01 / COVER

GRANTS PASS MARKET INTELLIGENCE

October 2026 | Website Edition v1.2 | Two ZIPs, two clocks — and a change in the year

October did more than reduce the number of homes sold. It moved Grants Pass from a narrow year-to-date sales lead into a deficit. Yet 97526 has carried weaker annual activity, while 97527 is giving back a stronger summer. Both deserve their own market interpretation.

MONTHLY GRANTS PASS SINGLE-FAMILY MARKET	OCTOBER 2026
Closed sales	48
Pending sales	56
Median sale price	$389,950
Median days on market	39
Calculated months of supply	6.2

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Market observations through October 31, 2026. Revised November 9, 2026. Complimentary market intelligence for buyers, sellers and owners weighing their next move.

> Fewer closings. A slower turnover rate. Two different ZIP-code stories.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified. Calculated supply: 298 active / 48 October closings = 6.2 months.

02 / EXECUTIVE MARKET THESIS

The market lost transactions faster than it lost competing homes.

October is fundamentally an absorption story — not an inventory surge.

Grants Pass recorded **48 completed single-family sales**, down from 73 one year earlier (−34.2%). Active listings declined only 4.2%, from 311 to 298. As purchases fell far faster than available choices, calculated months of supply rose from 4.3 to 6.2. This is weaker turnover, not a wave of newly added listings.

The year-to-date sequence matters: within the same October publication, January–September closings were 572 versus 570 in 2025. October's 48 versus 73 changed that two-sale lead into a **23-sale deficit**. The year did not deteriorate evenly; its balance moved sharply in October.

ZIP performance is not interchangeable. In 97526, the annual closing count is behind by 33, yet successful October sales reached a 35-day median market time. In 97527, the annual closing count remains ahead by ten, but October successful sales had a 60-day median. Price medians also diverged. These are different buyer journeys.

For sellers, evaluate competing homes, preparation and terms before choosing a launch price. For buyers, compare substitutes and inspection needs carefully. No market median or score can substitute for a property-specific analysis.

> The number of completed purchases changed more than the number of competing homes. That is the starting point for a realistic plan.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified.

03 / MONTHLY GRANTS PASS DASHBOARD

The October snapshot, with the comparisons that matter.

Monthly single-family activity across the Grants Pass reporting area.

Measure	Oct 2026	Oct 2025	Sep 2026*	YoY
Median sale price	$389,950	$420,000	$464,250	-7.2%
Closed sales	48	73	68	-34.2%
Pending sales	56	72	54	-22.2%
New listings	76	85	88	-10.6%
Median DOM	39	58	40	-32.8%
Price per sq.ft.	$252	$259	$252	-2.7%
List price received	97.3%	97.8%	97.8%	-0.5 pp
Active inventory	298	311	303	-4.2%
Calculated supply	6.2 months	4.3 months	4.5 months	+45.7%

The strongest warning in this dashboard is the drop in completed transactions. October closings were down 34.2% from last year and 29.4% from September. Yet the number of active listings was slightly lower than a year ago. The market's problem was not a sudden surge of homes for sale; it was a slower pace of buyers completing purchases.

That distinction matters when a seller asks, "Why is my competition still difficult if there are fewer listings?" A smaller field can still feel crowded when fewer buyers are moving through it. For buyers, the same figures suggest more time to compare in parts of the market, but they do not reveal how many of the 298 listings actually meet a particular budget or need.

The price and time measures add nuance. A lower median does not establish that every home lost value, and faster completed sales do not establish that every listing became easier to sell. Read the dashboard as a set of questions for the property, then use comparable sales and current competition to answer them.

> Read the price, flow and time measures together. No single row describes the next buyer's full set of choices.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

04 / THE SHAPE OF 2026

October changed the year’s balance, not just the monthly headline.

A modest citywide lead became a deficit. The two ZIPs arrived there by different paths.

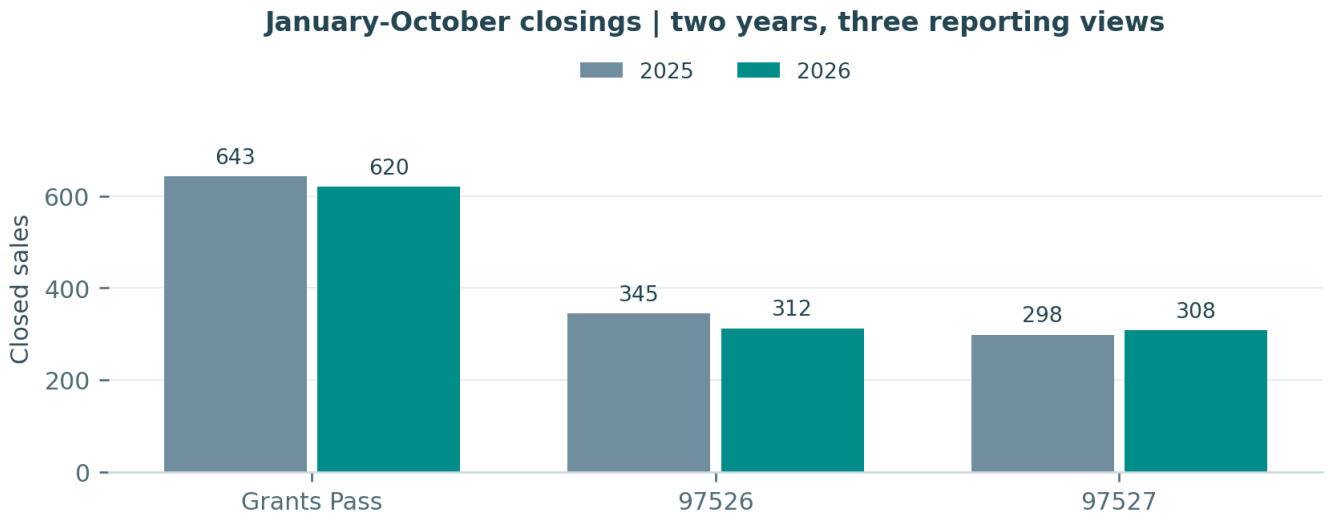

Figure 1. January-October closed sales from the October DOMUS publication. January-September comparisons in the text are derived within that same publication.

Through October, Grants Pass recorded 620 closings versus 643 in 2025. The October publication lets us see how much of that gap arrived in the latest month: subtract October’s 48 from 620 and the earlier total is 572; subtract last October’s 73 from 643 and the comparison is 570. A two-sale lead through September became a 23-sale deficit after October.

The same arithmetic tells two different ZIP stories. Before October, 97526 was already 23 sales behind the prior year; October widened that gap to 33. By contrast, 97527 entered October 25 sales ahead and finished ten ahead. The latest weakness is real in both places, but its place in the year is different.

For a seller in 97526, the concern is a smaller pool of completed and pending transactions across much of the year. For a seller in 97527, the concern is whether the recent loss of pace continues after a more active earlier period. Buyers should make the same distinction: a weak month may create negotiating questions without proving that the entire year has been weak.

These totals describe activity, not a count of motivated or qualified buyers still in the market. The next useful evidence is whether new contracts replenish closings and whether directly competing homes attract serious interest.

> The most useful distinction: 97526 is behind for the year; 97527 is ahead for the year but entered autumn more slowly.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

05 / CONTRACTS AND LISTINGS

The next chapter begins with contracts, not completed sales.

Pending transactions are an early activity signal, not a guaranteed closing schedule.

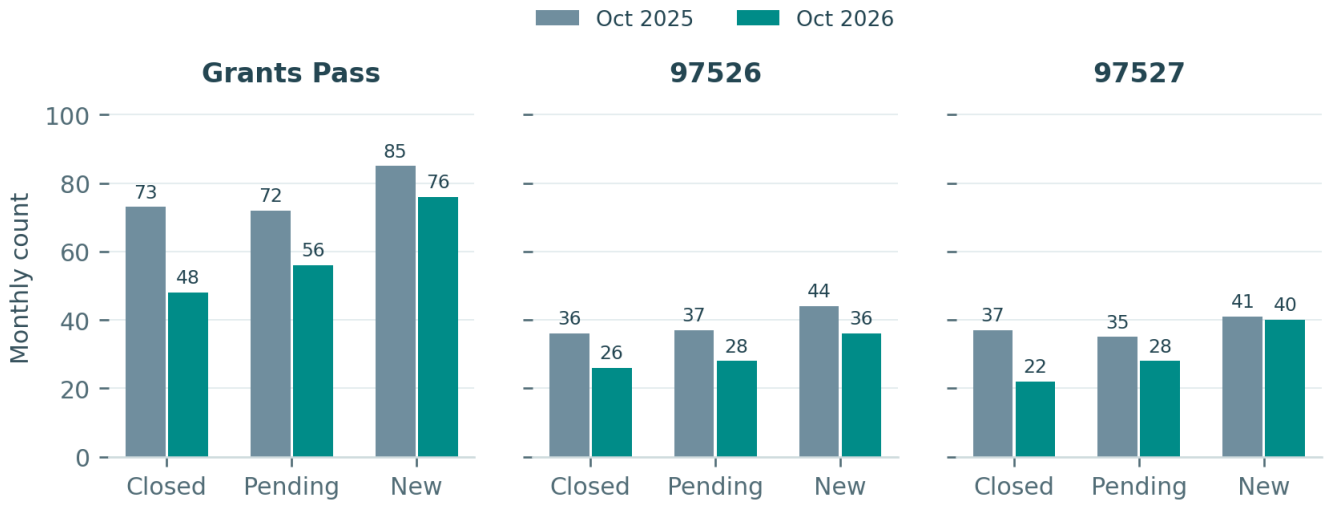

Figure 2. October 2025 versus 2026 closed sales, pending sales and new listings. Each reporting view is shown separately.

Closings tell us what made it across the finish line. Pending sales tell us that buyers and sellers have reached new agreements, although financing, inspections and timing can still change the outcome. October's 56 citywide pending sales were a modest improvement from September's 54, but remained below last October's 72.

The improvement came from 97527, where pending sales rose from 23 to 28. In 97526, they fell from 31 to 28. The two ZIPs ended with the same number of new contracts, but one was rebuilding from a weaker September and the other was losing momentum. Equal totals do not always tell equal stories.

Citywide new listings fell to 76 from 85 a year earlier. A lighter flow of new competition may help existing listings, but only if buyers find the available homes compelling. Fewer new listings cannot by itself restore the closing pace.

For sellers, watch which comparable homes move into contract and what changed before they did: price, presentation, availability or terms. For buyers, a rise in contracts is a reason to keep track of the best alternatives. It is not a reason to abandon diligence or assume that every listing is about to become more competitive.

> 97527 has a tentative pipeline improvement; 97526 still needs a stronger contract signal.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

06 / CONTRACT FLOW / SEVEN MONTHS

Equal October contracts conceal unequal trajectories.

Both ZIPs recorded 28 new pendings. The preceding months and listing flows were different.

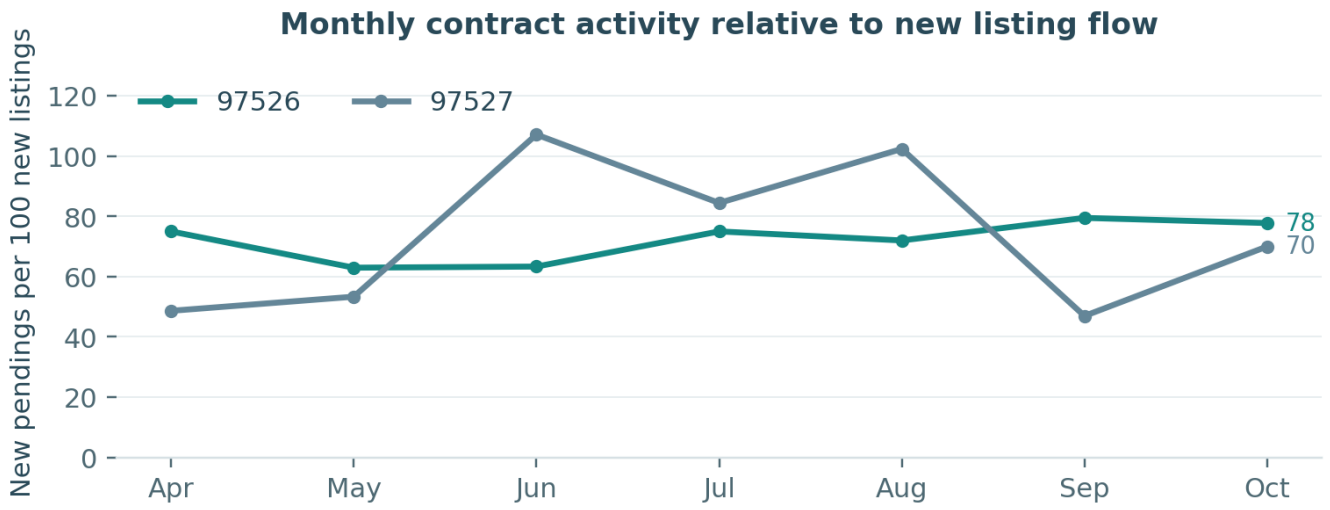

Figure 3. April–October newly pending transactions per 100 new listings, calculated from the corresponding published monthly counts. This is not a verified listing-to-contract conversion rate.

In 97526, 28 newly pending transactions compared with 36 new listings during October — about 78 new pendings for each 100 new listings. In 97527, the corresponding count was 28 versus 40, or 70 per 100. These ratios describe monthly activity, **not** the conversion rate of a known cohort of listed homes.

