEW LISTINGS

−40.5%

Expected −15.8%

−24.7% vs norm



69 this Sep · +7.8% vs 2025
−31.7% vs 2024

PENDING

−15.0%

Expected −13.7%

−1.3% vs norm

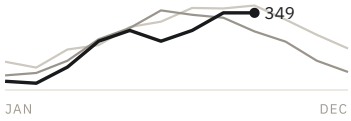
68 this Sep · −8.1% vs 2025
−16.0% vs 2024

ACTIVE

0.0%

Expected −3.9%

+3.9% vs norm



349 this Sep · +12.2% vs 2025
−4.1% vs 2024

SPARKLINES: MONTHLY VOLUME · NEW AND PENDING 2026; ACTIVE 2024–2026

FOR BUYERS

Buyers saw far fewer new listings than a typical September, but overall demand stayed close to normal. That means less fresh choice, not necessarily more competition — making the quality of each new listing more important than the raw number coming to market.

FOR SELLERS

The sharp drop in new listings reduced fresh competition, but active inventory stayed above its normal seasonal path. Sellers had fewer new listings to compete with, but still needed to stand out against the homes already available.

"Expected" adjusts for normal seasonal change, so the report highlights what actually ran differently this month.

Where the Market Is Strongest and Weakest

This is not one market. Conditions change materially by price tier.

PRICE TIER	NEW VS EXPECTED	PENDING VS EXPECTED	MONTHS SUPPLY	LEVERAGE
<$399,999	**-54.5%**	**-21.4%**	4.9	BALANCED
$400–499k	-9.1%	+4.8%	3.3	SELLER
$500–599k	**+14.3%**	**+63.6%**	4.8	BALANCED
$600–699k	**+28.6%**	**-63.6%**	4.2	BALANCED
$700–799k	0.0%	**+25.0%**	6.5	BUYER
$800–899k	-25.0%	0.0%	7.1	BUYER
$900–999k	0.0%	-100.0%	5.1	BALANCED
$1–2M	**+80.0%**	**+25.0%**	7.3	BUYER
$2M+	—	—	—	NO SALES

*Cleared this month's tier-level notability bar (±10pp and at least 5 actual transactions). $2M+ had zero sales in the trailing 12 months (one active listing) — not enough activity for a reliable absorption or leverage read this month.

TIER TO WATCH

$600k–$699k

PENDING	NEW LISTINGS	MONTHS SUPPLY
-63.6%	+28.6%	4.2
below normal	above normal	balanced

New listings ran 28.6% above normal in the $600k–$699k tier while pending activity fell 63.6% below normal. Supply is still Balanced at 4.2 months, but the gap between new supply and buyer activity is worth watching.

