01 / COVER

CAVE JUNCTION MARKET INTELLIGENCE

September 2026 | A small market benefits from a longer view

> **A stronger year. A quieter month. An August spike that did not persist.**

Cave Junction's monthly closing count returned to four while its year-to-date volume remained ahead of 2025. The rolling existing-home view improved versus last year but eased from August's unusually strong analytical reading. These are useful contrasts—not a single universal seller or buyer signal.

September monthly single-family	Cave Junction
Closed sales	4
Pending sales	6
Median sale price	$362,000
Active inventory	39
Months of supply	9.7

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> **Observations through September 30, 2026.**
> **Four monthly closings require careful interpretation.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns.

02 / THE DECISION-FIRST READ

The year stayed ahead. September slowed from August.

A count recovery and a price headline need their sample sizes.

The monthly market

Cave Junction recorded four September closings, matching last September but below the September publication's August comparison of ten. Pending sales were six versus four a year earlier and eight in that August comparator. Active inventory was lower than both comparisons.

The stronger longer-period evidence

January–September closings remained ahead at 47 versus 41, while RVAR's distinct July–September existing-home count increased from eight to ten. Its rolling median rose 5.8%, and cumulative median market time shortened from 122 to 46 days versus the same 2025 period.

The important counterweight

The RVAR Momentum/Health point fell from its August spike to 46.5 / 51.3 in September. The negotiating classification is now Balanced rather than August's Seller-Favored. That does not invalidate the better annual source comparison; it describes softer recent mechanics.

> **A better annual comparison is not proof that the latest improvement accelerated.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations.

03 / MONTHLY DASHBOARD

Four closings are evidence—not a census of every home.

September single-family observations and the source's same-month 2025 comparison.

Measure	September 2025	September 2026	Published YoY
Closed sales	4	4	+0.0%
Pending sales	4	6	+50.0%
New listings	12	10	-16.7%
Median sale price	$332,500	$362,000	+8.9%
Median DOM	98	51	-48.0%
Price per square foot	$219	$229	+4.3%
List price received	96.3%	100.5%	+4.4%
Active inventory	53	39	-26.4%
Months of supply	13.2	9.7	-26.5%

The median sale price is a reported observation despite the small sample. The analytical rules are more restrictive: four monthly sales do not justify a broad property-value conclusion or an invented full DOMUS Health score. The 100.5% list-price-received measure does not mean every sale exceeded its original asking price.

> **Small samples amplify the importance of the homes that happened to sell.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns.

04 / THE YEAR BEHIND THE MONTH

September preserved the year’s six-sale lead.

Same-publication subtraction separates the monthly result from the cumulative year.

Closed-sale period	2025	2026	Difference
Jan–Aug (calculated)	37	43	+6
September	4	4	0
Jan–Sep	41	47	+6

Matching last September’s four closings neither widened nor erased the cumulative closing lead. Year-to-date pending activity was 53 versus 42, while YTD new listings were 81 versus 93. These are different flows and should not be forced into a conversion rate.

The January–August row is calculated from September’s YTD and monthly cells. It is not substituted for the original August release or used to revise earlier model inputs.

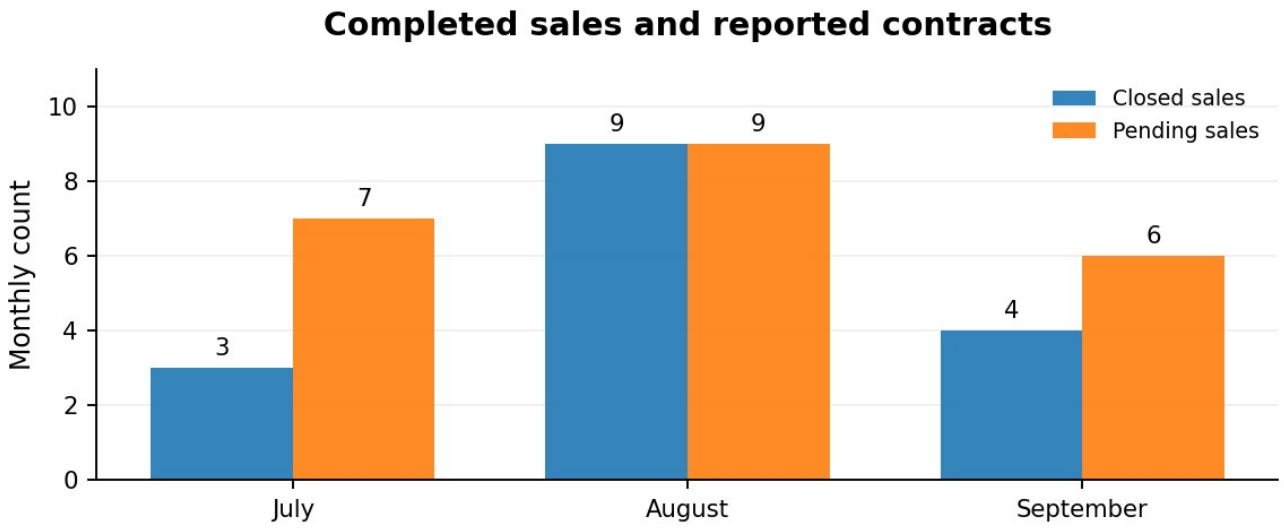
> **A slower month can still sit inside a stronger year.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. Author arithmetic.

