JON BARROWS & JESSICA BLACKWELL
FULL CIRCLE REAL ESTATE | ASHLAND, OREGON

AUGUST 2026

CENTRAL POINT

MARKET INTELLIGENCE

Residential Market Intelligence for Buyers and Sellers

Tight supply. Steady contract activity.
A market that still rewards precision.

23	22	2.7
AUGUST CLOSINGS	AUGUST PENDING SALES	MONTHS OF SUPPLY

Monthly single-family residence data. Source: DOMUS August 2026, Central Point table, page 5.

Central Point enters late summer with less inventory than a year ago, modestly higher monthly pricing, and contract activity that remains close to last year. This report separates the monthly market from the rolling existing-home view so both can be used correctly.

Prepared by Jon Barrows & Jessica Blackwell
jonandjessreal@gmail.com | (707) 787-7307
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02 / THE CENTRAL POINT READ

A tight-supply market with mixed momentum.

Our reading: sellers retain structural support, but buyers still have room to test price and terms property by property.

August produced 23 closings, down from 25 a year earlier, while pending sales rose slightly to 22 from 21. Active inventory was 61, down 29.1% year over year, and months of supply measured 2.7.

The monthly median sale price was $425,000, +9.0% from August 2025. Yet list-price realization eased to 97.8% and the rolling RVAR existing-home view showed 56 sales over June-August, down from 62.

The question	What the evidence supports
Is Central Point running out of buyers?	No. Pending sales were slightly above last year, even with fewer August closings.
Do sellers still have structural support?	Yes. Inventory and months of supply are both lower than a year ago.
Does a +9% monthly median mean every home appreciated 9%?	No. A monthly median is highly sensitive to transaction mix.
Is this a one-sided seller market?	Not clearly. Health models lean toward sellers, but list-price realization softened and buyer leverage remains property-specific.

The sentence worth remembering

Central Point is constrained enough to support well-positioned sellers, but not constrained enough to make pricing discipline optional.

SOURCE & BASIS | [1] DOMUS August 2026, Central Point p. 5; [2] RVAR August rolling statistics, Central Point. Interpretations are author analysis.

03 / AUGUST SNAPSHOT

The monthly market stayed active without accelerating.

Contract activity held up; completed sales were slightly softer.

Metric	Aug 2026	Aug 2025	Change
Median sale price	$425,000	$390,000	+9.0%
Closed sales	23	25	-8.0%
Pending sales	22	21	+4.8%
New listings	28	34	-17.6%
Median DOM	25 days	28 days	-12.5%
Active inventory	61	86	-29.1%
Months of supply	2.7	3.4	-22.9%
List price received	97.8%	98.1%	-0.3 pts

What stands out

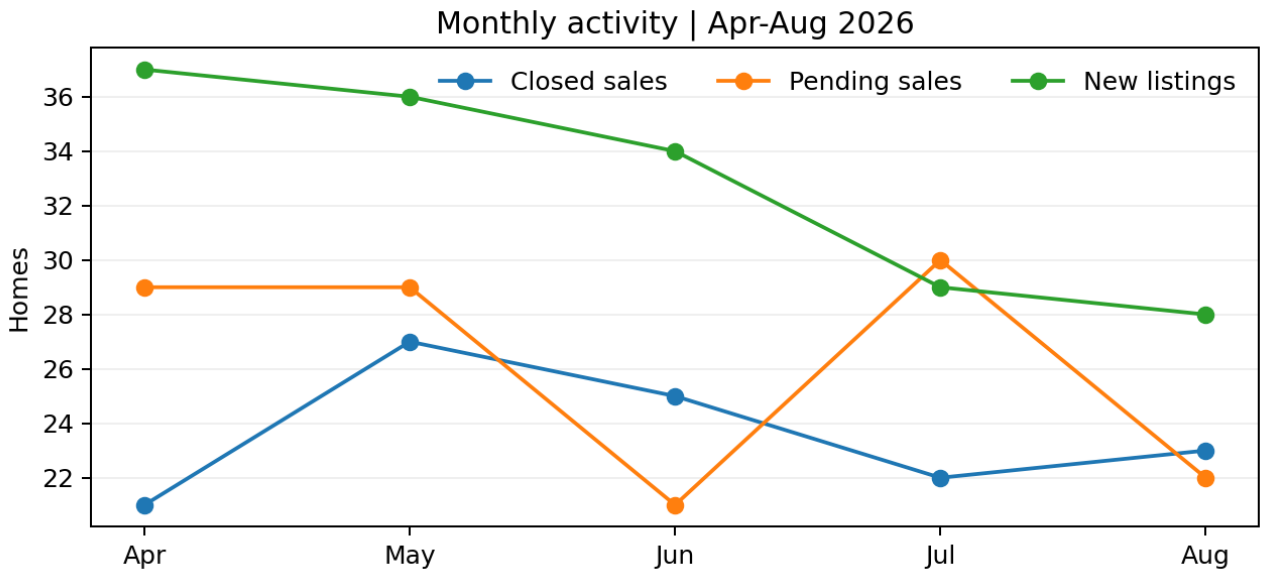
Supply is the clearest structural support: active inventory fell 29.1% year over year and months of supply fell from 3.4 to 2.7. Demand indicators are steadier than the closing count alone suggests.