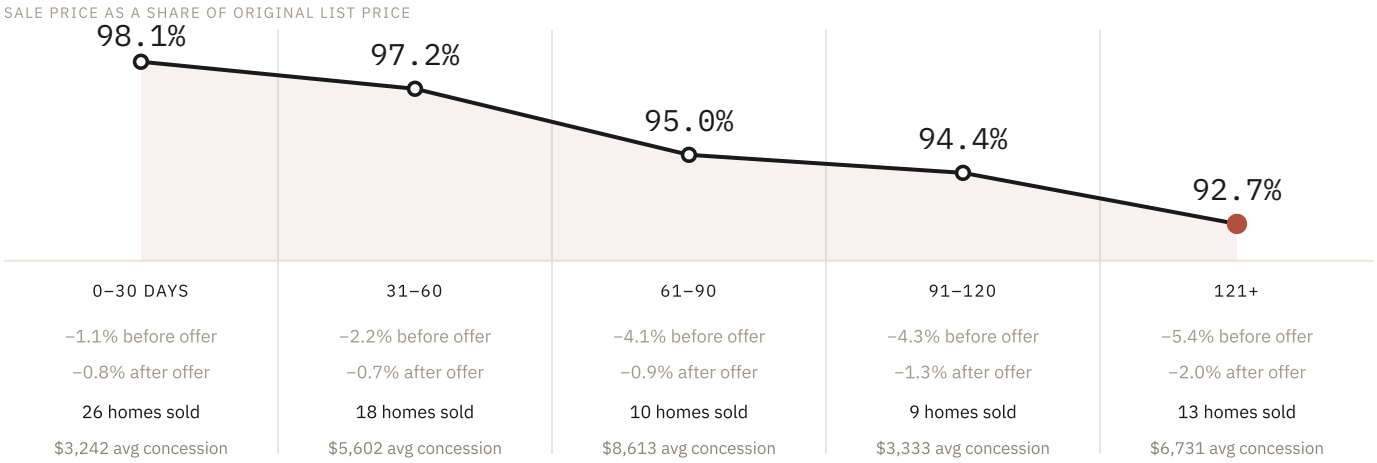
FOR BUYERS

Buyer leverage increases above $700k, where several tiers now carry more than six months of supply. But stronger pending activity in $700k–$799k means leverage does not automatically translate into a slow-moving market.

FOR SELLERS

The $500k–$599k tier stood out with pending activity 63.6% above normal while supply remained Balanced. That is a strong demand signal, but not the same as a tight Seller market.

What Market Time Does to Pricing



The longer a Redmond listing sat, the more pricing ground it usually gave up before an offer arrived. Homes selling within 30 days had been reduced just 1.1% on average, compared with 5.4% for homes taking 121+ days.

Even "fast" sales separate early

	0–7 DAYS	8–15	16–30
Sales	12	8	6
SP/OP	99.3%	97.9%	95.8%

Smaller samples can create short-term noise; the broader DOM buckets show the clearer trend.

Speed to contract by tier

<$399,999	BALANCED		9.1%
$400–499k	SELLER		13.6%
$500–599k	BALANCED		33.3%
$600–699k	BALANCED		0.0%
$700–799k	BUYER		0.0%
$800–899k	BUYER		33.3%
$900–999k	BALANCED		—
$1–2M	BUYER		20.0%
$2M+	N/A		—

Share of listings pending within 14 days, in ascending price order.

Balanced does not mean equally competitive. One-third of $500k–$599k listings went pending within 14 days, while none did in $600k–$699k — even though both tiers were Balanced.

FOR BUYERS

Older listings offered buyers more negotiating room. Homes taking 121+ days to sell had already been reduced 5.4% before an offer, with additional concessions often still available at closing.

FOR SELLERS

Homes that found a buyer within seven days closed at 99.3% of original list price on average. The longer listings sat, the wider the pricing gap became.

What to Watch Next

MEDIAN DIRECTION

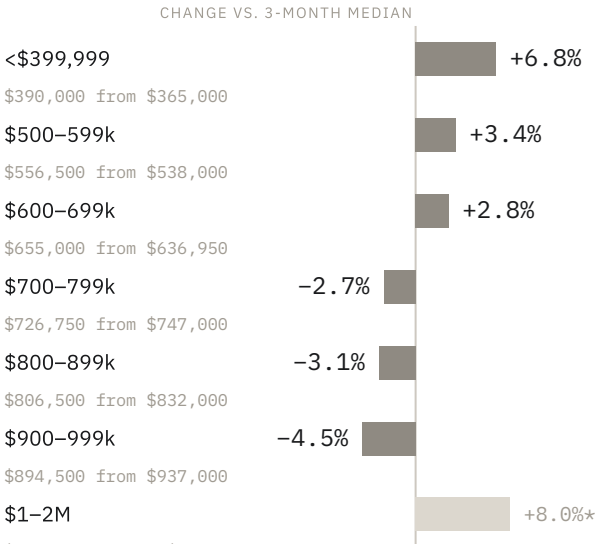
At the edge

PENDING MEDIAN POSITION

Pending's median price is currently around **$506,000** — just inside the $500–599k range.

Redmond's Pending median sits near the bottom of the $500k–$599k tier at roughly $506,000. A modest move lower would shift it into the $400k–$499k range. September's $502,000 sold median is also sitting close to that same boundary.