The monthly history shows 97527 pendings dropping to 23 in September before recovering to 28. In 97526, October's 28 followed 31 in September and 36 in August. October therefore brought a modest contract rebound to one ZIP while the other continued easing.

Neither ratio tells us how many of these contracts will close, what concessions they involve, or how long a listed home will remain available. The point is to watch whether fresh buyer commitments begin to offset the smaller closing pipeline.

> The same 28 pending contracts can describe very different recent market paths.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified.

07 / MARKET TIME

Thirty-five days and sixty days call for different expectations.

These medians describe the homes that closed, not all homes still for sale.

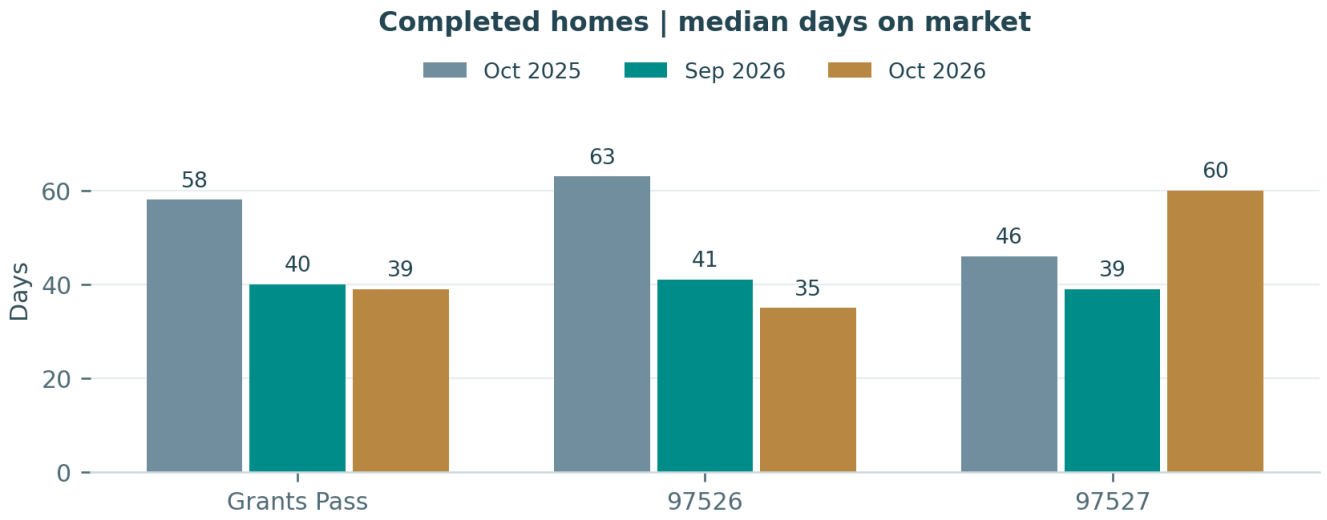

Figure 4. DOMUS sold-home median DOM. September uses archived observations; October 2025 is the current publication's comparison.

In 97526, October's 35-day median was below 41 in September and 63 a year earlier. Successful sellers were reaching a sale more quickly than those comparators suggest, even with fewer completed transactions. Faster sold homes do not establish that every active listing is well positioned.

In 97527, the median rose to 60 days from 39 in September and 46 last October. The monthly statistic also resembles July's 63-day reading rather than a smooth, uninterrupted deterioration. Twenty-two October closings are a limited sample of the wider market.

Citywide Grants Pass finished at 39 days versus 40 in September. That small citywide change conceals a meaningful ZIP split. For a seller, the practical next step is to inspect the age, condition and price history of direct competitors. For a buyer, ask whether the property has failed to attract offers or simply needs a different closing schedule.

There is also a selection effect worth remembering: the homes that did not sell are absent from a sold-home median. A seller whose property has been available longer than 35 days is not automatically outside the market, and a buyer looking at a 60-day listing is not automatically looking at a distressed seller. The useful comparison is with similar homes, their asking-price changes and the reasons buyers chose or passed on them.

> A sold-home median is context for a launch plan, not a promise about how many days your home will take.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

08 / MONTHS OF SUPPLY

Supply increased because the closing pace weakened.

The simple math: available listings divided by the latest month's completed sales.

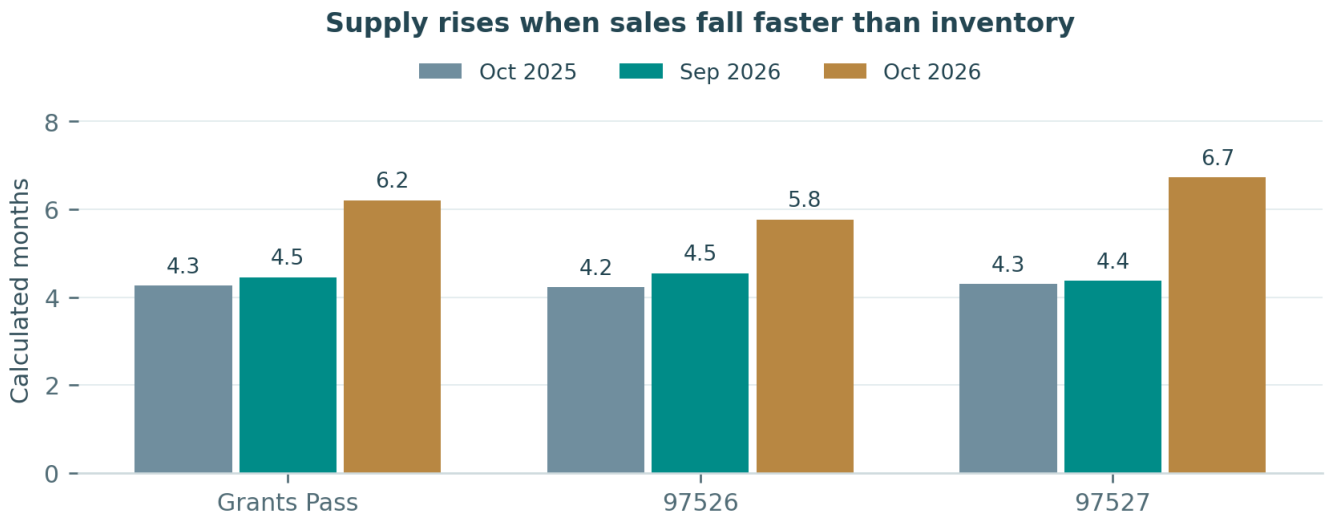

Figure 5. Active inventory divided by monthly closed sales, calculated consistently for all three periods. This chart uses September counts.

Citywide: 298 active listings / 48 October closings = 6.2 months of supply. At last October's figures, 311 / 73 = 4.3 months. There were 13 fewer active listings this year, yet each month's completed sales absorbed a smaller share of the available stock. That is how supply can rise without more homes coming onto the market.

97526: 150 / 26 = 5.8 months. 97527: 148 / 22 = 6.7 months. Their inventory counts are almost the same. The difference comes largely from the slower October closing pace in 97527. The ratio puts competition and activity into the same frame instead of asking us to interpret either count alone.

Think of supply as a pace check, not a countdown. It asks how long today's inventory would last if sales continued at this month's rate and no new listings arrived. Real markets do not stand still: homes enter and leave the market, contracts fall through, and different price ranges move at different speeds.

For a seller, rising supply is a reason to sharpen the offering and monitor the response. For a buyer, it is a reason to compare alternatives and terms. Neither should apply the ZIP-wide ratio to a particular home without checking whether its closest substitutes are plentiful or scarce.

> The market does not need a surge in listings to become more competitive for sellers.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

09 / MEDIANS AND PRICE PER FOOT

The price story changes when you look beyond the midpoint.

The monthly median reflects the homes that sold, not a repeated sale of the same house.

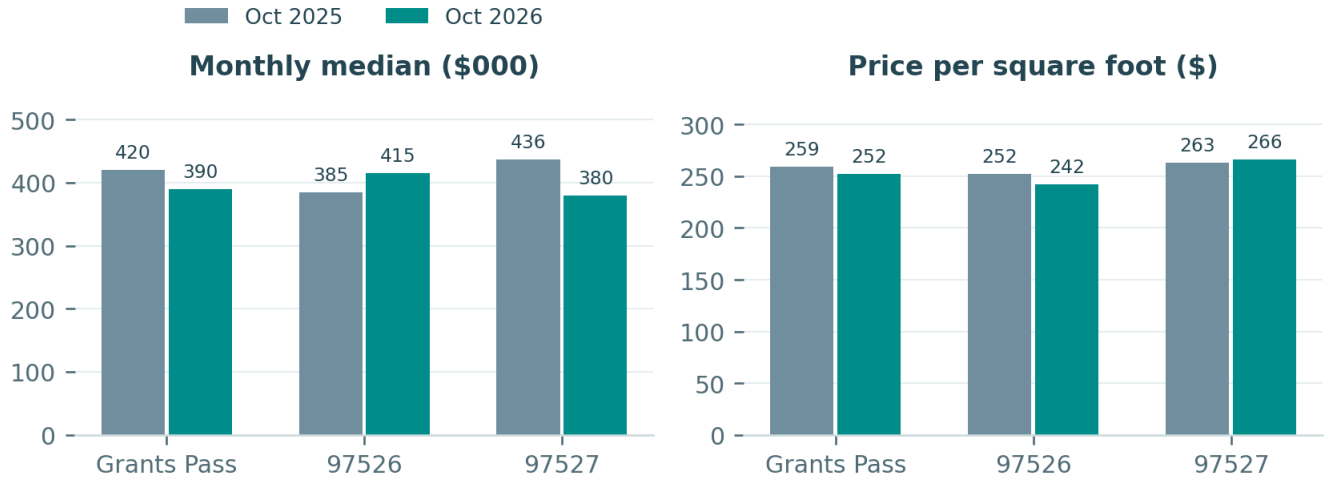

Figure 6. Monthly median sale price and reported price per square foot, October 2025 versus 2026. The measures are shown on separate axes and retain their own units.

97526's October median rose 7.8% from $384,950 to $415,000, while reported price per square foot fell from $252 to $242. Those measures point in different directions. A larger or differently composed closing mix could contribute, but this source does not provide the property-level breakdown needed to attribute the cause.

97527 shows the reverse pattern: its median fell 13.0% to $379,900 while price per square foot edged up from $263 to $266. The year-to-date median of $425,000 is also much higher than the October-only median. A weak monthly midpoint is not evidence that every comparable property lost 13% of its value.

For both buyers and sellers, compare like-for-like sold properties and today's substitutes. Size, acreage, condition, improvements, location and financing suitability can matter more than the direction of a ZIP median.

Imagine two months with the same underlying property values, but a different set of homes reaching closing. More larger homes in one month can raise the median even if comparable homes have not become more expensive. Conversely, a month with more modest homes can lower the median without creating an across-the-board bargain. We do not have enough property-level detail here to assign October's change to that cause; the example explains why the statistic needs a comparable-sales check.

> A median tells us about the middle closing. A comparative market analysis tells us about the subject property.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

10 / PRICE REALIZATION

Near-list closings can follow a difficult pricing journey.

Reported list-price realization is not original asking-price performance or seller net.

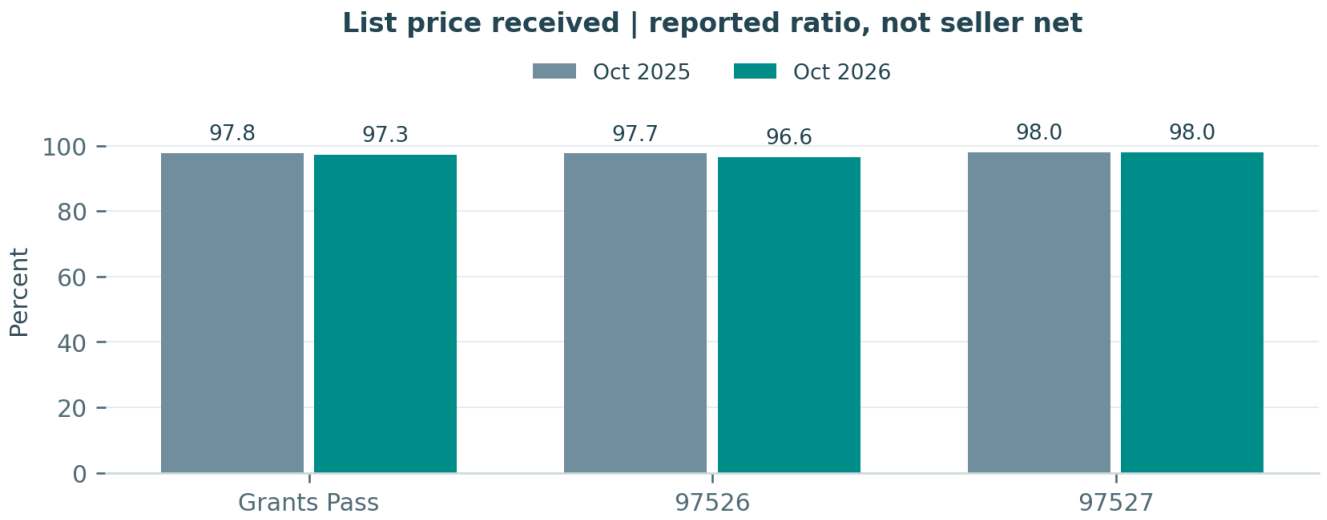

Figure 7. Reported percentage of list price received. Change is measured in percentage points; incentives and earlier reductions are not established by this ratio.