SOURCE & BASIS | [1] DOMUS August 2026, Central Point, monthly single-family residence table, source page 5.

04 / DEMAND

Pending activity says demand did not disappear.

Closings and pendings describe different stages of the transaction pipeline.



Central Point had 23 August closings and 22 pending sales. Pendings were +4.8% year over year while closings were -8.0%. That combination is consistent with a functioning but uneven pipeline rather than a market in retreat.

Practical use

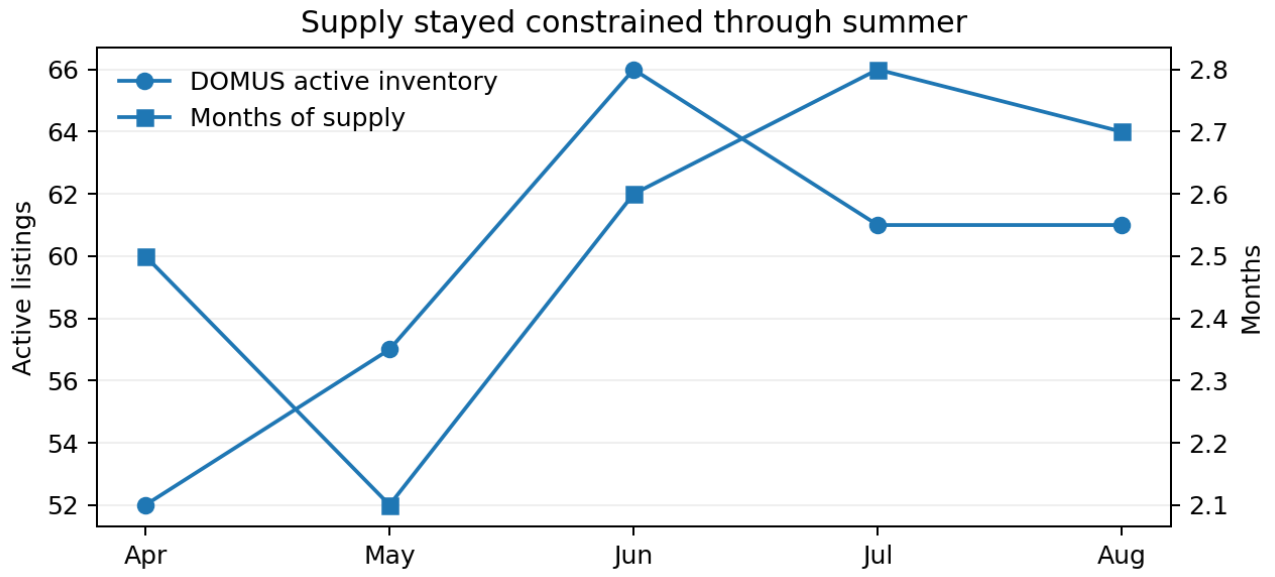
Sellers should watch early showing and offer response instead of assuming tight supply guarantees demand. Buyers should not mistake fewer closings for the absence of competition on well-priced homes.

SOURCE & BASIS | [1] DOMUS monthly Central Point series, April-August 2026.

05 / SUPPLY & LEVERAGE

Supply is still the seller-supportive part of the story.

The number of alternatives available to buyers remains limited.



August DOMUS inventory held at 61 listings, unchanged from July but far below 86 a year earlier. Months of supply was 2.7. The separate RVAR month-end UGB snapshot counted 36 active properties versus 44 a year earlier; these two inventory measures cover different property populations and should not be combined.