PRICE MOVEMENT WORTH WATCHING



*Redmond's overall sales volume is lower than Bend's this month, so several of these moves — $1–2M especially, which sold on only a handful of homes — should be read with more caution than the same-size move would warrant in a higher-volume tier.

SIGNALS INTO OCTOBER

01 Whether active inventory remains above its seasonal path despite the sharp pullback in new listings.

02 Whether the Pending median slips below $500k.

03 Whether the gap in $600k–$699k, more new listings and much weaker pending activity, begins to push its 4.2 months of supply higher.

NEW CONSTRUCTION COMPETITION

TRAILING 3 MONTHS · JUL–SEP 2026

NEW-BUILD MEDIAN	RESALE MEDIAN	NEW-BUILD PREMIUM
$434,050	$522,500	−16.9%
35 sales	224 sales	selling below resale

HEAVIEST NEW-BUILD SHARE

$400–499k · 22% | <$399,999 · 15%

FOR BUYERS

New construction in Redmond is closing 16.9% below resale pricing — worth a look for buyers open to new-build, particularly in the $400,000–$499,999 range where new construction makes up 22% of closed sales.

FOR SELLERS

Resale sellers in the $400,000–$499,999 and under-$399,999 tiers are competing most directly with new construction, which is pricing meaningfully below resale medians — differentiation on condition and location matters more there.

Sisters

Market direction

September 2026

Where buyers and sellers have leverage right now

Buyer activity slowed sharply in September while inventory stayed elevated. A small number of higher-priced closings pushed the median sold price up, but the broader market still favored buyers.

MEDIAN SOLD PRICE

$875,000

+21.2% from August · +17.8% year over year

MEDIAN DAYS ON MARKET

69 days 44 days in August

ABSORPTION RATE

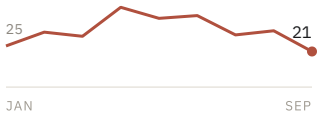
8.2 months 8.2 months in August

NEW LISTINGS

−41.7%

Expected −24.3%

−17.4% vs norm



21 this Sep · −40.0% vs 2025
−8.7% vs 2024

PENDING

−60.7%

Expected −23.3%

−37.5% vs norm

11 this Sep · +22.2% vs 2025
−31.2% vs 2024

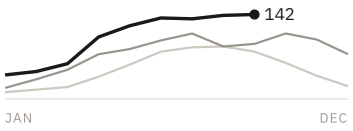
ACTIVE

2024 2025 2026

+0.7%

Expected −3.3%

+4.0% vs norm



142 this Sep · +31.5% vs 2025
+43.4% vs 2024

SPARKLINES: MONTHLY VOLUME · NEW AND PENDING 2026; ACTIVE 2024–2026

FOR BUYERS

Pending activity fell well below normal while inventory remained elevated, giving buyers more room to be patient and selective. With 8.2 months of supply, the market still favors buyers despite the jump in September's median sold price.

FOR SELLERS

The $875,000 median looks strong, but it came from a thin month of closings and should not be read as a broad price jump. With pending activity well below normal and 8.2 months of supply, sellers still need to price to current competition.

"Expected" adjusts for normal seasonal change, so the report highlights what actually ran differently this month.

Price Points to Watch

TOP 3

TIER	SOLD MED. PRICE CURRENT	3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
<$499,999	$494,450	$372,500	**+32.7%**	17	23	8.9	BUYER
1–2 million	$1,362,500	$1,282,000	+6.3%	34	39	10.5	BUYER
$700,000–$799,999	$767,500	$770,648	−0.4%	23	28	9.9	BUYER