05 / THREE MONTHS OF ACTIVITY

August’s burst was not repeated in September.

The chart preserves original-current archived observations.



Original-current publication vintages; not a matched transaction cohort.

Archived closings were 3 → 9 → 4; reported pendings were 7 → 9 → 6. Those series show August’s burst and September’s moderation without claiming that every pending record became a closing.

September’s later August comparator lists ten closings and eight pendings, whereas the archived original holds nine and nine. Both remain in the evidence. The direction of the moderation is similar, but the exact change depends on the declared vintage.

> **Use one stated vintage at a time—not whichever percentage makes the strongest headline.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026.

06 / PRICES AND THE SMALL SAMPLE

A higher median needs a narrower claim.

The latest monthly increase does not measure appreciation of a fixed set of homes.

Price view	2025 comparison	2026 value	Published change
DOMUS September	$332,500	$362,000	+8.9%
DOMUS Jan–Sep	$320,000	$337,000	+5.3%
RVAR Jul–Sep existing	$294,900	$312,000	+5.8%

The monthly median was $362,000 across four closings; the RVAR rolling existing-home median was $312,000 across ten. Different windows, property scopes and geographies can explain different measurements, but these summary sources do not quantify the contribution of each cause.

September's price-per-square-foot measure was higher year over year, while its YTD counterpart was lower. That is another reason to bring the analysis back to relevant comparables, not apply a single market rate to an individual parcel.

> **The most honest price conclusion is specific to the statistic—and the home.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods.

07 / SUPPLY MECHANICS

Fewer listings. More supply relative to completions.

The ratio can rise when the closing pace falls faster than inventory.

September-publication view	August comparator	September
Active inventory	41	39
Closed sales	10	4
Published months of supply	4.1	9.7

The source's August comparison has 41 listings and ten closings; September has 39 listings and four closings. Inventory declined, but the denominator fell more sharply, so published months of supply rose from 4.1 to 9.7.

Using the displayed rounded levels, 39 ÷ 4 equals 9.75. The source reports 9.7; that source value is retained rather than "corrected" or used to infer unseen precision. A ratio from four closings is especially sensitive to one more or one fewer transaction.

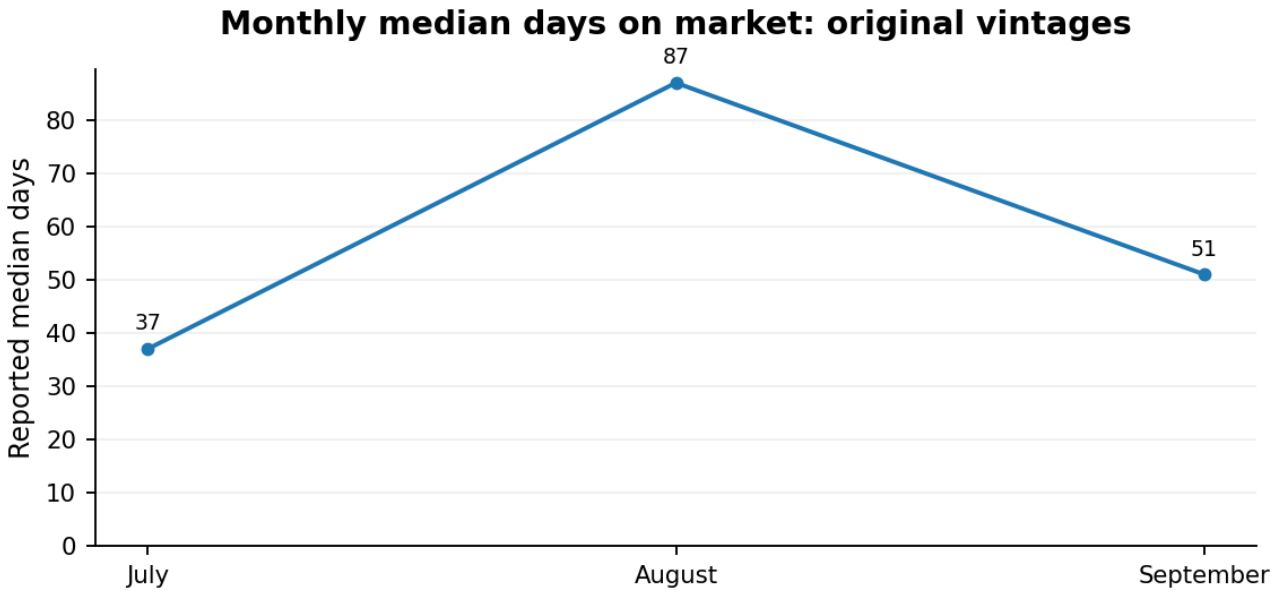
> **Nine-point-seven months of supply is not a nine-point-seven-month selling promise.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. Labeled arithmetic illustration.