Grants Pass received 97.3% of reported list price in October, compared with 97.8% a year earlier. 97526 was 96.6% versus 97.7%; 97527 held 98.0%. Read those ratios beside 35 days in 97526 and 60 days in 97527: closing near list and taking longer can occur together.

The statistic does not show the original asking price, earlier reductions, repairs or credits. A home can spend weeks overpriced, reduce its asking price and then close near that revised figure. The market-wide ratio is not a justified discount to apply mechanically to an offer.

We focus on the best achievable net and the likelihood of closing. A slightly lower headline offer with sound financing and manageable conditions may outperform a larger number with material appraisal or execution exposure. Those judgments require the actual terms, not a ZIP average.

For example, a home initially offered at $450,000, reduced to $425,000 and sold for $416,500 would close at 98% of the revised list price. It would still be $33,500 below the original ask. This is an illustration, not a Grants Pass transaction. It shows why “close to asking” and “the original pricing strategy worked” are different conclusions.

> Price accurately at launch, then evaluate the quality of the offer rather than the headline alone.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

11 / THE MONTHLY STORY / APRIL TO OCTOBER

October is the softest closing month in our April-October record.

Summer activity gave way to a quieter October, with a different turning point in each ZIP.

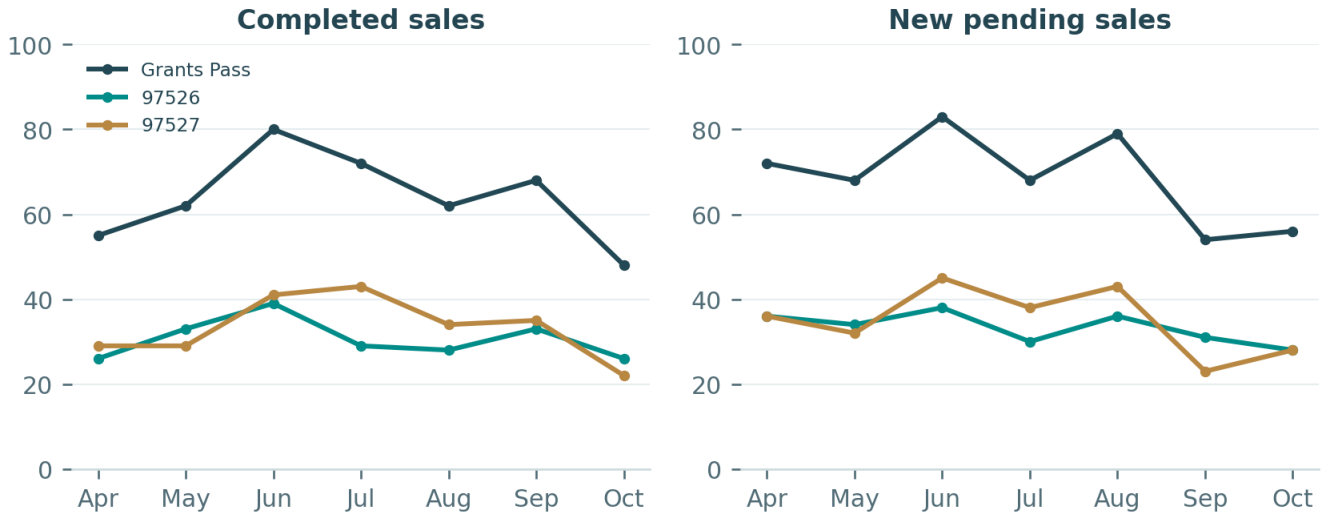

Figure 8. April-October 2026 DOMUS monthly closings and pendings. These are observed months; prior-year comparison cells are not additional history.

Grants Pass closings climbed from 55 in April to 80 in June, then moved through 72, 62 and 68 before October's 48. The current month is the lowest in this seven-month series. Pending activity also retreated from 83 in June and 79 in August, although it improved from 54 to 56 in October.

The ZIP peaks arrived at different times. 97526 reached 39 closings in June; 97527 reached 43 in July. By October they were 26 and 22. The 97527 drop from its summer high is larger, but its cumulative year-to-date lead survives. That is why the month, the series and the YTD totals belong beside one another.

We do not infer a normal winter pattern from seven months. The longer RVAR record supplies historical context for its own urban-growth-boundary group. It cannot be substituted for missing citywide monthly history.

The practical lesson is to update expectations as the market changes. A seller remembering June's activity may be anchoring a November decision to a different pace. A buyer who waited through the summer should re-examine the current alternatives rather than assume that yesterday's competition still applies. The history helps us recognize change; current comparable homes determine what to do about it.

> A credible recovery would need more than one better pending count: watch whether the next reports turn contracts into sustained activity.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

12 / THE ROLLING EXISTING-HOME MARKET

The urban-core view is also thinner, but the speed signals differ.

RVAR describes August-October existing-home activity within urban growth boundaries.

RVAR August-October 2026	97526	97527
Existing-home closings	64 vs 86 prior	57 vs 64 prior
Median price	$356,500	$370,000
Cumulative median DOM	37 days	35 days
Oct 31 residential inventory	81 active	78 active

The separate urban-area report adds a useful second view. Across August through October, 97526 recorded 64 existing-home closings versus 86 in the year-earlier comparison, while 97527 recorded 57 versus 64. Both were quieter than last year, but the decline was larger in 97526.

The price evidence is softer in this view too: the rolling median was $356,500 in 97526 and $370,000 in 97527, below their respective year-earlier comparisons. These are medians for a different group of homes over three months. They should help test a pricing story, not be substituted for the broader monthly ZIP figures.

The most useful contrast is market time. The 97527 rolling measure was 35 days, while its broader October-only single-family figure was 60. Those are not two answers to an identical question. An in-town existing home and a property elsewhere in the ZIP may face different competition, and one slow month can look different from a three-month window.

For a homeowner, the next step is to identify which group most closely describes the property. A citywide headline can start the conversation; the relevant neighborhood, property type and recent competitors make it specific.

> Different groups can reveal different negotiating conditions without either source being wrong.

SOURCE & BASIS | Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. August-October activity within urban growth boundaries; inventory is the October 31 residential snapshot.

13 / HISTORICAL PERSPECTIVE

The longer record puts the autumn slowdown in proportion.

Forty-two RVAR observations span May 2023 through October 2026.

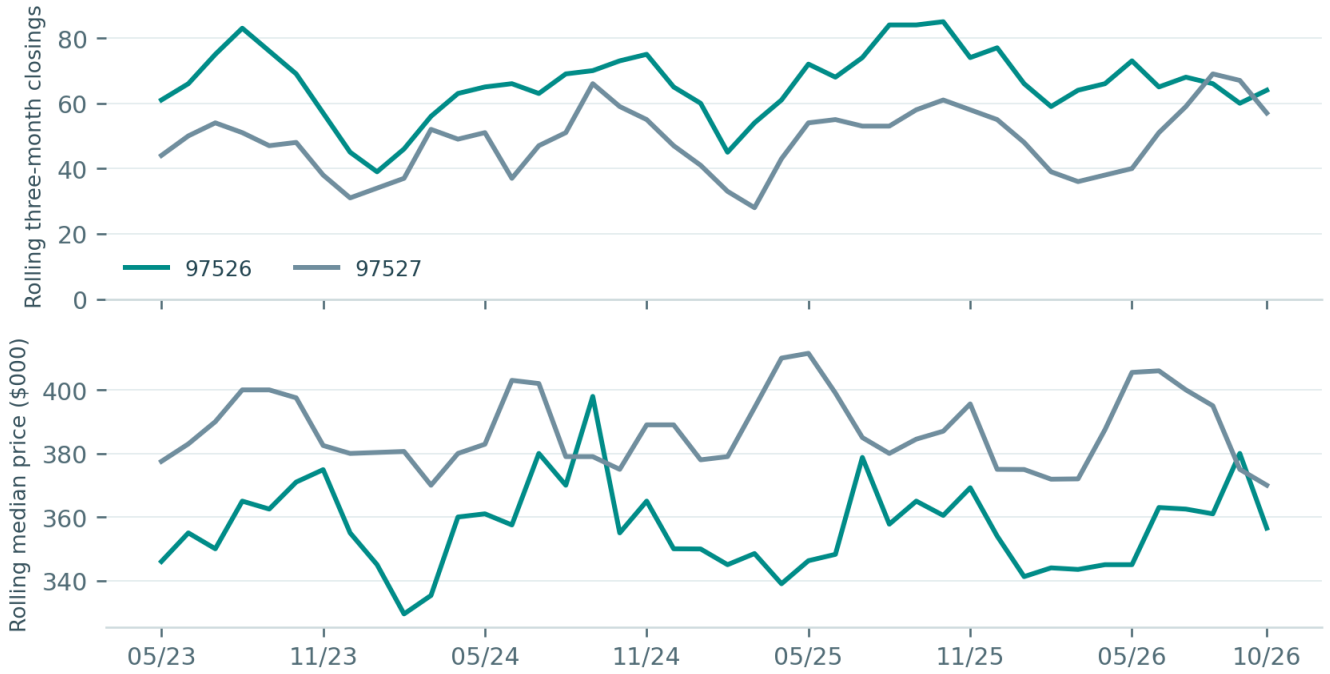

Figure 9. RVAR rolling existing-home sales and medians. Price axis is in thousands of dollars. Windows overlap; observations remain in their original reports.

97526's 64 rolling closings sit near the middle of the 39-to-85 range shown in this history. The latest activity is weak against last autumn, but it is not near the lowest level in the record. October 2025 was the archived high, which makes that year-over-year comparison especially demanding.

97527 has also been through quieter periods. Its 57 rolling closings exceed the 28 recorded in March 2025, though they are below this year's August high of 69. Its $370,000 rolling median is tied with March 2024 at the low end of the series. Price and transaction volume therefore have not returned to the same historical position.

That distinction helps keep the language proportionate. The market has given back activity from recent stronger periods; the chart does not show every measure at a historical low. Nor does a past rebound promise a new one. The history provides a range of experience against which to judge today's conditions.

For sellers, a quieter market calls for a competitive plan, not a conclusion that homes cannot sell. For buyers, a lower transaction median is a prompt to investigate value, not proof of a bargain. These overlapping three-month observations show changes in pace; they must not be added together as if each were a separate quarter.

> The October market is softer than its recent high, but a historical comparison is more useful than declaring a collapse from one month.

SOURCE & BASIS | Southern Oregon MLS / RVAR, monthly residential reports, May 2023-October 2026. Each observation covers three overlapping months. Historical values are those published at the time.

14 / FOUR OCTOBERS IN CONTEXT

The same month offers context, not a seasonal rule.

Archived October observations keep the original historical record visible.

October report	97526 sales / median / DOM	97527 sales / median / DOM
2023	69 / $371,000 / 12	48 / $397,500 / 20
2024	73 / $355,000 / 53	59 / $375,000 / 40
2025	85 / $360,500 / 35	61 / $387,000 / 61
2026	64 / $356,500 / 37	57 / $370,000 / 35

97526 has the fewest rolling closings among these four October reports. Its current median, however, sits between the earlier readings. Market time is far longer than the 12 days recorded in 2023 and shorter than the 53 days recorded in 2024. A slower sales count has not produced one simple pattern across price and speed.

97527 tells another mixed story. Its 57 closings exceed October 2023's 48 but fall below the archived 2024 and 2025 counts. The median has moved lower across these October snapshots, yet the current 35-day market time is faster than the previous two October readings.

The value of a same-month comparison is perspective: it reminds us that "October market" is not a fixed condition. Different years have brought different combinations of available homes, completed sales and buyer choices. Four observations cannot establish that a particular month is always best for buying or selling.

We would use this history to challenge an overly simple assumption, then return to the household's actual decision. If the home, price and timing work, a calendar rule should not replace a property-specific analysis.

> History is most useful when its definitions and source notes stay visible.

SOURCE & BASIS | Southern Oregon MLS / RVAR, monthly residential reports, May 2023-October 2026. Each observation covers three overlapping months. Historical values are those published at the time.

15 / THE 2026 ROLLING PULSE

97526 peaked earlier; 97527 built into late summer.

A citywide summary hides different paths through the year.

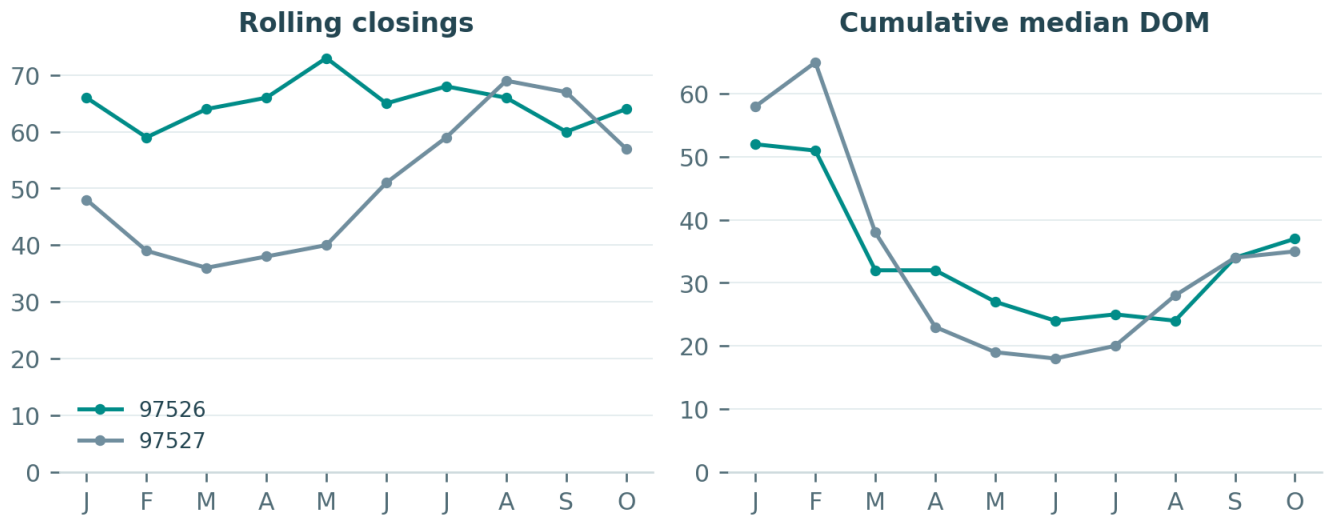

Figure 10. January-October 2026 RVAR rolling existing-home sales and cumulative median DOM. Month labels identify the end of each overlapping three-month window.