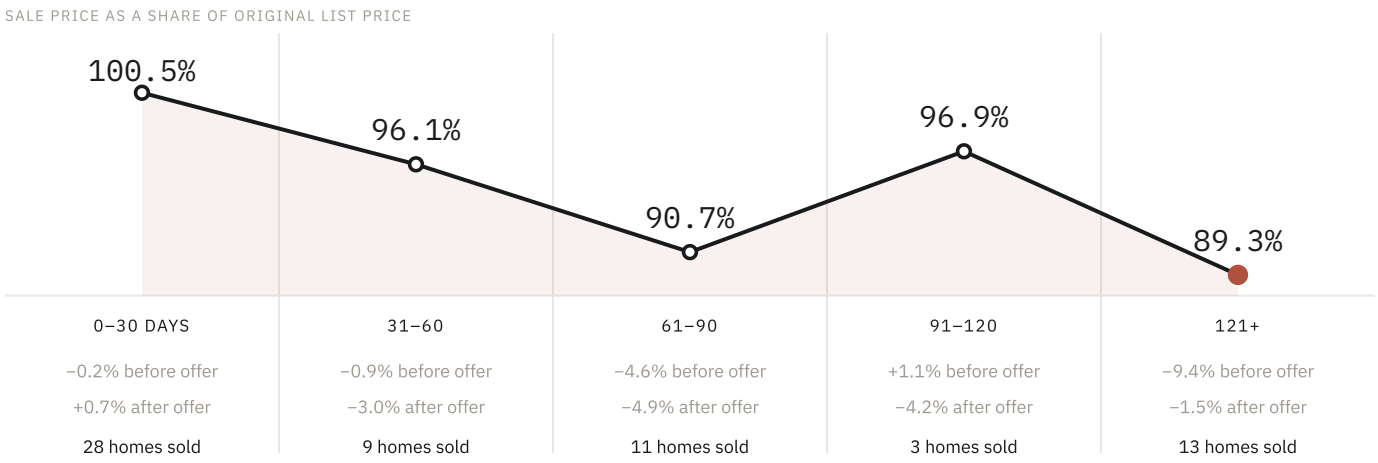
BOTTOM 3

TIER	SOLD MED. PRICE CURRENT	3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
$600,000–$699,999	$641,000	$645,000	−0.6%	17	46	4.4	BALANCED
$900,000–$999,999	$935,000	$972,500	−3.9%	9	11	9.8	BUYER

Four of Sisters' nine tiers had no sale this month and aren't shown above.

What Market Time Does to Pricing

TRAILING 3 MONTHS · JUL–SEP 2026 · N=64



Market time still mattered. Homes selling within 30 days had barely adjusted before an offer, while listings taking 121+ days had already cut nearly 9.5% from their original price.

FOR BUYERS

The under-$499k median jumped 32.7% above its trailing three-month level, but the tier still carries 8.9 months of supply. That makes the price move something to watch, not evidence that buyers suddenly lost leverage.

FOR SELLERS

The $600k–$699k tier is the tightest part of Sisters at 4.4 months of supply, while most higher price ranges remain firmly Buyer-favored. Sellers should lean more on current competition and recent comps than on the overall median-price jump.

La Pine

Market direction

September 2026

Where buyers and sellers have leverage right now

Buyer activity strengthened in September even as closed sales and median price moved lower. With inventory still near nine months of supply, stronger demand has not yet erased buyer leverage.

MEDIAN SOLD PRICE

$368,750

−13.2% from August · −1.1% year over year

MEDIAN DAYS ON MARKET

53 days 56 days in August

ABSORPTION RATE

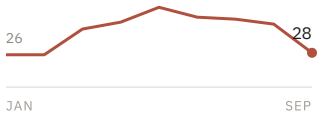
8.7 months 9.5 months in August

NEW LISTINGS

−44.0%

Expected −25.4%

−18.6% vs norm



28 this Sep · −9.7% vs 2025

−28.2% vs 2024

PENDING

+10.7%

Expected −19.5%

+30.2% vs norm

31 this Sep · +3.3% vs 2025

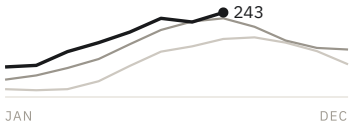
−8.8% vs 2024

ACTIVE

−3.7%

Expected −4.5%

+0.8% vs norm



234 this Sep · +8.3% vs 2025

+19.4% vs 2024

SPARKLINES: MONTHLY VOLUME · NEW AND PENDING 2026; ACTIVE 2024–2026

FOR BUYERS

Buyer activity improved, but La Pine still carried 8.7 months of supply. Buyers had leverage, though stronger pending activity means the best-positioned homes may face more competition than the overall market suggests.