08 / MARKET TIME

The month and the year point in different directions.

Completed-sale time is not the age of every unsold listing.



September's 51-day monthly median was below the 98 days reported for last September. Yet the YTD median was 74 versus 57 days. The improved monthly comparison therefore does not establish that the whole year became faster.

The chart preserves original August's 87-day reading; September's later August comparator is 100 days. The rolling RVAR existing-home series separately moved 60 → 49 → 46 cumulative median days across July, August and September report windows.

> **Shorter completed-sale time does not eliminate a limited transaction flow.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026.

09 / ROLLING EXISTING HOMES

More closings than last year. Fewer than August’s window.

July–September urban existing homes, with the matching 2025 period.

Market / segment	Closings 2025 → 2026	Median price 2025 → 2026	Median cumulative DOM 2025 → 2026
Cave Junction	8 → 10	$294,900 → $312,000	122 → 46

Ten closings versus eight is a 25.0% increase, while the cumulative median market time declined substantially from 122 to 46 days. The rolling median increased from $294,900 to $312,000. Those source observations are stronger than the matching prior-year window.

Against the archived June–August window, however, closings declined from 13 to ten and inventory rose from 21 to 22. Both comparisons are useful: annual improvement does not mean the latest pulse strengthened.

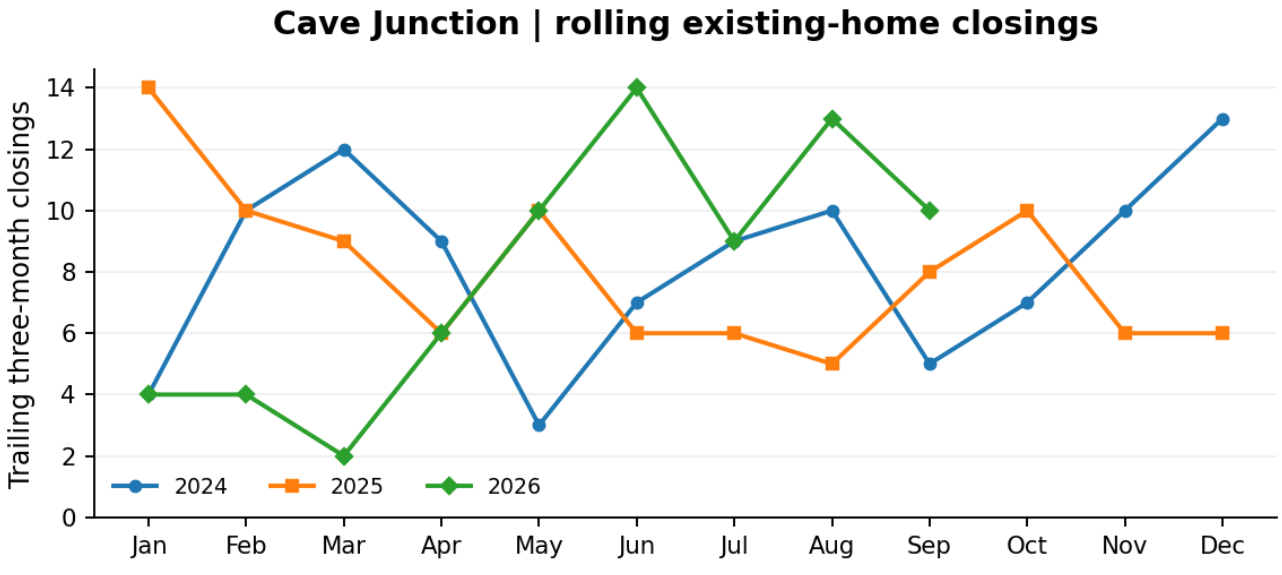
> **A source can show recovery over a year and moderation over a month.**

SOURCE & BASIS | [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026.

10 / ROLLING HISTORY

Read the burst against the longer pattern.

The current-definition series is not spliced to older average-DOM data.



Each point is an overlapping rolling window; 2026 stops in September.

The chart places the latest ten-sale rolling window alongside prior seasonal shapes. Each point covers three months; adjacent points share two months. That overlap makes the line smoother than monthly counts, but does not create independent repeated confirmations.

The quarterly-sized samples are still small. A few transactions can materially change a median, a growth rate or a speed diagnostic. The chart is descriptive history, not a backtested calendar instruction to list or buy in a particular month.

> **History gives context. Repetition must still be measured honestly.**

SOURCE & BASIS | [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026.

11 / CALENDAR-QUARTER ACTIVITY

The early deficit gave way to a stronger middle year.

Non-overlapping existing-home counts add perspective beyond one rolling window.

Existing-home period	2025 closings	2026 closings
Jan–Mar	9	2
Apr–Jun	6	14
Jul–Sep	8	10
Jan–Sep (calculated)	23	26

The first quarter had two existing-home closings versus nine; the second had 14 versus six; the third had ten versus eight. The calculated January–September sum is 26 versus 23. That is not the DOMUS total of 47 versus 41 because the sources do not describe the same population.