Negotiation implication

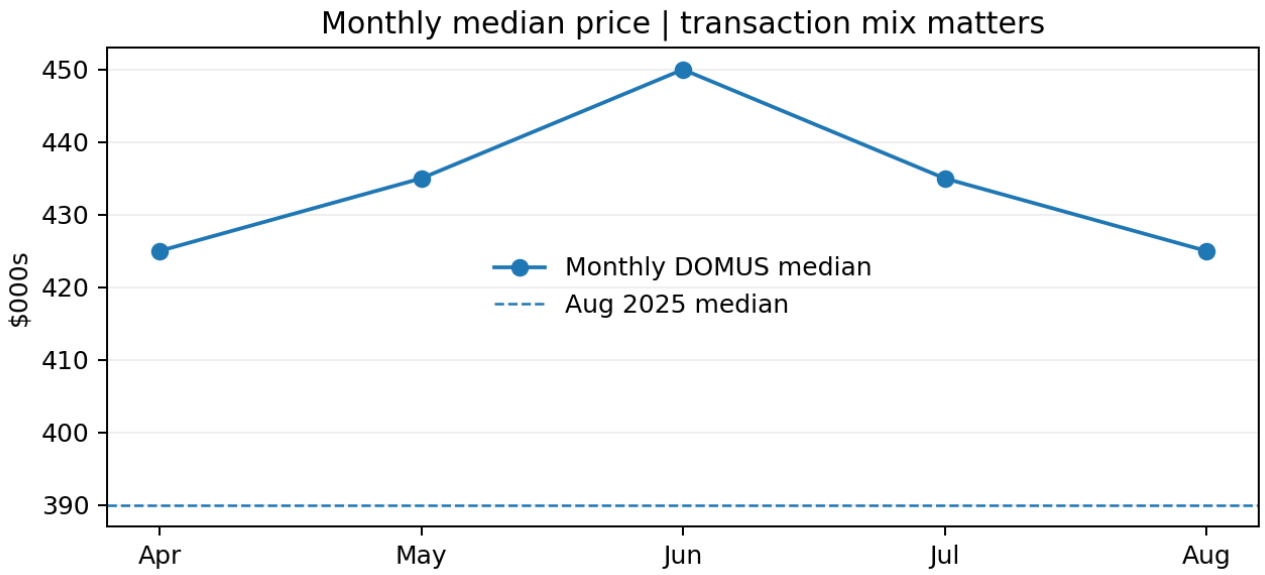
Tight supply limits broad buyer leverage, but 97.8% list-price realization indicates that successful deals still involved some aggregate discount from the reported list price. Individual concessions can differ materially.

SOURCE & BASIS | [1] DOMUS August Central Point p. 5; [2] RVAR August inventory snapshot. Distinct source populations are preserved.

06 / PRICE & MARKET TIME

The median rose year over year while market time improved.

Neither metric is a property-level valuation.



The August median was $425,000, up 9.0% from $390,000. Median days on market was 25 days versus 28 a year earlier. Price per square foot was $278, down 2.5% year over year.

The divergence between median price and price per square foot is a reminder that the mix of homes sold matters. A larger share of higher-priced or larger homes can move the median without establishing broad appreciation for every property.

For valuation decisions

Use active competition, recent comparable sales, condition, lot, improvements and property-specific demand. Treat the monthly median as market context—not as a pricing formula.

SOURCE & BASIS | [1] DOMUS August 2026, Central Point p. 5.

07 / THE SUMMER VIEW

Summer data show a market moving sideways more than breaking trend.

April-August provides context that one month cannot.

Month	Median	Closed	Pending	Inventory	MOS	DOM
Apr	$425,000	21	29	52	2.5	25d
May	$435,000	27	29	57	2.1	11d
Jun	$450,000	25	21	66	2.6	17d
Jul	$435,000	22	30	61	2.8	34d
Aug	$425,000	23	22	61	2.7	25d