FOR SELLERS

Pending activity ran well above normal while new listings fell sharply, a better near-term signal for sellers than the weak closed-sale numbers. But with 8.7 months of supply, stronger demand still has to work through a large pool of existing inventory.

"Expected" adjusts for normal seasonal change, so the report highlights what actually ran differently this month.

Price Points to Watch

TOP 3

TIER	SOLD MED. PRICE CURRENT	SOLD MED. PRICE 3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
$300,000–$399,999	$352,450	$340,000	+3.7%	50	141	4.3	BALANCED
$600,000–$699,999	$619,638	$605,000	+2.4%	21	15	16.8	BUYER
$500,000–$599,999	$525,000	$529,000	−0.8%	35	29	14.5	BUYER

BOTTOM 3

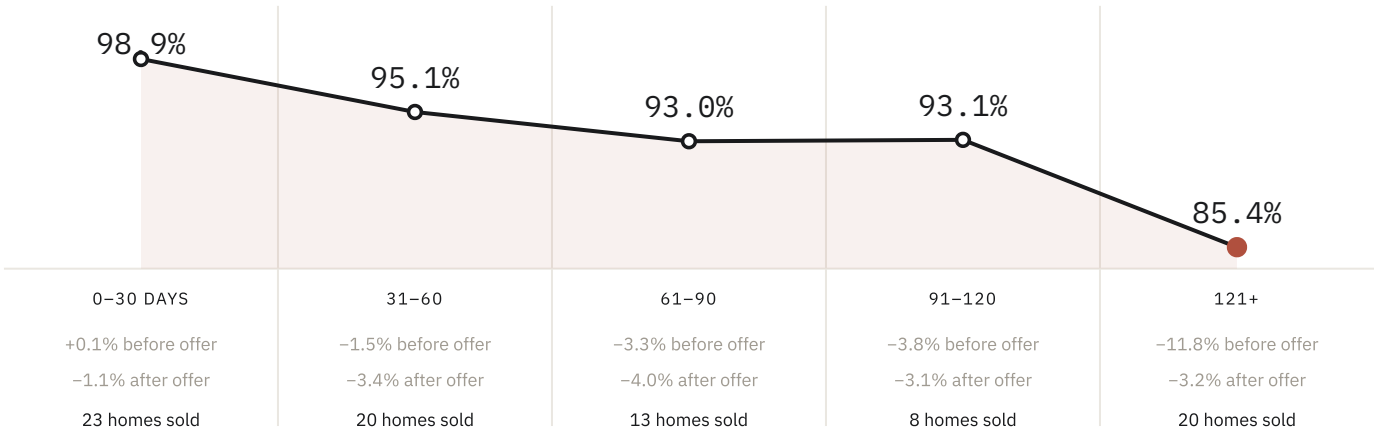
TIER	SOLD MED. PRICE CURRENT	SOLD MED. PRICE 3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
< $299,999	$232,750	$245,000	−5.0%	17	49	4.2	BALANCED
$400,000–$499,999	$410,000	$445,000	**−7.9%**	73	74	11.8	BUYER

Four of La Pine's nine tiers had no sale this month and aren't shown above.

What Market Time Does to Pricing

TRAILING 3 MONTHS · JUL–SEP 2026 · N=84

SALE PRICE AS A SHARE OF ORIGINAL LIST PRICE



La Pine's trailing three-month pricing pattern shows the widest before-offer gap in the 121+ day bucket, roughly three times the gap seen in the 61-90 day bucket — the longest-sitting La Pine listings are seeing the deepest price adjustments before an offer arrives.

FOR BUYERS

Longer-sitting listings offered the most room. Homes taking 121+ days had already been reduced nearly 12% before an offer, with additional negotiation still possible afterward.

FOR SELLERS

La Pine sellers paid a steep price for missing the market early. Homes selling within 30 days stayed close to original list price, while the 121+ day group closed at just 85.4% of original asking price.