The totals use the current and prior-year columns of the three 2026 quarterly endpoint reports. They are author sums across saved vintages, not a newly published single-vintage YTD release.

> **Adding compatible non-overlapping counts is valid. Merging incompatible market definitions is not.**

SOURCE & BASIS | [6] Saved native RVAR March, June and September 2026 rows: non-overlapping Jan–Mar, Apr–Jun and Jul–Sep current/prior-year counts. Year-to-date sums are author calculations across those vintages, not a separately published YTD total. Existing-home rows; [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns.

12 / NEW CONSTRUCTION

No reported 2026 closings is not a building-activity census.

The source measures completed new-home transactions—not permits or construction starts.

Construction period	2025 closings	2026 closings
Jan–Mar	0	0
Apr–Jun	1	0
Jul–Sep	1	0
Jan–Sep (calculated)	2	0
Jan–Dec (full year)	3	Not yet complete

RVAR's non-overlapping January–September construction count is zero in 2026 versus two in the matching 2025 quarter-comparator sum. The separate full-year 2025 annual source reports three construction closings, with a 138-day cumulative median time and no reported annual price median.

DOMUS supplies no current September or 2026 YTD construction price. Its prior-year YTD construction price was $362,250. With no current comparable price, no annual price-change claim is manufactured.

> **Zero reported sales does not prove zero homes being built.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [6] Saved native RVAR March, June and September 2026 rows: non-overlapping Jan–Mar, Apr–Jun and Jul–Sep current/prior-year counts. Year-to-date sums are author calculations across those vintages, not a separately published YTD total. [7] Saved RVAR Josephine County Residential Statistics 2025 annual records, January–December 2025. Full-year reference only; annual medians are directly reported, never averaged from quarters.

13 / BUYER INTELLIGENCE

Use the room to investigate—not a blanket discount.

A useful negotiating position begins with credible alternatives.

The monthly source shows limited completions and 9.7 months of supply, while the rolling negotiating balance is Balanced. Use the small sample as a reason for closer listing-level work—not a universal discount expectation.

Decision question	Evidence to bring to the conversation
Which alternatives are genuinely comparable?	Match property type, setting, condition, size and usable features—not just a community label.
What supports the proposed price?	Compare recent closed sales with competing active listings and the property's full asking-price history.
Which terms matter as much as price?	Examine documented condition, realistic deadlines and costs rather than assuming the market score guarantees concessions.
What would make waiting worthwhile?	Name the improvement sought: a better property fit, stronger financing readiness or clearly better terms.

The report does not show every competing offer, seller deadline, inspection finding or financing constraint. Those missing transaction facts can outweigh the broad market context.

> **Be selective about the home. Be specific about the evidence.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations. [8] Jon Barrows & Jessica Blackwell interpretation and explicitly hypothetical illustrations. Approved 22-term glossary; Josephine-specific version note for smoothing.

14 / SELLER INTELLIGENCE

Make the property easier to choose.

The asking-price case must survive comparison with today's alternatives.

The stronger rolling annual comparison is encouraging, but September did not maintain August's strong composite. Support the asking price with the relevant competitive set and be ready to distinguish the property from alternatives.

Seller action	Market-intelligence application
Set a supportable starting price	Use relevant closed comparables and competing listings; do not transfer a market median percentage to the subject property.
Present the complete ownership proposition	Explain known condition, completed work, usable space and documented features without inventing a cost or value premium.
Read actual response	Review showing feedback, serious inquiries and competing listings; these reports do not prescribe a universal price-cut date.
Separate terms from the headline price	Evaluate documented concessions, contingencies and timing with professional advice for the actual transaction.

A short completed-sale market time does not mean every unsold home will move quickly. Conversely, a longer median does not establish that a well-positioned home must wait that long.

> **A strong listing strategy answers the buyer's comparison before asking for a premium.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [8] Jon Barrows & Jessica Blackwell interpretation and explicitly hypothetical illustrations. Approved 22-term glossary; Josephine-specific version note for smoothing.

15 / A TRANSACTION, NOT JUST A STATISTIC

Near asking is not the same as no negotiation.

A deliberately hypothetical example—not a local comparable sale or cost estimate.

Illustrative price history	Amount / calculation
Original asking price	$500,000
Later asking price	$475,000
Agreed price	$470,000
Agreed price / later ask	98.9%
Agreed price / original ask	94.0%

Both percentages describe the same hypothetical agreement, but they answer different questions. A source's aggregate list-price-received measure does not establish the original asking price, concessions or seller net proceeds. Buyer and seller strategies need the full history.

For a household selling and buying, two hypothetical movements can offset or reinforce each other. A $15,000 lower sale price and a $20,000 lower purchase price improve the gross price difference by $5,000 before transaction costs. Financing, timing and property fit still matter; this is arithmetic, not a recommendation to wait.