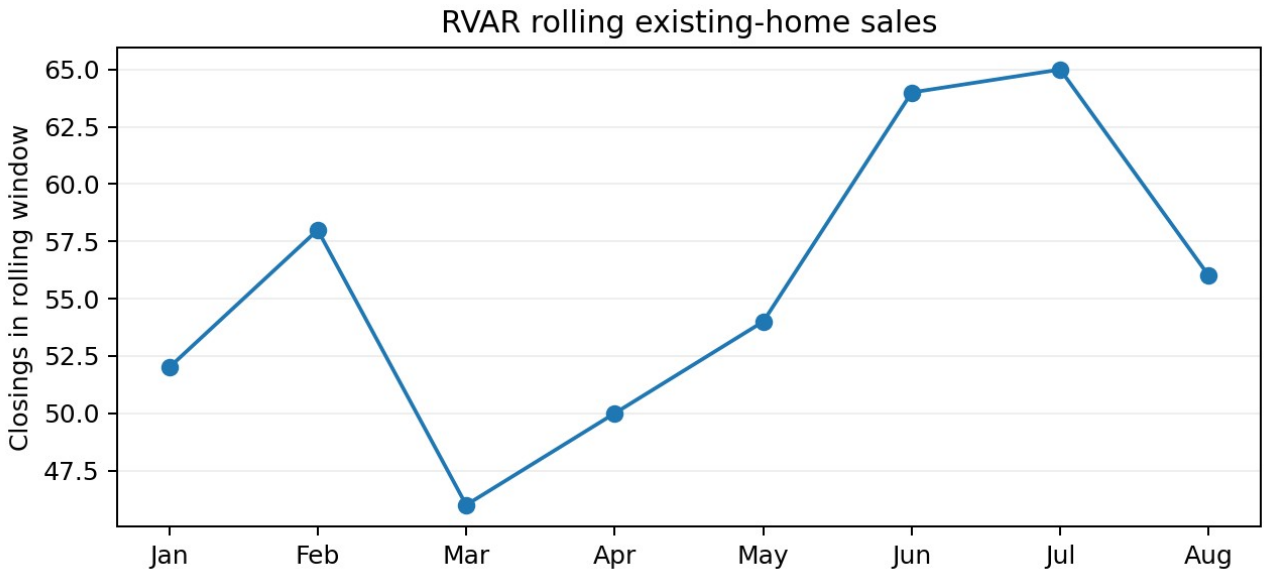
Prices moved from $425,000 in April to $450,000 in June and back to $425,000 in August. Inventory rose into June and then eased. Pendings were volatile but remained present. This is a mixed summer pattern, not a straight-line acceleration or decline.

SOURCE & BASIS | [1] Native DOMUS monthly Central Point records, April-August 2026.

08 / ROLLING EXISTING HOMES

The rolling market looks faster than the monthly headline.

RVAR covers a rolling three-month existing-home window inside its reporting boundary.



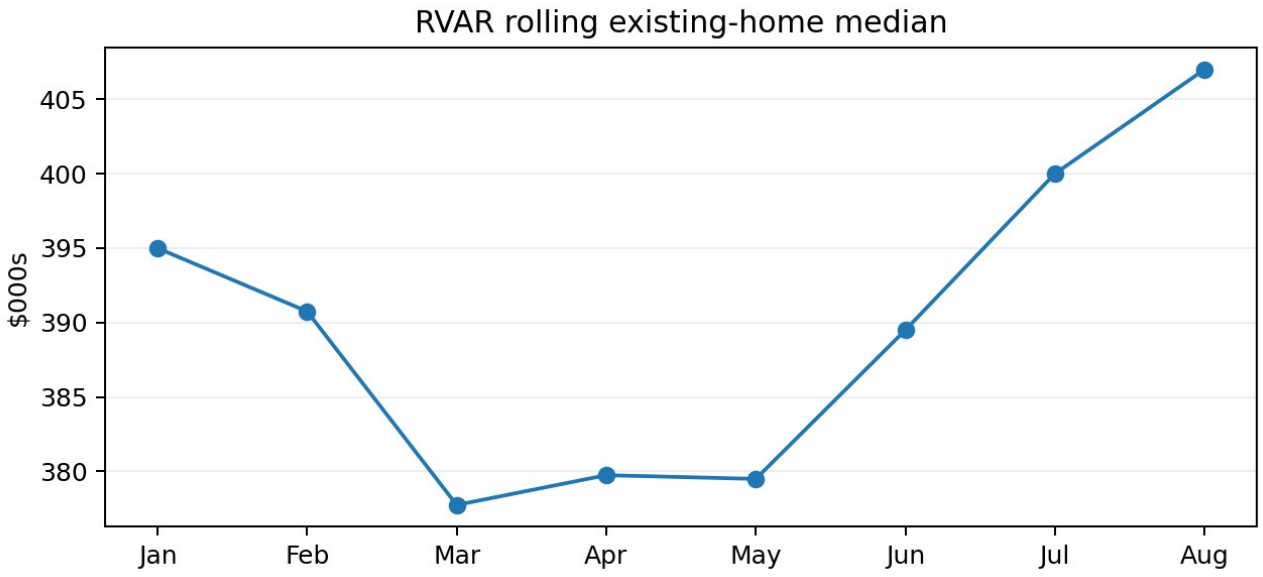
For June through August, RVAR recorded 56 existing-home sales, compared with 62 in the comparable prior-year window. Median cumulative market time fell to 13 days from 28.