97526's rolling existing-home count was 66 in January, reached 73 in May and ended October at 64. Its market time shortened from 52 days in January to 24 in June and August, then lengthened to 37. October's volume improved from September's 60, but the speed measure continued to soften.

97527 started at 48 rolling sales in January, fell to 36 in March and climbed to 69 in August before easing to 57. Its cumulative median DOM moved from 65 days in February to 18 in June, then 35 by October. The autumn change follows a substantial recovery in transaction activity earlier in the year.

The current evidence therefore does not say that both ZIP markets weakened steadily all year. 97527 had a stronger summer build; 97526's sales pulse was less expansive. Buyers and sellers should compare the present with the relevant stage of that history, not just the last report.

That sequence also explains why a seller's recent experience can differ from the annual headline. A home introduced during stronger summer activity may have faced a different response than one arriving in October. Reassessing the competition is not abandoning the plan; it is keeping the plan current.

> Track volume and speed together: activity can stabilize before marketing time improves.

SOURCE & BASIS | Southern Oregon MLS / RVAR, monthly residential reports, May 2023-October 2026. Each observation covers three overlapping months. Historical values are those published at the time.

16 / TWO INVENTORY VIEWS

Your mailing ZIP is the starting point, not the whole market.

In-town homes and properties beyond the urban area can share a ZIP and face different competition.

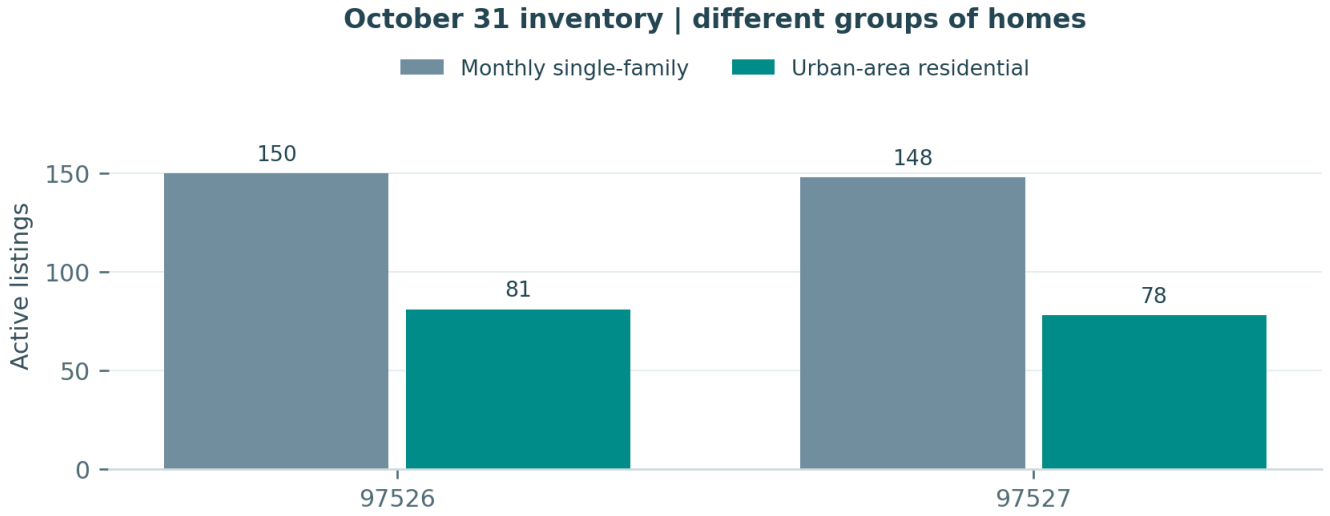

Figure 11. October 31 active inventory under two source definitions. Values are shown side by side; they are not merged or used as interchangeable denominators.

The monthly single-family report shows 150 active listings in 97526 and 148 in 97527. The urban-area residential report shows 81 and 78. Neither count should be chosen simply because it supports a preferred conclusion. Each describes a different set of properties.

A home on acreage may share a mailing ZIP with a compact in-town home, but a buyer may not consider the two substitutes. Usable land, maintenance, private systems, outbuildings and access can change both the appeal and the cost of ownership. The relevant market is the set of homes that compete for the same buyer’s decision.

The urban-area report also includes residential property types beyond the single-family category used in the monthly report. Because the boundaries and property groups differ, we cannot subtract the two inventories and call the remainder rural listings. Nor can we divide one report’s inventory by the other’s sales to calculate a meaningful supply figure.

For sellers, this means identifying the right competitors before deciding that the market is crowded. For buyers, it means comparing the complete ownership proposition, not just the ZIP, bedroom count or asking price.

> Start with the property’s location and type, then choose the relevant market evidence.

SOURCE & BASIS | Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. August-October activity within urban growth boundaries; inventory is the October 31 residential snapshot.

17 / NEW CONSTRUCTION

A small builder sample deserves a narrow conclusion.

New homes have their own pricing, completion timing and incentive structure.

RVAR new construction | Aug-Oct	97526	97527
Closed sales 2026 /2025	0 /1	5 /5
Current median	Not available	$465,000
Prior-year median	Not available	$469,900
Current / prior median DOM	Not available	82 /76

RVAR reports no 97526 new-construction closings in the August-October window, compared with one a year earlier. A missing median is not a zero-dollar price, and zero completed sales does not establish that there are no homes under construction or available to purchase.

In 97527, five new homes closed, matching last year's count. The rolling median was $465,000 versus $469,900; cumulative median DOM was 82 days versus 76. Five transactions can be heavily influenced by which projects, floor plans and completion stages reached closing.

The October DOMUS monthly new-construction price is unavailable for the city and both ZIP views. We do not fill that gap with RVAR's rolling median. For a buyer comparing new and existing homes, inspect the actual net price after incentives, included finishes, financing terms, warranty coverage and completion obligations.

A new-home buyer may be comparing a finished house, a home nearing completion and an existing home that needs work. Those choices can have different financing costs, timelines and immediate cash requirements even at similar advertised prices. Put the included features, likely completion date and written terms beside the price before deciding which is the stronger value.

> A construction median is a description of the units that closed, not a price list for the next project.

SOURCE & BASIS | Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. August-October activity within urban growth boundaries; inventory is the October 31 residential snapshot.

18 / FINDING THE RIGHT COMPARISON

Start broad. Then narrow the evidence to the home.

The monthly and three-month views each contribute something useful.

Reporting group	Sales	Median	DOM	Supply / inventory
DOMUS city | October	48	$389,950	39	6.2 months
DOMUS 97526 | October	26	$415,000	35	5.8 months
DOMUS 97527 | October	22	$379,900	60	6.7 months
RVAR 97526 | Aug-Oct	64	$356,500	37	81 active*
RVAR 97527 | Aug-Oct	57	$370,000	35	78 active*

The citywide monthly report tells us the general direction of the latest activity. The two ZIP reports show where the experience differs. The urban-area existing-home reports add a longer view of transactions in a narrower geography. Together, they help us ask better questions than any one headline could.

Consider a home whose asking price sits above the citywide median. That alone does not make it overpriced. The question is whether comparable buyers can find similar space, condition, location and utility for less, and what recent purchasers paid for genuinely comparable homes.

The same logic applies when a property falls below the median. A lower price may reflect a smaller home, repairs, a different site or a different ownership obligation. The report provides the setting; a comparative market analysis explains the home’s position within it.

Our process moves from the broad market to the closest sold comparables and then to the properties a buyer can choose today. The most persuasive price is the one those comparisons support.

> A reporting area is a lens. A property’s true competition is a smaller, specific set.

SOURCE & BASIS | Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. August-October activity within urban growth boundaries; inventory is the October 31 residential snapshot.

19 / 97526 / THE MONTH

A higher median sits beside weaker activity and faster successful sales.

The apparently conflicting signals tell us to investigate the closing mix.

Measure	Oct 2026	Oct 2025	Sep 2026*	YoY
Median sale price	$415,000	$384,950	$495,000	+7.8%
Closed sales	26	36	33	-27.8%
Pending sales	28	37	31	-24.3%
New listings	36	44	39	-18.2%
Median DOM	35	63	41	-44.4%
Price per sq.ft.	$242	$252	$259	-4.0%
List price received	96.6%	97.7%	97.0%	-1.1 pp
Active inventory	150	152	150	-1.3%
Calculated supply	5.8 months	4.2 months	4.5 months	+36.6%

97526 completed 26 October sales versus 36 a year earlier. Pendings were 28 versus 37, and new listings were 36 versus 44. The volume and contract picture is softer even though the median price increased to $415,000 and market time shortened to 35 days.

Against September, closings declined from 33 and pendings from 31. Inventory held at 150, so calculated supply increased to 5.8 months. The 35-day median and lower realized list-price ratio of 96.6% suggest that speed and pricing discipline need to be considered together; neither proves a concession amount for an individual listing.

The median gain does not establish broad appreciation. Reported price per square foot fell year over year, and the RVAR rolling existing-home median also softened. Before recommending a price, test whether the subject competes with the homes behind the higher monthly median or a different part of the market.

For a seller, the encouraging part is that appropriately matched homes are still reaching closing in a relatively short period. The caution is that fewer buyers are making that journey. Preparation, access and an accurate opening price become more important when the market offers fewer opportunities to correct a weak first impression.

> 97526 sellers have evidence that correctly positioned homes can move, but less evidence that aggressive asking prices will be rewarded.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

20 / 97527 / THE MONTH

The closing market slowed sharply, while new contracts offered a counterpoint.

Longer market time and an improving pipeline can both be true.

Measure	Oct 2026	Oct 2025	Sep 2026*	YoY
Median sale price	$379,900	$436,500	$442,000	-13.0%
Closed sales	22	37	35	-40.5%
Pending sales	28	35	23	-20.0%
New listings	40	41	49	-2.4%
Median DOM	60	46	39	+30.4%
Price per sq.ft.	$266	$263	$248	+1.1%
List price received	98.0%	98.0%	98.6%	+0.0 pp
Active inventory	148	159	153	-6.9%
Calculated supply	6.7 months	4.3 months	4.4 months	+56.5%

97527 closed 22 sales versus 37 last October and 35 in September. Its 60-day median market time was longer than 46 a year earlier and 39 in the archived previous month. The median price fell to $379,900, but price per square foot rose to $266 from $263 a year earlier.

Pendings improved from 23 in September to 28 in October, though they remained below 35 last October. Inventory eased from 153 to 148. The improvement in contracts and the smaller active count are constructive counterpoints to weak closings; they have not yet restored the sales pace.

The resulting 6.7 months of supply is the highest of the three monthly views. That can widen a buyer’s choices, but the availability of truly substitutable homes still depends on property type, condition and location. A scarce, well-prepared home can behave differently from the ZIP statistic.

For sellers, the improvement in contracts is worth watching, but it should not become an excuse to postpone a needed adjustment. For buyers, the slower pace may allow more comparison and discussion of terms. The strongest negotiating position still begins with evidence about the specific home and a credible ability to close.

> 97527 is the clearer monthly buyer-opportunity story, with a pending-sales improvement worth watching.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

21 / ZIP DIVERGENCE

Similar inventory, different closing speed and different price signals.

The most useful comparison is a set of tradeoffs, not a ZIP ranking.

October signal	97526	97527
Active / pending	150 /28	148 /28
Closed sales / median DOM	26 /35 days	22 /60 days
Median price	$415,000	$379,900
Reported price per sq.ft.	$242	$266
List price received	96.6%	98.0%
Calculated supply	5.8 months	6.7 months

The ZIP views have nearly equal inventory: 150 listings in 97526 and 148 in 97527. Their October pendings are identical at 28. Yet 97526 closed 26 homes with a 35-day median; 97527 closed 22 with a 60-day median. The available stock alone does not explain the transaction experience.

97526 carries the higher October median at $415,000, but the lower price per square foot and lower list-price realization. 97527's lower median accompanies higher price per square foot and a 98.0% realization ratio. These combinations warn against interpreting the median gap as a clean quality-adjusted premium.

A household considering both ZIPs should compare usable space, lot characteristics, improvements, commute requirements and ownership obligations at the actual property level. The report does not establish that one ZIP is intrinsically more desirable or that its homes deserve a fixed premium.

A buyer choosing between two actual properties should ask what the difference buys: space that will be used, a manageable site, a suitable location, better condition or a more practical ownership plan. A seller should ask the reverse question: what makes this home worth choosing over those alternatives? The ZIP-level figures help frame that discussion, but they cannot answer it.

> Choose the home first, then use the appropriate market evidence to negotiate its price and terms.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

22 / JOSEPHINE COUNTY CONTEXT

The county’s steadier year is not Grants Pass’s year.