Crook County

Market direction

September 2026

Where buyers and sellers have leverage right now

Buyer activity strengthened in September, but inventory also remained above its normal pace. With more than eight months of supply, stronger demand had not yet shifted leverage away from buyers.

MEDIAN SOLD PRICE

$470,000

−1.0% from August · +1.1% year over year

MEDIAN DAYS ON MARKET

84 days 70 days in August

ABSORPTION RATE

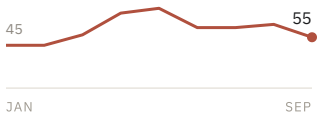
8.3 months 8.1 months in August

NEW LISTINGS

−6.8%

Expected −7.4%

+0.6% vs norm



55 this Sep · −5.2% vs 2025

−12.7% vs 2024

PENDING

+8.1%

Expected −16.4%

+24.5% vs norm

40 this Sep · −4.8% vs 2025

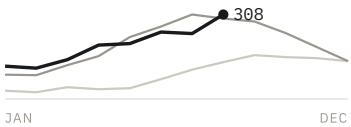
+2.6% vs 2024

ACTIVE

+3.7%

Expected −1.6%

+5.3% vs norm



308 this Sep · +4.8% vs 2025

+35.7% vs 2024

SPARKLINES: MONTHLY VOLUME · NEW AND PENDING 2026; ACTIVE 2024–2026

FOR BUYERS

Pending activity improved sharply, but buyers still had plenty of choice. With 8.3 months of supply and inventory running above normal, stronger demand did not erase buyer leverage.

FOR SELLERS

Pending activity ran 24.5% above normal, a meaningful improvement in buyer follow-through. But inventory remained elevated, so sellers still needed to compete on price and presentation rather than assume stronger demand would carry the listing.

"Expected" adjusts for normal seasonal change, so the report highlights what actually ran differently this month.

Price Points to Watch

TOP 3

TIER	SOLD MED. PRICE CURRENT	3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
1 million+	$2,330,000	$1,438,875	**+61.9%**	71	50	17.0	BUYER
< $299,999	$266,000	$199,900	**+33.1%**	14	36	4.7	BALANCED
$500,000–$599,999	$559,000	$530,000	+5.5%	33	64	6.2	BUYER

BOTTOM 3

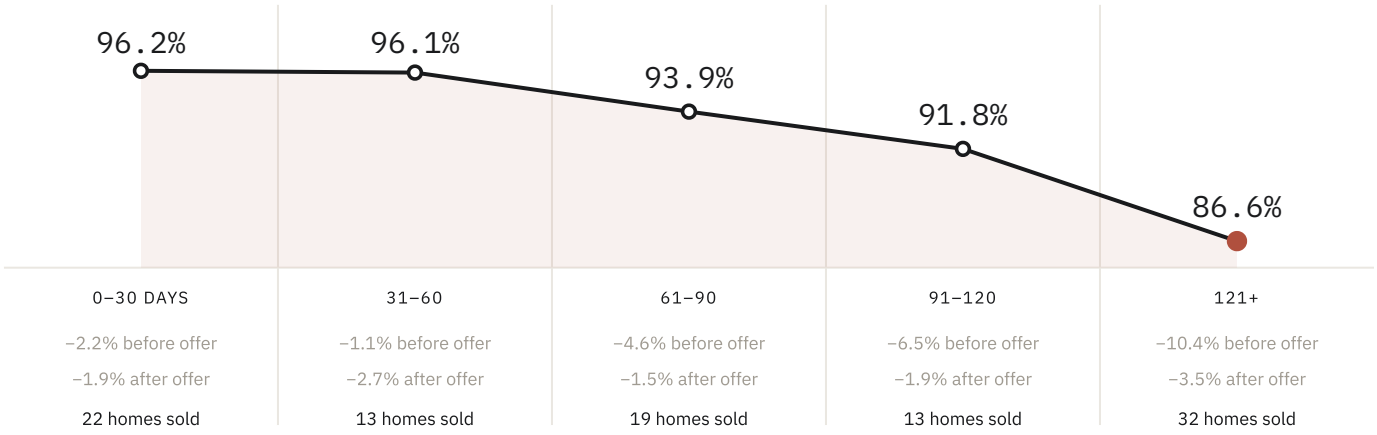
TIER	SOLD MED. PRICE CURRENT	3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
$900,000–$999,999	$950,000	$960,000	−1.0%	14	10	16.8	BUYER
$400,000–$499,999	$447,000	$455,000	−1.8%	64	111	6.9	BUYER
$600,000–$699,999	$629,500	$660,000	**−4.6%**	24	36	8.0	BUYER

The 1 million+ tier's 61.9% move is built on a comparatively thin slice of Crook County's annual sales — read it as a notable signal, not yet a confirmed trend.