SOURCE & BASIS | [2] RVAR August 2026 rolling residential statistics, Central Point existing homes.

09 / ROLLING PRICE

The rolling median strengthened into August.

The rolling price view is useful context, but it still reflects transaction mix.



The rolling median reached $407,000, +5.0% year over year. Because this is a rolling window and a different property population from the monthly DOMUS table, the $407,000 figure should not be averaged with the monthly $425,000 median.

SOURCE & BASIS | [2] RVAR August 2026 rolling residential statistics, Central Point existing homes.

10 / NEW CONSTRUCTION

New-construction evidence is too thin for a strong local price claim.

One rolling sale is a signal to be cautious, not an invitation to fill gaps.

Measure	Jun-Aug 2026	Comparable 2025
Closed sales	1	4
Median cumulative DOM	N/A	173
Median sale price	N/A	$744,000

RVAR reports only one Central Point new-construction sale in the current rolling window. That is not enough to support a stable local median price or a confident trend narrative. Buyers and sellers evaluating new construction should compare specific projects and active offerings rather than extrapolate from this thin sample.

Evidence discipline

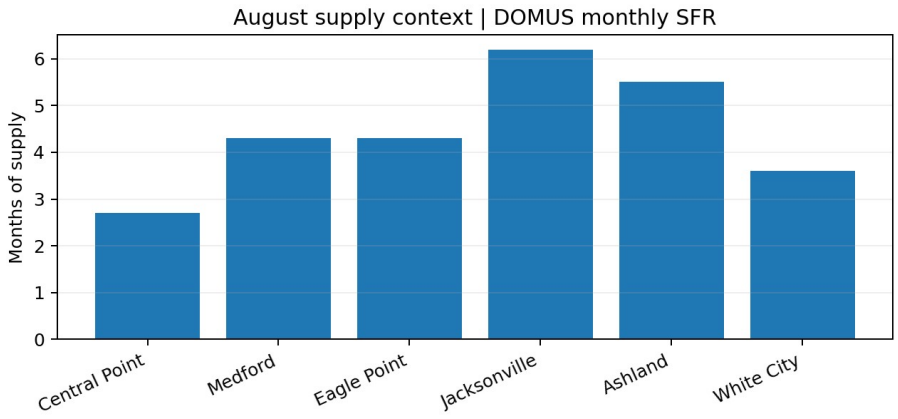
When the source does not provide a defensible number, this report leaves the number unavailable. Missing is not zero, and a one-sale median is not a market benchmark.

SOURCE & BASIS | [2] RVAR August 2026 new-construction table, Central Point.

11 / LOCAL CONTEXT

Central Point remains relatively supply-constrained among larger local markets.

Peer comparisons are useful only when the source and period match.



Market	Median	Closed	Inventory	MOS	DOM
Central Point	$425,000	23	61	2.7	25d
Medford	$426,700	85	363	4.3	20d
Eagle Point	$440,000	23	98	4.3	10d
Jacksonville	$657,500	9	56	6.2	18d
Ashland	$592,500	26	144	5.5	37d
White City	$331,000	9	32	3.6	12d

This table does not rank neighborhoods or predict resale performance. It simply shows how Central Point's August single-family market compares with other local markets under the same DOMUS monthly framework.

SOURCE & BASIS | [1] DOMUS August 2026 monthly SFR records for the named geographies.

12 / SELLER DECISIONS

For sellers: scarcity helps, but the first two weeks still matter.

A tight market is not the same thing as a price-insensitive market.

Price against today's alternatives

Anchor to active and recent competing homes, not solely to the year-over-year median.

Watch response, not just traffic

Showings without second visits, questions or offers can signal a pricing or presentation gap.

Use supply as support, not permission

2.7 months of supply helps sellers, but 97.8% list-price realization shows that aggregate negotiation still exists.

Protect optionality

A seller who also plans to buy should evaluate timing, contingency structure and replacement inventory before optimizing only for headline price.

SOURCE & BASIS | Application of [1] and [2]; transaction strategy is author interpretation, not a guarantee of outcome.