A change in reporting geography changes the answer even when the period is identical.

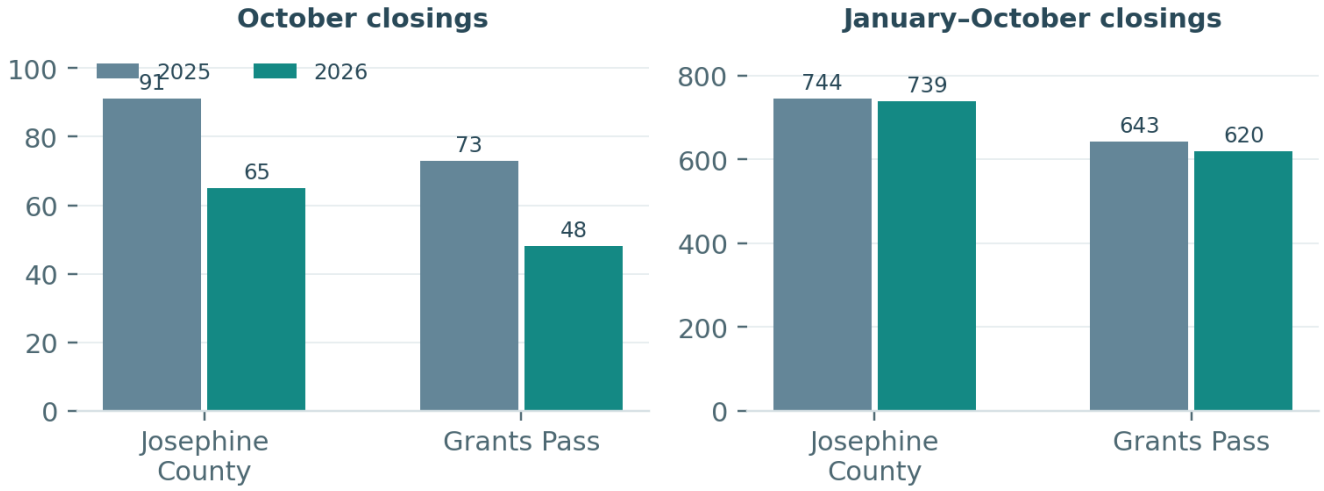

Figure 12. Calendar October and January–October closed sales, source-reported for Josephine County and Grants Pass. Geography and period definitions are held constant within each comparison.

Across Josephine County, January–October single-family closings were **739 versus 744** in 2025 — nearly level. Grants Pass reported **620 versus 643**, down 23. Subtracting the city from the county would not create a validated rural-sales category, but the contrast demonstrates why countywide statements should not be imposed on a local urban market.

October itself was weaker in both reporting areas: the county counted 65 sales versus 91 last year, while Grants Pass had 48 versus 73. The city’s decline was somewhat steeper, yet the county’s wider cumulative history makes its year appear less disrupted.

For a homeowner considering a move between Grants Pass, surrounding rural property or another Josephine community, the relevant competing inventory depends on the property type and search geography — not simply the county name.

> Keep the question specific: Which buyers and which competing homes would actually respond to this property?

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified.

23 / 97526 / THE YEAR

The current slowdown extends a year-to-date activity deficit.

A stronger monthly median does not offset fewer completed transactions.

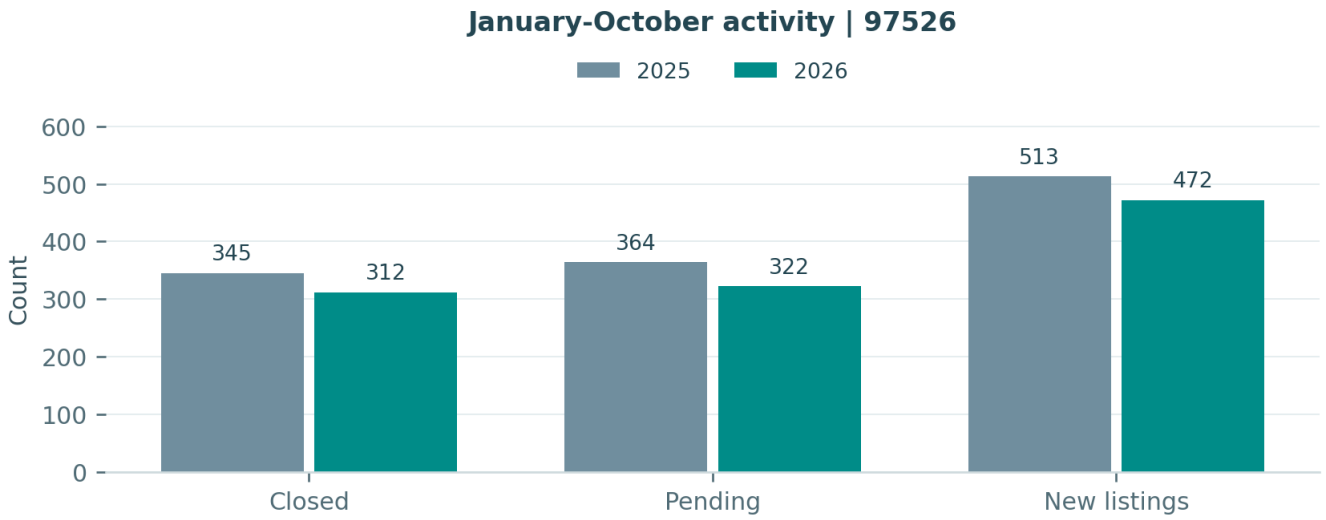

Figure 13. 97526 January-October closed, pending and new-listing counts from the October DOMUS publication. YTD observations are separate from monthly history.

97526 reports 312 January-October closings versus 345 in 2025, down 9.6%. Year-to-date pendings are 322 versus 364, down 11.5%, and new listings 472 versus 513, down 8.0%. All three measures point to a smaller activity base across the year.

The YTD median is $408,000 versus $402,000, a 1.5% increase, while reported YTD price per square foot is $258 versus $260. The YTD median DOM is 35 days in both years. Transaction volume weakened more clearly than these broad pricing and speed measures.

Before October, the same-source count arithmetic implies 286 closings versus 309, a 23-sale deficit. October added another ten-sale shortfall. A seller should therefore resist using the higher October median as a substitute for evidence that enough qualified buyers are choosing comparable homes.

A smaller market can remain active without becoming easy. Stable year-to-date market time suggests that successful transactions have not universally become slower, but fewer transactions mean a seller cannot take buyer attention for granted. The useful goal is to stand out for defensible value, rather than wait for a rising median to justify the asking price.

> 97526 needs a recovery in buyer activity more than a persuasive median-price headline.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

24 / 97527 / THE YEAR

A slower October has not erased the year’s sales lead.

The stronger cumulative record makes the current weakness more nuanced.

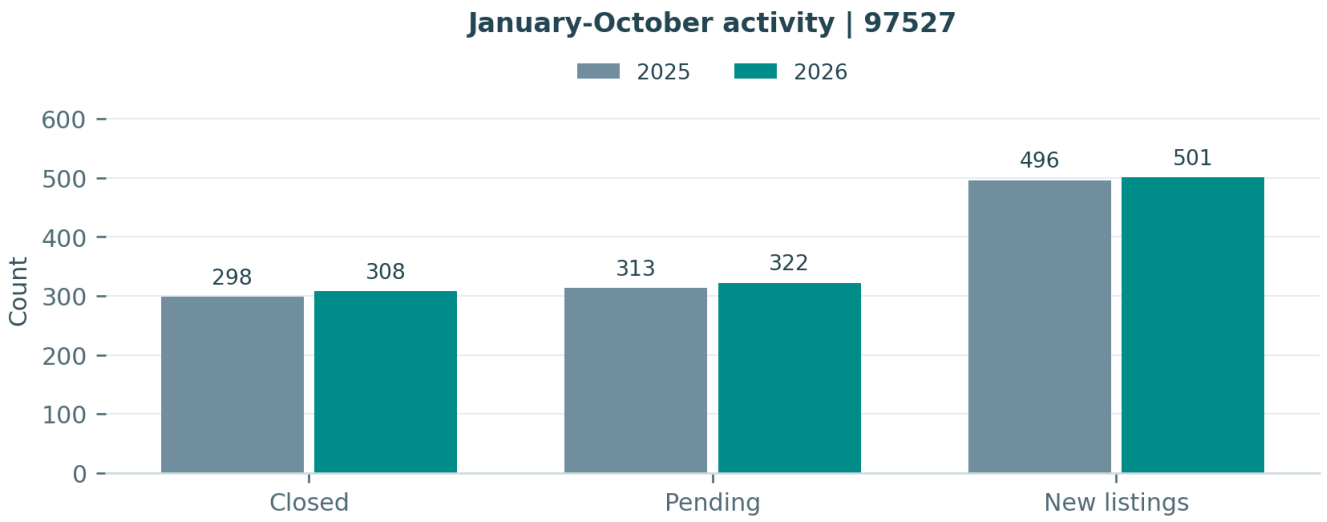

Figure 14. 97527 January-October closed, pending and new-listing counts from the October source. October’s effect on the cumulative lead is derived from counts in the same report.

97527 has 308 January-October closings versus 298, a 3.4% lead. YTD pendings are 322 versus 313, and new listings 501 versus 496. Unlike 97526, this ZIP still records more cumulative activity than the prior year.

October reduced the lead considerably. The same publication implies 286 closings versus 261 before October, a 25-sale advantage. This month’s 22 versus 37 closings cut that margin to ten. A positive YTD total can therefore coexist with a genuinely weaker recent pace.

The YTD median of $425,000 is 2.6% below $436,250, while YTD price per square foot is modestly higher and YTD median DOM shortened from 32 to 28 days. The 60-day October result should be investigated as a change in the current closing mix and speed, not used to rewrite the entire year as slow.

That gives 97527 owners a more balanced starting point. The year has demonstrated an ability to complete more transactions than last year, but that earlier strength is not a guarantee for a home being offered now. A current pricing and preparation plan should respect the October slowdown while recognizing that the whole year has not been a retreat.

> The question for 97527 is whether the late-year slowdown persists or the improved pending count rebuilds completions.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39.

25 / 97526 / ROLLING EXISTING HOMES

The 2025 comparison was strong; 2026 has been less expansive.

The archived urban-core series adds a different scale of context.

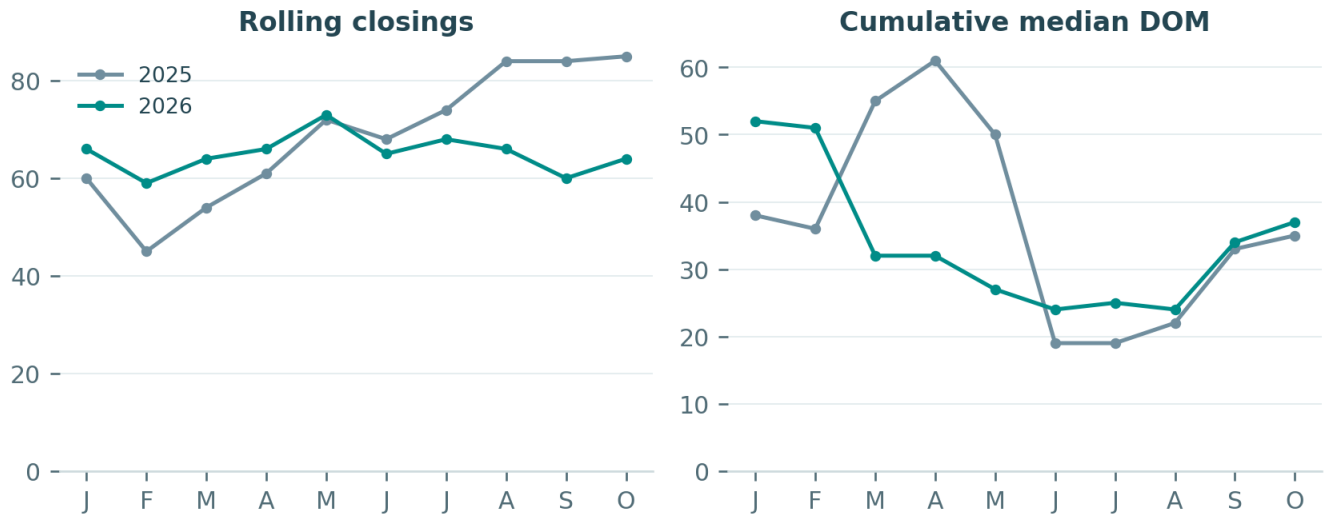

Figure 15. 97526 archived January-October rolling existing-home counts and market time, 2025 versus 2026. Each point is an overlapping three-month window.

In the archived 2025 series, rolling 97526 closings rose from 45 in February to 85 in October. In 2026, the comparable path moved from 59 in February to 73 in May, then 64 in October. Recent activity is below last autumn's strong run, but near the middle of the 42-report historical range.

The current rolling median eased from $380,000 in September to $356,500. Cumulative median DOM increased from 34 to 37 days. October's count improved from 60 to 64, so the latest rolling picture combines a modest volume improvement with slower successful sales and a lower closing midpoint.

For an owner preparing to sell, the modest improvement from 60 to 64 rolling sales is welcome, but the accompanying increase in market time does not suggest a return to effortless selling. We would look for stronger contract activity and consistent buyer response to comparable listings before treating one improved count as a broader recovery.

> A modest monthly recovery in rolling volume is useful, but stronger price-setting conditions would need broader confirmation.