What Market Time Does to Pricing

TRAILING 3 MONTHS · JUL–SEP 2026 · N=99

SALE PRICE AS A SHARE OF ORIGINAL LIST PRICE



The longer a Crook County listing sat, the more pricing ground it gave up before an offer. Homes taking 121+ days had already been reduced more than 10% from their original price before a buyer committed.

FOR BUYERS

Older listings offered the clearest negotiating opportunity. Homes taking 121+ days had already seen substantial price reductions before an offer, with additional negotiation still occurring afterward.

FOR SELLERS

Missing the market early became expensive. Homes finding a buyer within 60 days stayed near 96% of original list price, while the 121+ day group closed at just 86.6%.

Jefferson County

Market direction

September 2026

Where buyers and sellers have leverage right now

Buyer activity strengthened sharply in September while new listings also ran above normal. Inventory stayed near its seasonal path, but with 6.9 months of supply the market still leaned toward buyers overall.

MEDIAN SOLD PRICE

$425,000

+6.5% from August · +13.3% year over year

MEDIAN DAYS ON MARKET

74 days 56 days in August

ABSORPTION RATE

6.9 months 6.8 months in August

NEW LISTINGS

−12.2%

Expected −21.6%

+9.4% vs norm

36 this Sep · +16.1% vs 2025

0.0% vs 2024

PENDING

+19.0%

Expected −14.5%

+33.5% vs norm

25 this Sep · +4.2% vs 2025

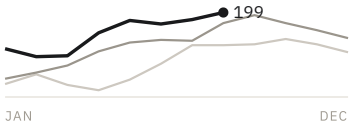
−10.7% vs 2024

ACTIVE

+1.5%

Expected +2.7%

−1.2% vs norm



199 this Sep · +1.5% vs 2025

+22.1% vs 2024

SPARKLINES: MONTHLY VOLUME · NEW AND PENDING 2026; ACTIVE 2024–2026

FOR BUYERS

Stronger pending activity means buyers faced more competition than a typical September, but overall supply still favored them. With 6.9 months of inventory, buyers retained leverage even as demand improved.

FOR SELLERS

Pending activity ran 33.5% above normal, a strong sign of improved buyer follow-through. But new listings also ran above trend, so sellers still needed to compete for attention rather than rely on stronger demand alone.

"Expected" adjusts for normal seasonal change, so the report highlights what actually ran differently this month.

Price Points to Watch

TOP 3

TIER	SOLD MED. PRICE CURRENT	3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
1 million+	$1,472,500	$1,150,000	+28.0%	7	5	16.8	BUYER
$700,000–$799,999	$774,900	$720,000	+7.6%	8	8	12.0	BUYER
$600,000–$699,999	$699,990	$669,956	+4.5%	25	27	11.1	BUYER