13 / BUYER DECISIONS

For buyers: limited inventory rewards preparation more than aggression.

The objective is to know when to compete and when to wait.

Separate scarcity from value

A home can be scarce and still be overpriced relative to condition, location or alternatives.

Use market time intelligently

The monthly median was 25 days, but the rolling existing-home measure was 13 days. Ask which source population best matches the property.

Negotiate the full package

Price is one lever. Closing timing, repairs, credits and contingencies may matter more to a particular seller.

Move fast only when the evidence fits

Preparation allows decisive action on a well-positioned home without treating every listing as a bidding war.

SOURCE & BASIS | Application of source and analytical evidence; property-specific due diligence remains necessary.

14 / SELL & BUY EXAMPLE

A two-sided move requires two market reads.

Hypothetical example: selling in Central Point while buying elsewhere in Jackson County.

Suppose a homeowner wants to sell a well-maintained Central Point home and purchase a replacement property in a market with more months of supply. The useful question is not “Is this a seller market or a buyer market?” It is “Where do I have leverage on each side?”

Decision	Central Point sale	Replacement purchase
Supply	2.7 months in August DOMUS	Use the target community’s own current supply
Timing	Prepare before listing; watch early response	Coordinate financing and contingency windows
Pricing	Compete against active alternatives	Test seller motivation and condition
Risk	Overpricing can consume scarce early attention	Waiting can cost a strong property if target supply is thin

Why this matters

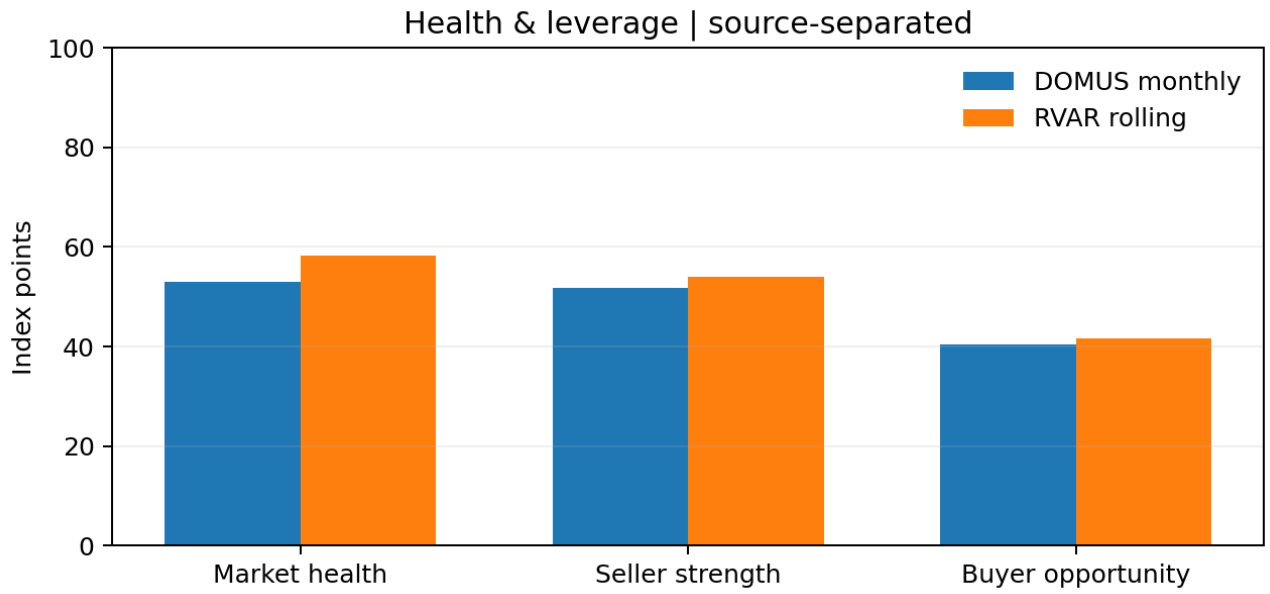
The same household can be a seller in a relatively tight market and a buyer in a looser one. The correct strategy can differ on each side of the move.

SOURCE & BASIS | Hypothetical example only. No property-specific financial advice or guarantee is implied.

15 / MARKET DYNAMICS & HEALTH

The models lean seller-supportive, but they do not call the market one-sided.

T12 describes current behavior; T13 synthesizes health, leverage and risk.