SOURCE & BASIS | Southern Oregon MLS / RVAR, monthly residential reports, May 2023-October 2026. Each observation covers three overlapping months. Historical values are those published at the time.

26 / 97527 / ROLLING EXISTING HOMES

A meaningful summer recovery is giving back some ground.

The urban-core time measure is still better than much of the earlier record.

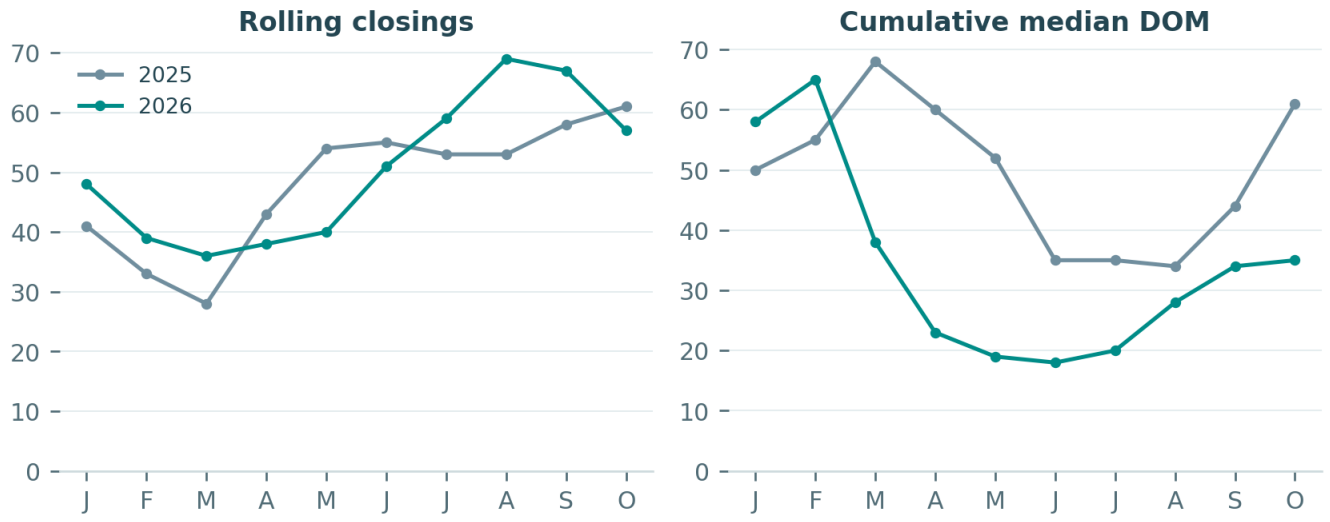

Figure 16. 97527 archived January-October rolling existing-home counts and market time, 2025 versus 2026. Earlier observations are not rewritten from later comparison cells.

97527's rolling sales climbed from 36 in March to 69 in August, then eased to 67 in September and 57 in October. The median moved from $406,000 in June to $370,000 in October. The recent slowdown follows a meaningful summer recovery rather than an uninterrupted decline.

The 35-day rolling market-time reading is longer than June's 18 days but still faster than last October under either published comparison. The market has lost some of its summer speed while continuing to complete successful sales more quickly than the year-earlier rolling figures suggest.

That is a useful middle ground between optimism and alarm. A seller should not price as though the strongest summer pace still holds. A buyer should not assume that a slower autumn has removed competition for every attractive home.

The broader October-only ZIP measure of 60 days adds a caution about the latest month and a wider group of properties. We would use the two views to investigate the closest comparable homes, then set expectations around their actual condition, price history and response from buyers.

> 97527's urban-core history is healthier than a single 60-day monthly headline would suggest, but its recent direction still warrants attention.

SOURCE & BASIS | Southern Oregon MLS / RVAR, monthly residential reports, May 2023-October 2026. Each observation covers three overlapping months. Historical values are those published at the time.

27 / BEYOND THE URBAN CORE

Beyond town, the property’s usefulness becomes part of the market story.

A broader ZIP report can capture activity the urban-area report does not.

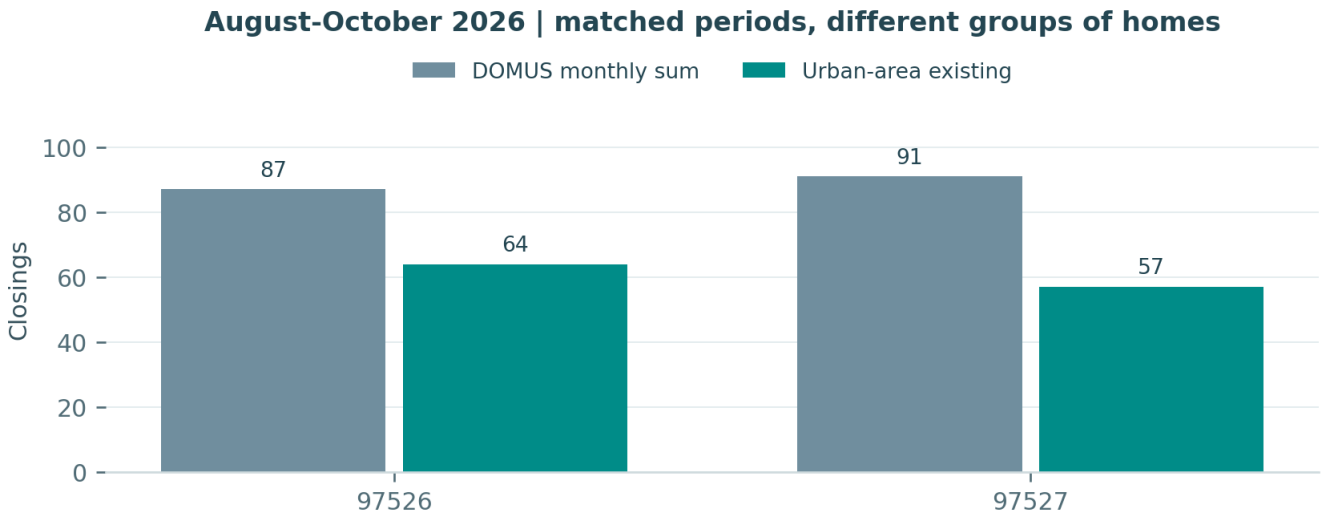

Figure 17. Matched August-October 2026 periods: sum of DOMUS monthly closings versus the RVAR rolling existing-home count. Differences are not a classified rural-sales ledger.

Putting both reports on the same August-October calendar helps show the difference. Monthly single-family closings add to **28 + 33 + 26 = 87** in 97526, versus 64 urban-area existing-home closings. In 97527, **34 + 35 + 22 = 91**, versus 57. Even over the same months, the reports are describing different groups of homes.

The gaps of 23 and 34 are not verified rural sales counts. Geography, new versus existing homes, included property types and later source revisions can all affect the difference. What the comparison establishes is that the urban-area report alone does not capture the full activity in the broader monthly ZIP view.

For a property beyond town, useful space may include more than the house. Land, storage, an outbuilding or a particular access arrangement may be central to the buyer’s plans. Those features can add appeal, but they can also introduce maintenance, verification and financing questions that are not visible in a ZIP median.

The pricing task is to find comparable properties with similar utility and obligations. The purchase task is to test whether that utility works for the buyer in practice. Neither can be completed by subtracting one report’s count from another.

> The history becomes more useful when the period matches and the remaining group differences are made explicit.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39. Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. August-October activity within urban growth boundaries; inventory is the October 31 residential snapshot.

28 / 97526 / SELLER PLAYBOOK

Use faster successful sales as evidence for preparation, not overpricing.

The goal is to become the clearest choice in a thinner buyer pool.

Evidence to review	What it helps decide
Relevant competing listings	Whether the asking price earns a place on the shortlist
Showings and substantive feedback	Whether presentation and access are working
Comparable new contracts	Whether local demand supports the current position
Offer terms and buyer readiness	Which path offers the strongest likely net

October's 35-day sold-home median shows that transactions are still happening at a workable pace. But 26 closings versus 36 last year and 28 pending contracts versus 37 mean fewer buyers are completing or initiating transactions. A higher ZIP median does not remove that competition for attention.

Before launch: identify the closest sold substitutes and the active homes buyers will tour alongside yours. Separate differences in land, usable space, condition and improvements. Choose preparation that has a reasonable prospect of improving net proceeds, rather than a cosmetic wish list with no return test.

After launch: compare showings, repeat interest, feedback and competing contracts with the plan. Views without serious engagement may indicate a positioning problem. If relevant alternatives are going under contract while your home is not, revisit price and presentation promptly rather than relying on the higher monthly median.

At offer review: place nominal price beside financing, appraisal exposure, inspection terms, closing flexibility and the buyer's ability to perform. The market ratio of 96.6% is not a preset discount or a ceiling on what a strong property can achieve.

The standard we would use: does the home make a clear, credible case at its asking price on the first day a serious buyer sees it? Small preparation choices can help that case; a larger expense should earn its place through an expected benefit to the seller. The objective is a strong net result, not perfection for its own sake.

> The first pricing decision should be supported by competition, not repaired later by hope.

SOURCE & BASIS | Jon & Jess property-specific planning guidance, informed by October DOMUS and RVAR market evidence. Examples are illustrative; recommendations depend on the home and the household's circumstances.

29 / 97527 / SELLER PLAYBOOK

Build a plan that can tolerate a longer decision process.

Sixty days is context for patience and preparation, not a reason to wait passively.

Planning question	Practical response
How flexible is the move date?	Set a realistic acceptable closing window
Which homes are winning attention?	Review direct alternatives and their positioning
What might interrupt a transaction?	Investigate known property and financing concerns early
What would trigger a reassessment?	Use meaningful market response, not just elapsed time

With 22 October closings, 148 active listings and 6.7 months of calculated supply, 97527 sellers face more competition relative to the current transaction pace. Pending contracts improved from September, but they remain below last year. That is a reason to monitor closely rather than presume a recovery.

Make the offering easier to understand: address obvious maintenance questions, make access straightforward and present the home clearly. For property-specific issues involving land or improvements, organize the available records so qualified buyers can evaluate what they are considering.

Set a decision schedule: agree in advance how showing activity, serious inquiries and competing contracts will be reviewed. If the market response is weak, distinguish a pricing issue from a presentation, access or property-specific concern. A reduction should respond to evidence, not an arbitrary anniversary.

Protect the seller's net: compare carrying time, necessary work and proposed concessions with the probability of closing. The 98.0% list-price realization among sold homes does not reveal prior reductions or establish that holding an unsupported asking price is costless.

A longer decision process also makes communication more important. Agree on how often to review showings, feedback, new competition and serious inquiries. That gives the seller a way to make deliberate decisions as evidence arrives, instead of feeling that the only choices are to wait indefinitely or react to a single disappointing week.

> A well-prepared seller can be patient with the right process while staying responsive to evidence.

SOURCE & BASIS | Jon & Jess property-specific planning guidance, informed by October DOMUS and RVAR market evidence. Examples are illustrative; recommendations depend on the home and the household's circumstances.

30 / THE BUYER DECISION

More choice is useful when it is genuinely substitutable.

Use market evidence to improve the offer and the investigation, not simply lower the number.

Before offering	Ask
Alternatives	What else could meet the same needs at a similar total cost?
Value	Which recent sales are genuinely comparable?
Property condition	What needs investigation or specialist evaluation?
Execution	Can the financing, diligence and closing plan perform?

97527 offers the clearer monthly buyer-opportunity signal, but a broad 6.7-month supply ratio does not say how many homes satisfy a specific budget, layout and condition requirement. 97526's shorter sold-home market time also means a well-positioned home can still attract timely decisions.

Start with the subject home's closest alternatives and recent sold comparables. Then review its asking-price history, exposure, condition and the seller's stated timing. A property that has been offered for a long time may have negotiable terms, but the cause of that exposure must be understood.

Build an offer that fits both value and execution. Financing readiness, a credible closing plan and focused diligence can matter alongside price. Credits, repairs or timing flexibility should address actual needs and documented issues; they are not automatically owed because a market score favors buyers.

The best purchase plan should survive a change in the next month's median. A home's suitability, ownership obligations and the buyer's ability to carry it matter more than trying to capture an exact market turning point.

A useful negotiating question is, "Which term would make this transaction work better for both sides?" It may be price, a repair solution, certainty of financing or a practical closing date. The market report helps identify room for discussion; the seller's circumstances and the buyer's priorities determine which terms actually matter.

> Negotiating strength becomes useful when it is tied to the specific home and a credible offer.

SOURCE & BASIS | Jon & Jess property-specific planning guidance, informed by October DOMUS and RVAR market evidence. Examples are illustrative; recommendations depend on the home and the household's circumstances.

31 / SELLING AND BUYING TOGETHER

Two transactions should be planned as one move.

The relevant comparison is net proceeds, replacement options and timing exposure.

Illustrative planning item	Assumption
Sale price	$425,000
Replacement purchase price	$400,000
Gross difference before costs	$25,000
Mortgage payoff and all transaction/carrying costs	Not included; calculate separately

A household selling in 97526 and buying in 97527 may see different market mechanics on each side. A shorter sold-home median on the sale does not guarantee a quick result, and a longer median on the purchase does not guarantee a discount. The individual properties and terms still control.

Consider an explicitly hypothetical sale at $425,000 and purchase at $400,000. The $25,000 gross difference is not spendable equity. Mortgage payoff, transaction expenses, preparation, financing and any overlap must be accounted for before evaluating what the move accomplishes.