> **Optimize the actual move—not a single market headline.**

SOURCE & BASIS | [8] Jon Barrows & Jessica Blackwell interpretation and explicitly hypothetical illustrations. Approved 22-term glossary; Josephine-specific version note for smoothing.

16 / WHAT TO WATCH NEXT

A rebound earns attention. Repetition earns confidence.

A conditional checklist—not a prediction that the next month will improve.

Watch	What would change the interpretation
Closed sales and pendings	Repeated source-consistent improvement would make a one-month rebound more persuasive; weakening commitments would add caution.
Inventory with closing pace	Fewer homes and faster absorption differ from fewer homes simply because activity declined.
Prices with their samples	Check median, price per square foot where reported, and mix; a shift in one statistic alone does not value a fixed home.
Market time and liquidity	Distinguish reported days from a normalized score of change and from the age of current listings.
Source and analytical availability	Carry forward missing outcomes and use newly eligible data only under the same tested definitions.

For Cave Junction, repeat the comparison within monthly single-family and rolling urban-existing views. Do not average different source populations to make the signals agree. A completed-sale report is one input to a current property-level decision, not a live inventory search.

> **Ask what evidence would change the decision—before the next headline arrives.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations. [8] Jon Barrows & Jessica Blackwell interpretation and explicitly hypothetical illustrations. Approved 22-term glossary; Josephine-specific version note for smoothing.

17 / SOURCE WINDOWS AND VINTAGES

Different windows. Different answers.

The reporting label is as important as the number.

Reporting view	What it measures	What it cannot supply
DOMUS monthly	Calendar-month single-family source geography; September and YTD comparisons	A UGB-only series or an eligible full DOMUS Health score with only six native months
RVAR existing / new	Separate UGB property groups; SFR, townhomes and condos; trailing three months	Standalone September sales or a median formed by averaging towns
RVAR rural / in-park	Separately published acreage groups and land-excluded in-park homes	A parcel zoning decision or a substitute for urban inventory
Inventory	Dated source-defined month-end stock	The age of every unsold listing or a guaranteed selling time

Historical July–August–September charts use each publication's original-current observations. Same-publication month-over-month explanations use September's own August comparison column and say so. Those two August values can differ; neither silently replaces the other.

RVAR year-over-year tables retain September's printed 2025 comparison. Earlier source values remain preserved for the calculations originally based on them. Reported percentage changes may differ from arithmetic on rounded displayed levels; no hidden precision is reconstructed.

> **A source difference is not a license to invent a missing geography.**

The exact DOMUS boundary is not established by these pages. Different inventory counts are not automatically a count of rural properties, nor proof that one source is wrong.

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026.

18 / SOURCE INDEX AND ANALYTICAL SCOPE

Useful evidence does not require every model cell.

The same permission standard applies to encouraging and unfavorable results.

Layer	This edition's use
[1] September DOMUS	Original five-page PDF, native source values, and 400 preserved table-vintage cells.
[2] September RVAR	Original one-page PDF and 150 preserved numerical source slots.
[3], [6], [7] Historical / annual	Saved native source records. Calendar quarters remain non-overlapping; annual prices are direct annual records.
[4] Dynamics / Health	JO-SEP-2 exact candidate selections; four integrated RVAR contexts are available. DOMUS full maps and acreage composites are withheld.
[5] Forecasts / Cycle	Only inherited-qualified point continuations and eligible relative-fit diagnostics; no benchmark promotion or synthetic county score.
[8], [9] Interpretation / accountability	Labeled teaching examples, full glossary, and complete preserved forecast-outcome register.

September original PDF bytes are authenticated. Some August training evidence remains page-verified transcription without an original-PDF checksum; that inherited limitation is not erased by September's stronger file evidence.

The six-month DOMUS history supports source reporting, not a full published Momentum/Health map under the adopted 12-month requirement. No raw technical score is substituted. Acreage bands have no separately supported inventory; a full composite would require a different approved model.