View	Health	Seller	Buyer	Leverage	Risk
DOMUS monthly	53.1 / Mixed	51.9	40.4	Seller-Leaning	33.7
RVAR rolling existing	58.2 / Healthy	54.1	41.6	Seller-Favored	24.5

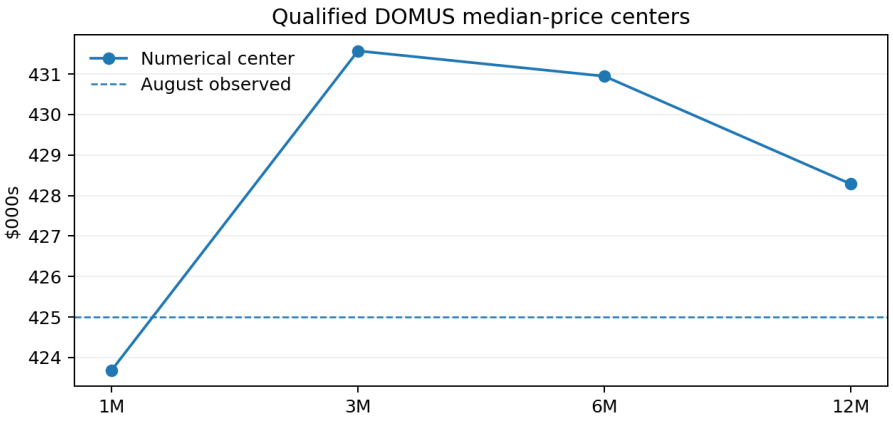
The monthly model is Mixed and Seller-Leaning; the rolling existing-home model is Healthy and Seller-Favored. That difference is not a contradiction: the models are evaluating different source populations and windows. Shared underlying inputs also mean agreement across T12/T13 is not independent confirmation.

SOURCE & BASIS | [3] Native T12-v2 and Health-v3 records for Central Point, August 2026.

16 / MARKET OUTLOOK

The numerical outlook is close to current levels, not a dramatic directional call.

T14 publishes qualified source-specific centers; direction and intervals carry separate permissions.



Horizon	Aug observed	Numerical center	Diag. conf.	Direction permission
1 month	$425,000	$423,684	86.5	Direction Descriptive Only
3 month	$425,000	$431,570	85.7	Direction Descriptive Only
6 month	$425,000	$430,945	80.2	Direction Descriptive Only
12 month	$425,000	$428,284	79.2	Direction Descriptive Only

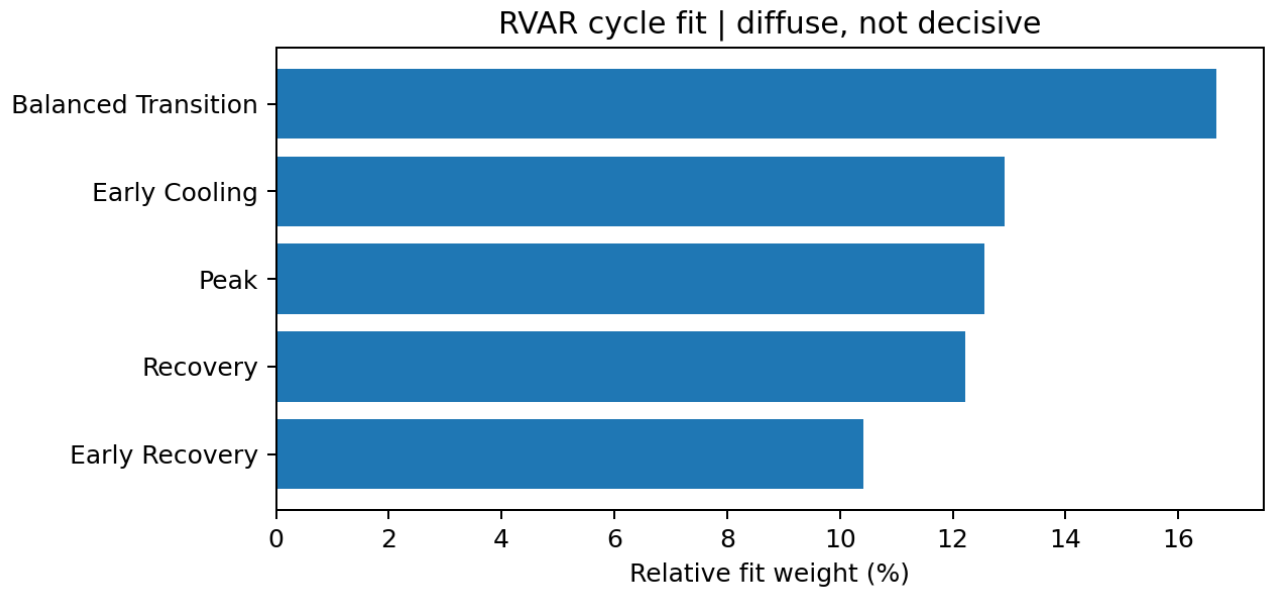
The DOMUS median-price centers range from roughly $424,000 to $432,000 across the published horizons. That narrow clustering is useful as a planning reference, but it is not a valuation range for a specific home and does not establish that the market will move in a straight line.