We would prepare a property-specific pricing analysis for the sale and a separate comparable review for the purchase, then coordinate the acceptable closing window. The plan should identify what happens if one side moves sooner than expected, a preferred replacement is unavailable, or inspection findings change the economics.

A sound plan should work under more than one market outcome. The decision to move should not depend on a precise ZIP median forecast or the assumption that both properties will transact at their best-case prices.

For many households, certainty about the combined move is worth more than winning a small amount on one side while creating a larger problem on the other. Build the budget around net proceeds, cash required and the consequences of delay. Then decide which flexibility is affordable and which risk the household should avoid.

> Protect the combined move, rather than maximizing one headline price in isolation.

SOURCE & BASIS | Jon & Jess property-specific planning guidance, informed by October DOMUS and RVAR market evidence. Examples are illustrative; recommendations depend on the home and the household's circumstances.

32 / A PROPERTY-SPECIFIC DILIGENCE PLAN

The market tells us where to ask questions. The property provides the answers.

A postal ZIP cannot establish a home's condition, services or ownership obligations.

Property feature	Evidence or specialist question
Private water or wastewater systems	What inspections, records and operating information are appropriate?
Access and land use	What do title records, access documents and applicable authorities establish?
Condition and improvements	Which work needs inspection, documentation or contractor evaluation?
Insurance and financing fit	Can the actual property be insured and financed on acceptable terms?
Usable land and maintenance	What obligations come with the features the buyer values?

When a property's appeal depends on land, outbuildings, access or private systems, its competitive set may be quite different from an urban home. Neither DOMUS nor RVAR supplies a complete property inspection, title review or financing assessment.

Identify issues that require records or qualified specialists early. A general inspection can help organize questions, but specialized systems and site conditions may require additional evaluation. Match the scope to the actual property rather than assuming every home in a broader ZIP shares the same risks.

For sellers, clear information can reduce uncertainty and help buyers evaluate the offering. For buyers, diligence should test whether the home still meets the intended use and ownership plan after its obligations are understood. The market's apparent negotiating room is only useful if the resulting property and terms are suitable.

Clear documentation can also improve the conversation before an offer is made. Buyers can distinguish an unanswered question from a known limitation, and sellers can explain what is available without promising what has not been verified. The goal is informed confidence in the property, supported by the right professional review.

> Investigate the actual property. Do not substitute a market average for diligence.

SOURCE & BASIS | Jon & Jess property-specific planning guidance, informed by October DOMUS and RVAR market evidence. Examples are illustrative; recommendations depend on the home and the household's circumstances.

33 / WHAT WE WILL WATCH NEXT

November will test whether better contracts become stronger activity.

The leading questions differ by ZIP and by reporting window.

Watchpoint	October reference	What a later report can clarify
97526 monthly pendings	28	Whether contract activity is rebuilding
97527 monthly pendings	28, up from 23 Sep	Whether improvement persists
Monthly median DOM	35 /60 days	Whether the ZIP speed gap narrows
Calculated monthly supply	5.8 /6.7 months	Whether sales pace catches up with inventory
RVAR rolling closings	64 /57	Whether the urban-core pulse stabilizes

For 97526, we will watch whether pending sales recover from 28 and whether the 35-day sold-home median remains supported by new completions. Inventory was unchanged from September, so an improvement in closing pace could ease supply without a large change in the available stock.

For 97527, the pending increase from 23 to 28 is the most constructive recent monthly signal. We will look for follow-through in closings and whether the 60-day median persists. A single improved pipeline count does not establish the timing or number of future completions.

The rolling RVAR series supplies a separate check: 97526 moved from 60 to 64 closings, while 97527 moved from 67 to 57. Repeated observations will help distinguish stabilization from a temporary fluctuation. New listing flow and directly competing inventory remain important even if aggregate active counts fall.

We would also pay attention to how the improvement, if any, is distributed. A few well-positioned homes can sell while similar listings continue to wait. Broader stabilization would be more convincing if contracts, completed sales and the response to comparable properties began to improve together.

> If a newer monthly report arrives, ask whether contract counts recover in both ZIPs before drawing conclusions from one closing month.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Monthly single-family homes. September comparisons use the September report; see the reading notes on page 39. Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. August-October activity within urban growth boundaries; inventory is the October 31 residential snapshot.

34 / URBAN-AREA MARKET MOMENTUM

The longer market view looks more balanced than October's closing headlines.

Two ZIP-code market readings are close — even though their October monthly sales were not.

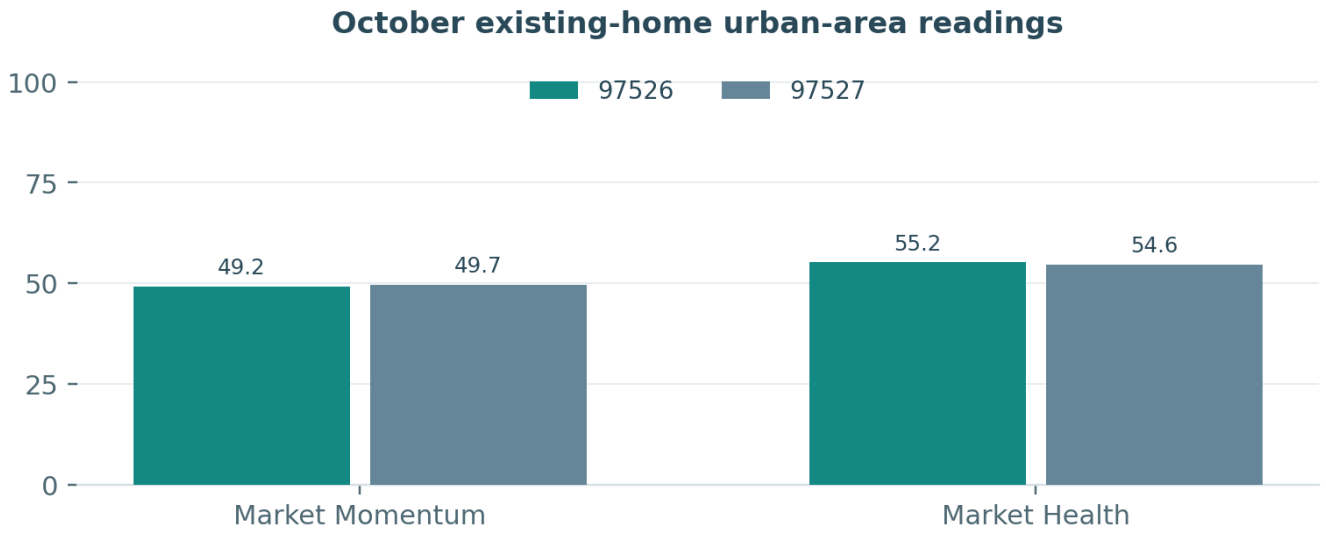

Figure 18. October 2026 approved urban-area, existing-home Market Momentum readings (0–100). The observations combine rolling activity and month-end inventory; they are not monthly ZIP-wide composites.

The approved three-month urban-area readings place 97526 at **49.2** and 97527 at **49.7** for Market Momentum. This near-equality is informative: neither urban area shows a decisive overall advantage in the mix of price, sales, inventory and selling-speed components.

A monthly comparison is much less even: 97526 closed 26 single-family sales in October at a 35-day median market time; 97527 closed 22 at a 60-day median. The measures cover different sets of homes and different periods. The rolling view provides context rather than a correction to the monthly observations.

The reporting history is mature enough to support the urban-area composites. Experimental short-history monthly ZIP composites remain excluded from this public edition. That protects the distinction between approved market indicators and unreleased research calculations.

> Monthly single-family market time and rolling urban-area Momentum are different measurements; neither cancels the other.

SOURCE & BASIS | Jon & Jess Market Intelligence, October 2026, qualified urban-area analytical observations sourced to RVAR. Readings describe the wider market, not an individual property or a probability.

35 / MOMENTUM / THE INGREDIENTS

The ingredients explain why similar totals can conceal different pressures.

Sales activity supports 97526; the latest rolling closing decline weighs on 97527.

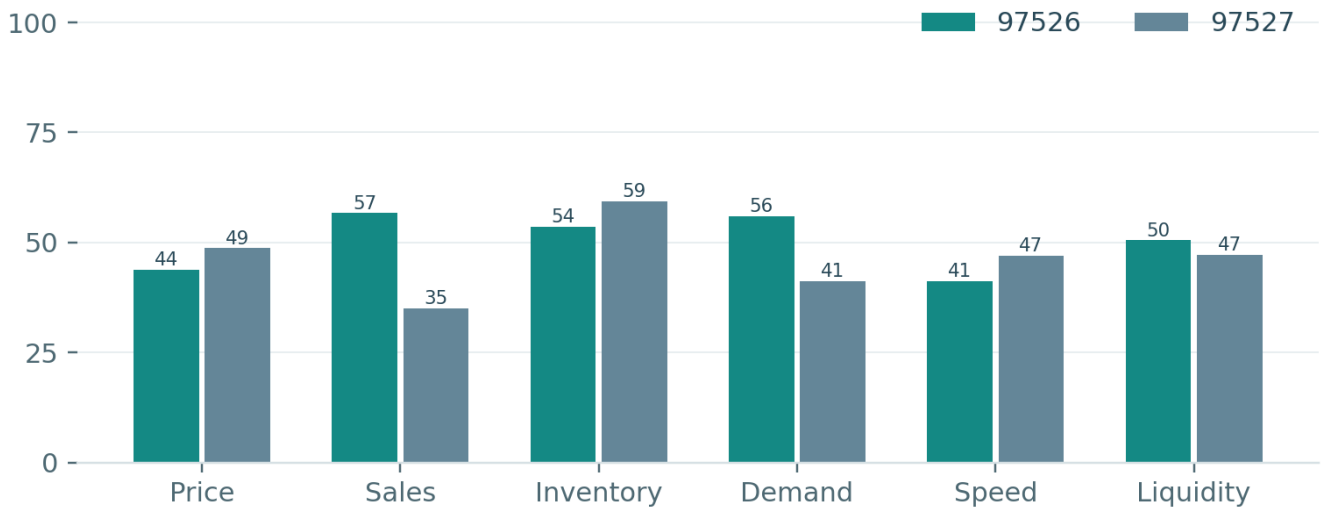

Figure 19. Selected approved October urban-area Market Momentum ingredients, each on a 0–100 relative diagnostic scale. Scores are not likelihoods or percentages of price change.

The completed-sales momentum ingredient reads **56.7** in 97526 and **35.1** in 97527. The reason is visible in the source: 97526 rolling closings improved from 60 in September to 64 in October; 97527 fell from 67 to 57.

The inventory component, by contrast, is **53.6** in 97526 and **59.3** in 97527. Urban-area active listings declined from 84 to 81 in the former and from 86 to 78 in the latter. A fall in active inventory supports that individual component, even when transactions are slowing.

Speed and demand add further context. The 97526 selling-speed component is 41.2 versus 47.1 in 97527, while demand momentum is 55.9 versus 41.1. The components intentionally disagree when the underlying measures disagree. That is more useful than flattening the two ZIPs into one verdict.

> Do not infer equal market speed from near-equal composite scores: the ingredients move in different directions.

SOURCE & BASIS | Jon & Jess Market Intelligence, October 2026, qualified urban-area analytical observations sourced to RVAR. Readings describe the wider market, not an individual property or a probability.

36 / MARKET HEALTH AND NEGOTIATING CONDITIONS

Market Health is close; buyer and seller positioning is not identical.

Approved urban-area indicators describe broad negotiating mechanics, not automatic price concessions.

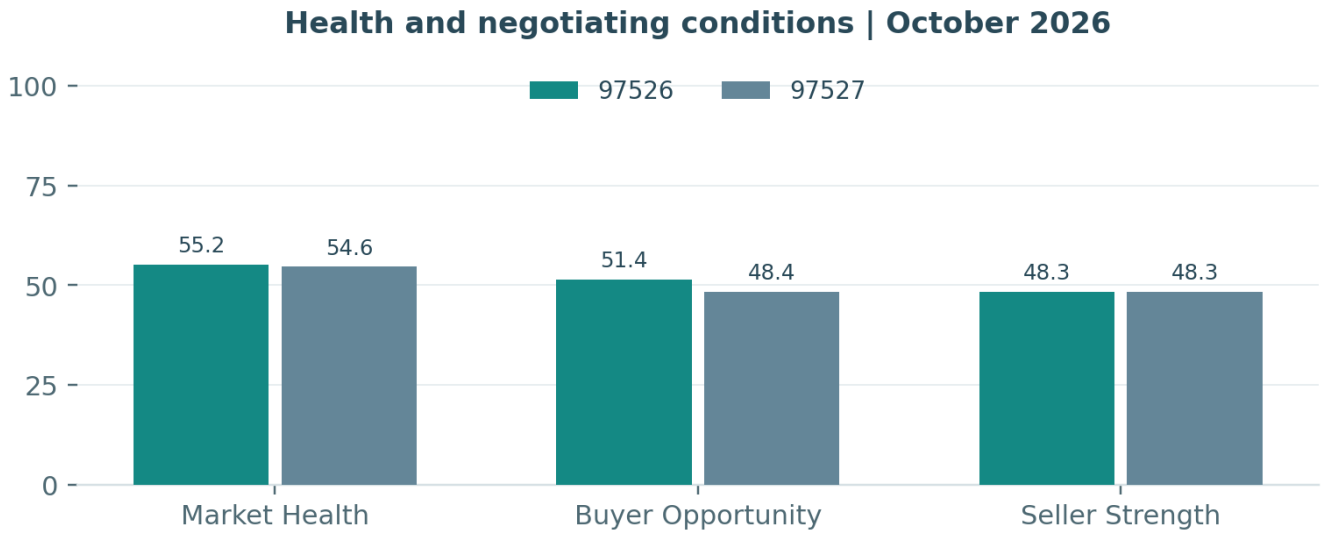

Figure 20. October 2026 approved RVAR existing-home Health, Buyer Opportunity and Seller Strength readings on a 0–100 diagnostic scale. These do not represent probabilities or expected discounts.