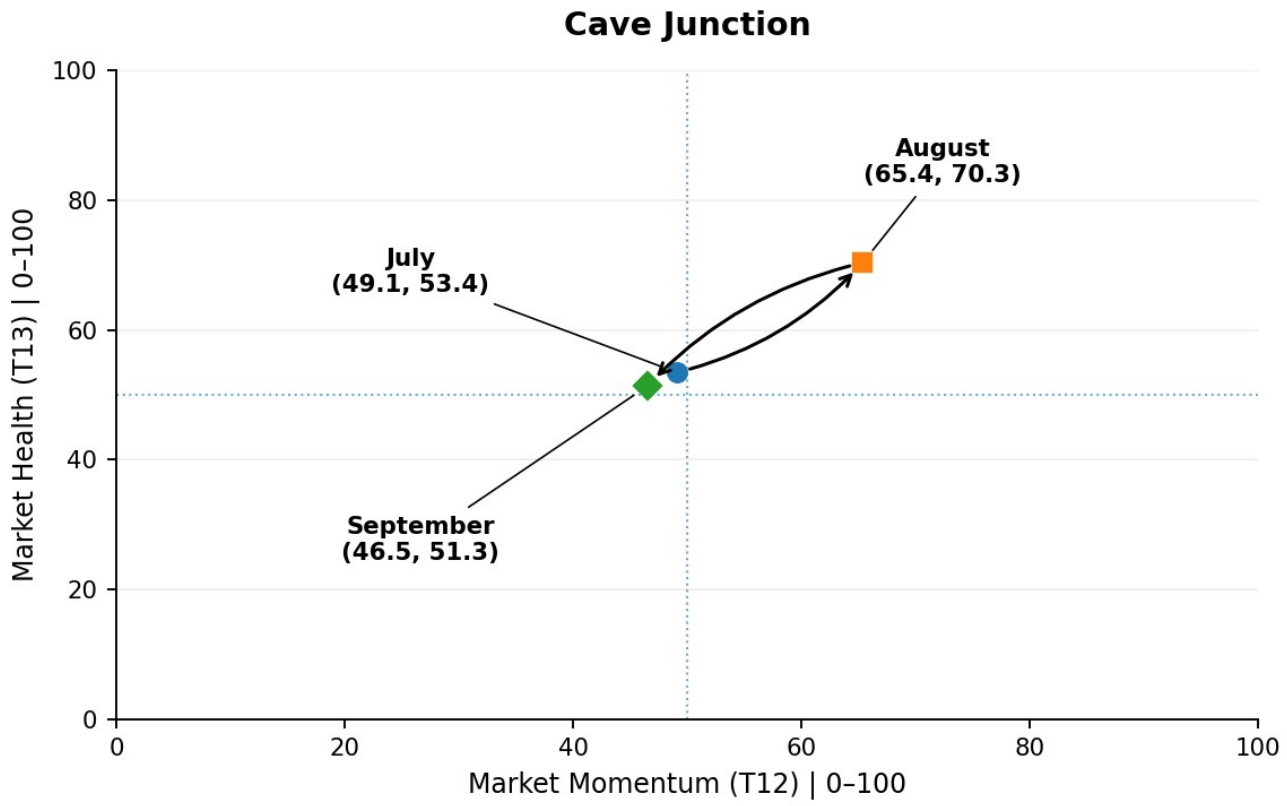
> **Precise scope is part of the intelligence—not a reason to disguise missing inputs.**

SOURCE & BASIS | [1] DOMUS / Oregon Data Share, Josephine County Market Summary, September 2026: county p. 1; Cave Junction p. 2; Grants Pass p. 3; 97526 p. 4; 97527 p. 5. Monthly single-family and same-publication comparison/YTD columns. [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations. [5] JO-SEP-2 September-origin continuations of seven specifically qualified August T14 routes; JO-Cycle-v1.0. Historical tests are retrospective and short; no certified direction, interval or confidence-probability claims.

19 / T12 / T13 | MOMENTUM AND HEALTH

August spiked. September returned to a mixed balance.

A genuine source-linked change, not an invitation to read a turning point with certainty.



Momentum: 49.1 → 65.4 → 46.5. Market Health: 53.4 → 70.3 → 51.3. September's negotiating classification is Balanced.

The 0–100 axes remain fixed. The center guides are orientation marks, not property-price levels or new leverage thresholds. This is the RVAR urban-existing series—not a DOMUS map.

> **The spike earns explanation. Its disappearance earns equal attention.**

SOURCE & BASIS | [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations.

20 / T12 | COMPONENT DIAGNOSTICS

Faster completed sales did not preserve August's demand pulse.

The composite depends on more than price and days on market.

T12 diagnostic	July	August	September
Price Momentum	57.3	51.4	54.3
Demand Momentum	26.8	86.5	31.5
Inventory Momentum	64.3	62.5	45.2
Market Speed	36.8	68.3	56.1
Liquidity	38.5	75.1	42.8
Pricing Efficiency	57.3	51.4	54.3
Seller Pressure	50.5	65.4	50.7
Overall Momentum	49.1	65.4	46.5

The September price signal improved and cumulative DOM shortened from 49 to 46 days. But the rolling closing count fell from 13 to ten, inventory increased from 21 to 22, Demand Momentum fell sharply and Liquidity weakened. Those changes explain why Overall Momentum declined despite favorable price/time details.

Pricing Efficiency follows the available price signal in this RVAR implementation; it is not independent evidence of stronger price support. Market Speed is normalized change, not actual elapsed days.

> **A favorable pair of statistics cannot stand in for the whole market.**

SOURCE & BASIS | [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations.

21 / T13 | HEALTH AND LEVERAGE

Balanced does not mean risk-free or effortless.

A mixed current Health reading replaces August's stronger seller alignment.

T13 measure	July	August	September
Market Health	53.4	70.3	51.3
Buyer Opportunity	49.5	36.4	51.3
Seller Strength	46.3	66.2	46.9
Seller minus buyer	-3.2	+29.7	-4.4
Market Risk	33.7	21.1	36.9
Negotiating balance	Balanced	Seller-Favored	Balanced

September's Health score is 51.3 and the seller-minus-buyer spread is −4.4 points, within the adopted Balanced classification. Buyer Opportunity at 51.3 is not a 51.3% chance of finding a bargain. Seller Strength at 46.9 does not predict the probability of a successful listing.