Claim boundary: Point forecasts are qualified numerical centers. Stored intervals are diagnostic, and directional labels are descriptive unless separately certified. Diagnostic confidence is not a measured probability of being correct.

17 / MARKET CYCLE POSITION

The cycle model is deliberately noncommittal.

High entropy means several phase descriptions fit similarly well.



Source	Primary fit	Weight	Secondary fit	Weight	Entropy
RVAR existing	Balanced Transition	16.7%	Early Cooling	12.9%	97.1
DOMUS monthly	Balanced Transition	17.6%	Early Cooling	13.1%	97.0

Balanced Transition is the leading fit in both source views, but its weight is under 18%. With normalized entropy near 97, the modeled state is diffuse. This should be read as “no decisive phase” rather than as a high-probability forecast of a particular future regime.

SOURCE & BASIS | [3] Cycle-v3 Central Point records, August 2026. Phase weights are relative prototype fit, not calibrated event probabilities.

18 / WHAT TO WATCH

Four signals will tell us whether the market is strengthening or loosening.

Pending sales

A sustained rise with stable supply would strengthen the demand case.

Inventory and months of supply

A material rebuild would give buyers more alternatives and weaken the scarcity argument.

List-price realization

A recovery toward or above 99% would support seller leverage; further slippage would suggest more negotiation.

Rolling existing-home sales and DOM

Stable or rising rolling volume with short cumulative DOM would confirm that the broader market remains liquid.

No single indicator should carry the entire narrative. The most useful update will be whether demand, supply and transaction efficiency begin moving in the same direction.

SOURCE & BASIS | Watchlist derived from the same source definitions used throughout this report.

19 / SOURCES & METHOD

How to read the evidence without mixing unlike measures.

Reference	Identity	Use
[1] DOMUS August monthly	Jackson+Co+Market+Summary+8-26.pdf, Central Point source page 5	Monthly single-family residence observations and printed YoY comparisons.
[2] RVAR August rolling	Jackson+Co+Residential+Statistics+826.pdf	Rolling existing homes, new construction and month-end inventory within RVAR reporting scope.
[3] Promoted analytical record	JCMI-2026-08-MARKET-ONLY-PRODUCTION-v1.0	T12-v2, Health-v3, routed MarketOutlook-v4 and Cycle-v3 for Geography_ID 250.
[4] Publication standard	Market Intelligence Publication Standard v1.0	Public report architecture, glossary meanings and source-separation rules.

DOMUS monthly and RVAR rolling observations use different windows and may cover different property populations. Their counts, medians and inventory figures are therefore presented side by side rather than averaged or added. July values printed in an August source report are also kept distinct from July values frozen with model inputs.

No market model was rerun or retuned to create this report. Missing values remain missing. The promoted August release and its monitoring qualifications remain unchanged. This publication does not update Client Intelligence.

How to use this report

Use the source facts and analytical tools to frame the right questions for a specific property. Do not convert a citywide median, model score or forecast center into a property-level valuation without comparable-sale and active-competition analysis.

SOURCE & BASIS | Prepared from authenticated project sources and the promoted August 2026 market-only release.

20 / GLOSSARY

Key terms used in this report.

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 Central Point 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.

21 / GLOSSARY CONTINUED

Analytical and forecast terms.

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. An August 2026 origin with a twelve-month horizon targets August 2027; it cannot be scored as mature in September 2026.

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. The frozen Cycle-v3 illustration uses 55% current raw value and 45% prior smoothed value.

Closing note

Market intelligence is most useful when it sharpens the property-specific questions. It should not replace a comparative market analysis, inspection, appraisal, financing analysis or legal/tax advice.

SOURCE & BASIS | Glossary meanings adapted from the approved Market Intelligence Publication Standard; definitions are preserved.