BOTTOM 3

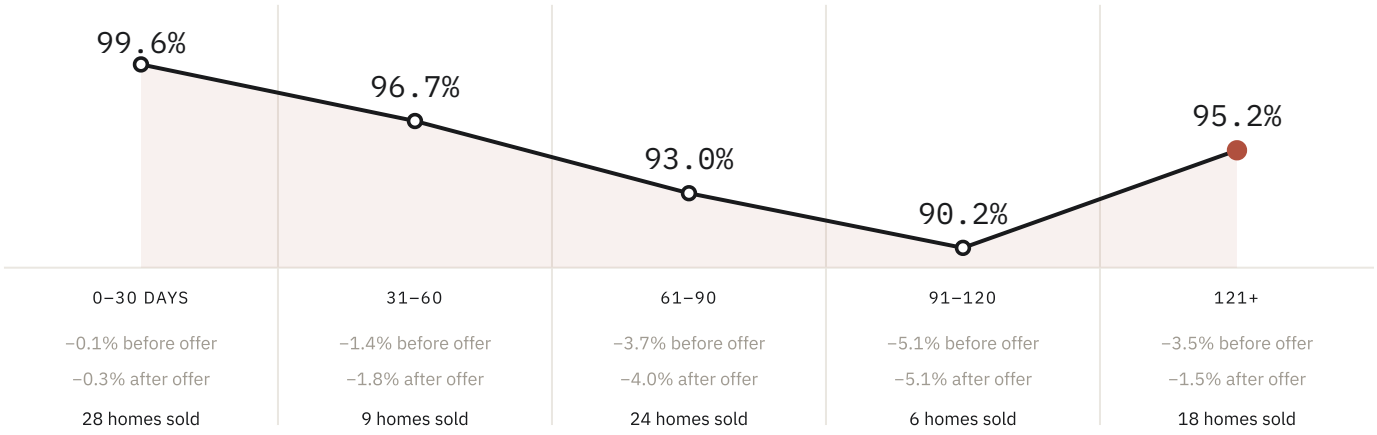
TIER	SOLD MED. PRICE CURRENT	3-MON MED.	CHANGE	ACTIVE	12M SOLD	MO. SUPPLY	LEVERAGE
$500,000–$599,999	$537,500	$517,500	+3.9%	25	33	9.1	BUYER
$300,000–$399,999	$350,000	$351,905	−0.5%	44	137	3.9	SELLER
$400,000–$499,999	$437,500	$442,000	−1.0%	47	73	7.7	BUYER

The $1M+ median has moved well above its trailing baseline for a second straight month, but with only five sales over the past year, the move is still too thin to call a broader trend.

What Market Time Does to Pricing

TRAILING 3 MONTHS · JUL–SEP 2026 · N=85

SALE PRICE AS A SHARE OF ORIGINAL LIST PRICE



Pricing weakened as market time increased through the first 120 days. The 121+ day group bounced back somewhat, which is a reminder that smaller buckets can move around on a limited number of sales.

FOR BUYERS

Listings sitting 60–120 days showed the largest pricing gaps, giving buyers the strongest evidence of negotiating room in that part of the market.

FOR SELLERS

Early positioning still mattered. Homes selling within 30 days stayed very close to original list price, while the 61–120 day groups gave up substantially more.

Reading This Report

Four definitions behind every figure in this brief, and the limits worth knowing before acting on them.

ACTUAL VS EXPECTED

Compares current monthly movement with the normal seasonal change for that month, so a figure reads as unusual rather than merely up or down. A few tiers in a given market rarely see any activity at all — for those, the table shows the raw count instead of a percentage, since there's no typical baseline to measure against.

LEVERAGE

Under 4 months	Seller
4 – 6 months	Balanced
Over 6 months	Buyer

SP/OP

Final sale price ÷ original list price — the total difference between original list price and final sale price, incorporating both pre-offer price reductions and post-offer negotiation.

WORTH WATCHING

Only movements large enough to cross the report's significance threshold, and backed by enough real sales to trust the number, are surfaced — so the page shows what changed rather than everything measured, or noise from a handful of sales.

DATA SCOPE

Homes (including manufactured homes on land), townhomes, and condos only. Land, farms, manufactured homes in rented-lot parks, multifamily, and commercial properties are excluded, so totals may differ from the official MLS Market Summary. The same criteria apply to every market in this report.

ON SAMPLE SIZE

Tiers above $2M close only a handful of homes in a month, so their medians and speed figures can swing sharply on a single sale. Read them as direction rather than measurement, and expect month-to-month volatility that does not indicate a trend. The same caution applies to any sub-bucket in this report with fewer than roughly 25 sales.

WHY THIS MATTERS

The goal is not to report every number. It is to identify where conditions are changing enough to affect buyer or seller decisions.

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