The model's Market Risk reading is separate from specific property risks and from the correctness of a forecast. T12 and T13 share inputs; their agreement is not two independent experiments.

> **Use the balance to frame the conversation. Verify the property before deciding.**

SOURCE & BASIS | [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations.

22 / T14 | QUALIFIED OUTLOOK

A narrow inventory estimate—not a broad price forecast.

The eligible continuation targets the March 2027 inventory snapshot.

Market / measure	Target period	Current	Center	Historical MAE
Cave Junction / Active Inventory	Mar 31, 2027	22.00	23.03	2.41

The center is 23.03 active listings at March 31, 2027, compared with September's RVAR inventory of 22. Its historical average absolute error was about 2.41 listings across eight retrospective target observations. The estimated difference is smaller than that historical error scale.

The point continues a specifically qualified August route under unchanged rules. No Cave Junction median-price, sales-count or market-time skill-qualified center is supplied here. No confidence band or certified direction claim is added around the point.

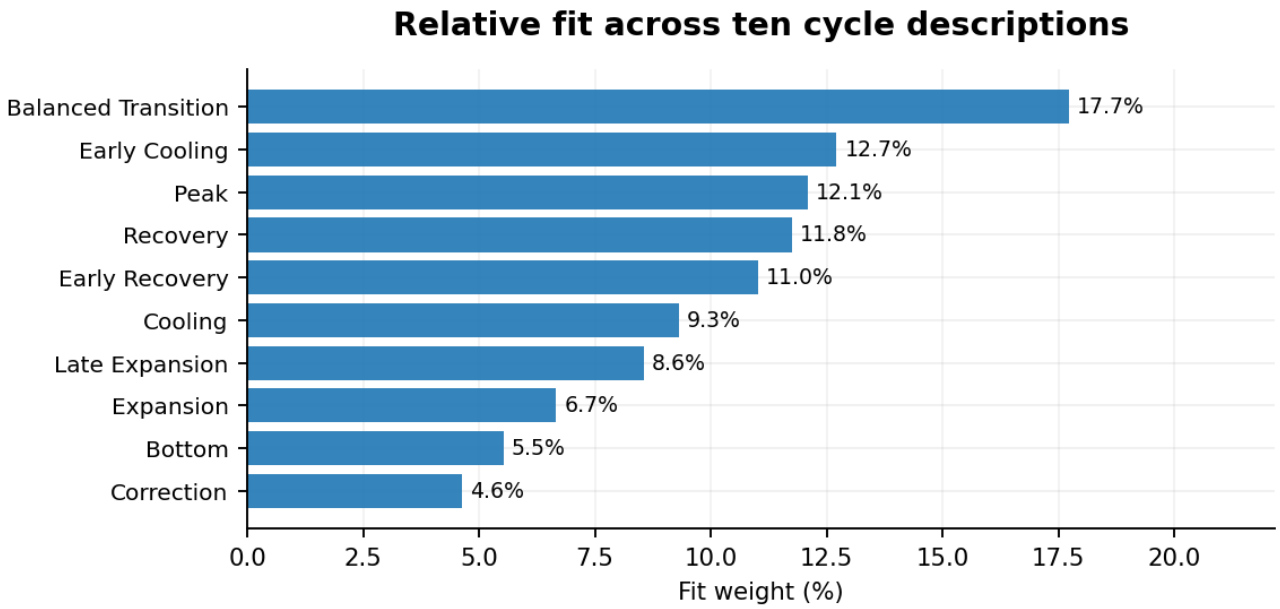
> **A forecast center is context—not a reason to promise a particular spring inventory count.**

SOURCE & BASIS | [5] JO-SEP-2 September-origin continuations of seven specifically qualified August T14 routes; JO-Cycle-v1.0. Historical tests are retrospective and short; no certified direction, interval or confidence-probability claims.

23 / T15 | CYCLE CONTEXT

Balanced Transition leads a diffuse field.

The phase fit is useful context, not a listing-date signal.



Weights total 100%; not probabilities of future events.

The leading phase is Balanced Transition, with 17.7% of relative model fit; Early Cooling follows at 12.7%. Entropy is 97.0 on a 0–100 scale, indicating diffuse fit rather than a dominant phase. These are not calibrated odds of future events.

The calculation uses current and prior smoothed state with the eligible inventory forecast input. It does not use the unsupported DOMUS Health branch, copy another town's phase, or infer a rural Cave Junction composite from a postal label.

> **No phase receives enough fit to justify a confident turning-point story.**

SOURCE & BASIS | [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations. [5] JO-SEP-2 September-origin continuations of seven specifically qualified August T14 routes; JO-Cycle-v1.0. Historical tests are retrospective and short; no certified direction, interval or confidence-probability claims.

24 / FORECAST ACCOUNTABILITY AND CLOSING VIEW

Keep the result. Keep its limitations.

A checked forecast is not necessarily an accurate forecast.

September-target register	Records	Treatment
Qualified numerical point	1	Eligible actual and error retained
Benchmark-only numerical references	21	Scored separately; not skill-qualified predictions
Withheld / no numerical point	26	Reasons preserved; no invented errors
Total accounted for	48	Every registered combination retained

The qualified 97526 rolling-sales case estimated 68.34 versus 60 reported July–September sales: an overestimate of 8.34, or 13.9%. This is one outcome, not a platform accuracy percentage. The other numerical comparisons remain benchmarks.

These records use an August model origin, but implementation and saved snapshots occurred in October. That timing is not proof of forecasts issued before September outcomes were public. Historical testing is retrospective, with overlapping rolling windows; no new statistical alert colors or calibrated future-event probabilities are asserted.

What we would take into a client conversation

Cave Junction deserves a separate report precisely because its monthly sample is small and its rolling comparison is different. A stronger cumulative year, fewer September completions and a moderating composite should all inform a property-specific decision.

> **Read the market. Then test the specific property.**

Prepared by Jon Barrows and Jessica Blackwell | Full Circle Real Estate
Explore the complete Market Intelligence library at **jonandjess.realestate**.

SOURCE & BASIS | [9] Preserved JO-SEP-1/2 complete September-target outcome ledger: 48 registered combinations, one qualified point, 21 benchmarks, 26 no-points. Model origin is not proof of pre-outcome issuance. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations. [5] JO-SEP-2 September-origin continuations of seven specifically qualified August T14 routes; JO-Cycle-v1.0. Historical tests are retrospective and short; no certified direction, interval or confidence-probability claims. [8] Jon Barrows & Jessica Blackwell interpretation and explicitly hypothetical illustrations. Approved 22-term glossary; Josephine-specific version note for smoothing.

25 / READER'S GLOSSARY

The language behind the numbers.

Definitions are part of the report—not an invitation to overread a score.

Closed sales

Completed transactions counted in the source's specified reporting window.

Pending sales

Contract activity as reported by the source; not a verified same-cohort closing forecast.

Active inventory

Available-listing snapshot within the source's geography and property scope.

Months of supply (MOS)

Supply relative to a sales pace, not the selling time of an individual listing.

Days on market (DOM)

The source's market-time measure; RVAR uses median cumulative DOM in its rolling table.

Median / transaction mix

The middle observation / the composition of homes that happened to transact.

Urban growth boundary (UGB)

The geographic reporting boundary used in RVAR's existing/new-home scope; not every property carrying a community mailing address.

YoY / MoM / YTD

Year over year / month over month / year to date. Each needs its own stated comparison period.

Publication vintage

The set of source values available in a particular publication; later comparison columns may differ.

Percentage point

The subtraction of two percentage levels. A move from 97.7% to 98.8% is 1.1 percentage points; it is not the same operation as a relative percent change.

Rolling three-month window

A reporting period that spans three months. Overlapping windows must not be added to invent a new total, and their sales counts are not standalone monthly counts.

SOURCE & BASIS | [8] Jon Barrows & Jessica Blackwell interpretation and explicitly hypothetical illustrations. Approved 22-term glossary; Josephine-specific version note for smoothing.

26 / READER'S GLOSSARY

The analytical terms, made useful.

Definitions are part of the report—not an invitation to overread a score.

List-price realization

The reported share of list price received. The aggregate alone does not establish the original asking price, concessions, or the negotiating room on a particular listing.

Market Dynamics (T12)

Normalized current-behavior diagnostics, including momentum, liquidity, speed, and pressure.

Market Health (T13)

Source-specific synthesis of health, leverage, opportunity, and risk—not a value estimate.

Market Outlook (T14)

Governed numerical estimates for future source-specific metrics and horizons.

Market Cycle (T15)

Relative fit to phase prototypes, with uncertainty and persistence made explicit.

Numerical center / point forecast

A calculated level for a specified future period and source population. It is not the sale price of a particular home.

Forecast horizon / target

The time ahead and the period being estimated. A September 2026 origin with a twelve-month horizon targets September 2027, not a month already observed.

Diagnostic confidence / reliability

Model-derived quality measures. A score is not automatically the same percentage of real-world forecast accuracy.

Phase weight / prototype fit

The relative fit of the modeled state to a frozen phase description. The largest weight can still be small; these are not independently calibrated future-event probabilities.

Normalized cycle entropy

How spread out the ten phase weights are: equal weights correspond to 100; concentration in one phase moves toward zero.

Smoothing / persistence

Combining current and prior modeled state. JO-Cycle-v1.0 uses 55% current raw value and 45% prior smoothed value; this is persistence, not a calibrated probability.

SOURCE & BASIS | [8] Jon Barrows & Jessica Blackwell interpretation and explicitly hypothetical illustrations. Approved 22-term glossary; Josephine-specific version note for smoothing.