Market Health measures **55.2** for 97526 and **54.6** for 97527, a narrow difference. Buyer Opportunity is 51.4 in 97526 and 48.4 in 97527. Seller Strength is almost identical at 48.3 in each. These modest differences support careful comparison rather than sweeping ZIP-wide negotiating rules.

The readings reflect the same August–October urban-area market defined in the rolling residential report. They should not be substituted for the broader monthly single-family area, where 97527's October median market time was much longer.

For a buyer, an older competing listing may create a different negotiation than a scarce move-in-ready home. For a seller, the most responsive pricing plan begins with current substitutable listings, listing age, recent pending activity and the property's own condition.

> Both urban-area markets show broadly balanced negotiating conditions. The best offer or asking strategy still depends on the home.

SOURCE & BASIS | Jon & Jess Market Intelligence, October 2026, qualified urban-area analytical observations sourced to RVAR. Readings describe the wider market, not an individual property or a probability.

37 / MARKET CYCLE / HISTORICAL REFERENCE

One ZIP resembles several historical market patterns at once.

The 97526 diagnostic compares conditions with ten reference patterns; the result is deliberately uncertain.

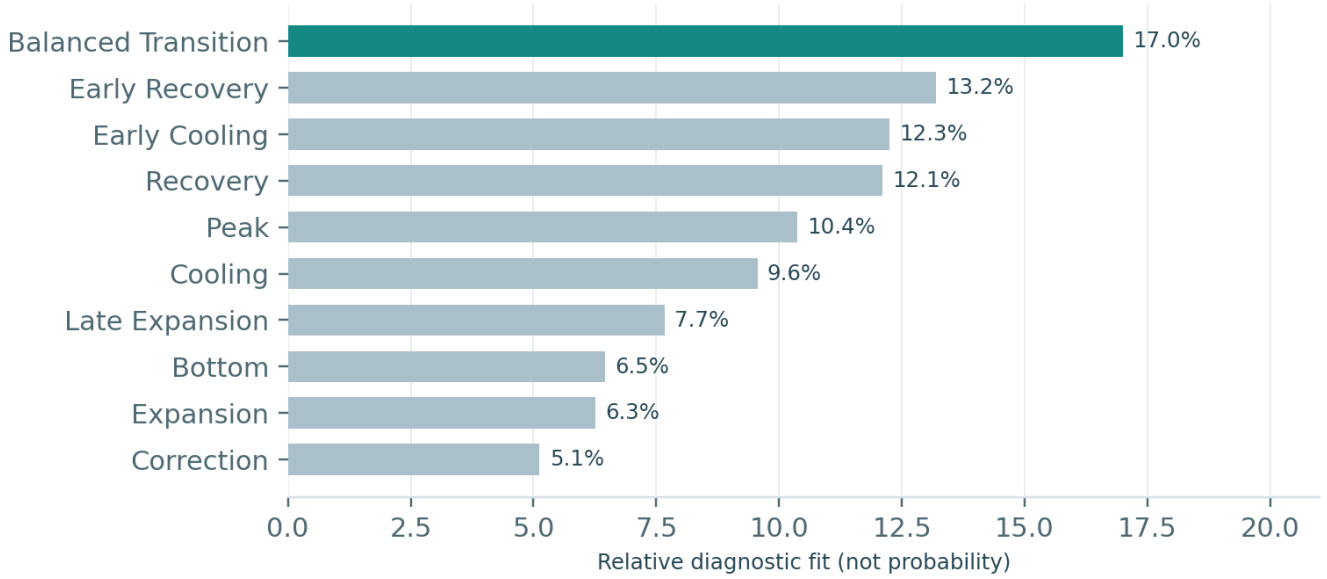

Figure 21. 97526 urban-area existing-home relative fit across ten historical market profiles, October 2026. Fit weights sum to 100% but are not calibrated probabilities of a present or future phase.

For 97526, **Balanced Transition** is the closest historical reference pattern at **17.0%** relative fit. Early Recovery follows at 13.2%, Early Cooling at 12.3%, and Recovery at 12.1%. No single profile dominates the distribution.

The dispersion is substantial: the diagnostic's entropy reading is **97.3 out of 100**, indicating that market evidence is widely spread among the reference patterns. A headline such as "the market has entered recovery" would therefore be much stronger than the evidence supports.

This comparison is authorized for the 97526 urban-area existing-home market only. The corresponding 97527 result is withheld, as are monthly ZIP-wide Cycle classifications. It is not appropriate to infer the missing result from the adjacent ZIP or from citywide statistics.

> The nearest pattern is a comparison, not a declaration that 97526 is in a particular stage of the cycle.

SOURCE & BASIS | Jon & Jess Market Intelligence, October 2026, approved 97526 urban-area historical-reference diagnostic. Ten relative fit weights sum to 100%; high uncertainty prohibits a stand-alone phase label.

38 / MARKET OUTLOOK / QUALIFIED REFERENCE

A screened rolling-sales center provides a planning reference — not a prediction.

For 97526, the model's one-month-forward center refers to an overlapping three-month total.

97526 rolling existing-home sales	Reference
Observed August–October 2026	64 completed sales
Screened September–November 2026 center	Approximately 65 sales
What overlaps	September and October belong to both windows
Forecast confidence interval	Not certified
Future direction / predictive hit rate	Not certified
Equivalent monthly November count	Not provided by this model

The approved point-level reference is **65.4 rolling closings** for the three-month period September–November 2026, compared with 64 reported for August–October. The similarity is not evidence that November's number of monthly closings will equal the modeled total or that a market acceleration is certain.

These are overlapping three-month windows: September and October already appear in both the observed and reference periods. Only August rolls out and November rolls in. That structural overlap helps explain why a one-month-forward rolling center can remain close to the latest observation.

No calibrated range, directional claim or independently prospective accuracy certification accompanies the center. No corresponding 97527 urban-area rolling-sales forecast is approved. Use this figure only to frame a plan that is robust across more than one future sales pace.

> The estimate covers September–November together. It is not a forecast of 65 November-only transactions.

SOURCE & BASIS | Jon & Jess Market Intelligence, October 2026, approved 97526 point-level rolling-sales reference. Target September–November 2026, not November monthly closings. Direction, uncertainty interval and forecast accuracy are not certified.

39 / MARKET OUTLOOK / MODEL ACCOUNTABILITY

A screened backtest is useful evidence, not a promise.

The approved point reference was compared with simple benchmarks before release.

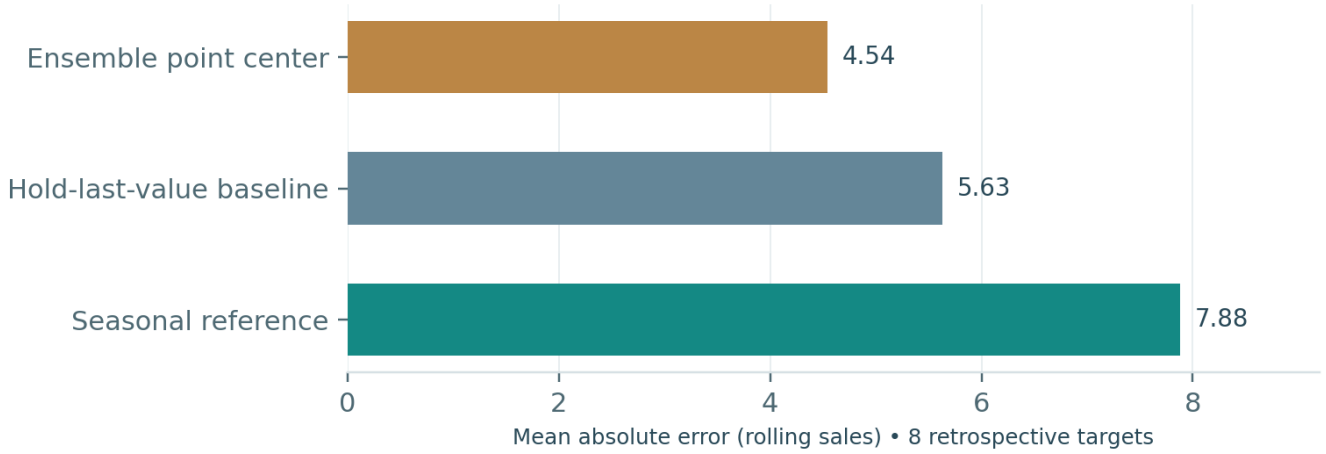

Figure 22. Retrospective mean absolute error for three methods on the same eight screened 97526 rolling-sales targets. Lower is better; the result is not a prospective accuracy guarantee.

In eight matched retrospective September–November-style screening cases, the 97526 ensemble had an average absolute error of **4.54 sales**, compared with 5.63 for a hold-last-value baseline and 7.88 for a seasonal reference. That is evidence supporting the historical point-level screen, not proof that the next forecast will have the same error.

These eight evaluated periods overlap; they are not eight independent market experiments. The historical screen did not certify the direction of change, calibrated uncertainty, or prospective predictive skill. The report deliberately excludes probability bands and target-specific claims of certainty.

The next responsible test is simple: as the November reporting window becomes observable, record the actual September–November total and compare it against the 65.4 center and both baseline methods using the same target definition. Do not rewrite the October forecast after the outcome arrives.

> A disciplined market forecast should become an accountable forecast: retain the October origin, record the outcome, and judge the result against simple alternatives.

SOURCE & BASIS | Jon & Jess Market Intelligence, October 2026, approved 97526 point-level rolling-sales reference. Target September–November 2026, not November monthly closings. Direction, uncertainty interval and forecast accuracy are not certified. The retrospective benchmark comparison is from the frozen October qualification review; n = 8 overlapping targets.

40 / THE SIMPLE MATH

A few clear calculations make the report easier to use.

The arithmetic is straightforward. Choosing the right comparison is what gives it meaning.

Question	Calculation	What it tells us
How much supply?	298 listings / 48 closings = 6.2 months	Stock relative to October’s sales pace
How far did sales fall?	(48 - 73) / 73 × 100 = -34.2%	Change from last October
What is the YTD gap?	620 - 643 = -23 closings	Completed sales behind last year
Did contracts improve?	(56 - 54) / 54 × 100 = +3.7%	Change from September’s reported count
How did sale/list change?	97.3% - 97.8% = -0.5 points	A percentage-point difference

Supply and market time answer different questions. Supply compares available listings with a sales pace; days on market describe the time taken by homes that sold. It is entirely possible to have more supply and faster successful sales, as the citywide year-over-year figures show.

A percentage change uses the earlier value as its starting point. The decline of 25 closings is divided by last October’s 73, not by this October’s 48. A percentage-point change is different: the two percentage levels are simply subtracted.

These calculations can make the market easier to understand without pretending to appraise a home. None tells us what an individual buyer should offer or what a particular seller will receive. Those decisions require the actual comparable properties and terms.

> Always name the period and the measure before interpreting the result.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified.

41 / FROM EVIDENCE TO A DECISION

Let the evidence change the plan, not replace your judgment.

Three questions connect the market report to a real move.

What has changed in the market? October brought fewer completed sales and more inventory relative to the closing pace. The two ZIPs did not change in the same way. Use the report to recognize the direction of the change and decide which part of it matters for the property.

What has changed around this home? New competing listings, a price adjustment nearby, a comparable home going under contract or a repeated concern from buyers may matter more to the next decision than a small move in a market score. These are the observations that make a pricing or negotiating plan specific.

What has changed for the household? A preferred close date, replacement-home availability, carrying costs or a shift in financing can change the best choice even if the market is unchanged. A sound plan should make those priorities visible before the pressure of an offer or deadline arrives.

Consider a seller receiving a credible offer below the original target. The useful comparison is not simply offer versus asking price. It is the likely net result and certainty of that offer versus the cost and uncertainty of continuing, informed by the home's actual response in the market. The same discipline helps a buyer decide whether a suitable home is worth pursuing now.

Our role is to bring the evidence, the property and the household's goals into one conversation. The market report is the foundation for that work, not a substitute for it.

> The useful distinction: 97526 carries the deeper year-to-date activity deficit, while 97527 gives back more of its earlier summer momentum.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified. Qualified urban-core indicators are described only where independently authorized.

42 / HOW TO READ THE COMPARISONS

Keep the time period and the group of homes attached to the number.

A few reading notes explain why two accurate statistics can tell different stories.

Monthly and three-month reports: DOMUS describes October single-family activity in the city and ZIP reporting areas. RVAR's existing-home and new-construction figures cover August through October within urban growth boundaries. Its inventory is a separate October 31 residential snapshot. Monthly and rolling sales must not be treated as the same measure.

September comparisons: this report uses September's own reported values for the month-to-month story and charts. October's publication revises some earlier comparisons. For example, it lists 49 September citywide pendings rather than the original 54, and 30 days for 97527 rather than the original 39. We use one consistent September basis throughout; a reader comparing editions may therefore see differences.

Year-over-year and historical charts: October and year-to-date comparisons use the comparison figures in the October publication. The longer historical charts retain what each earlier report recorded. For example, archived October 2025 urban-area closings are 85 and 61; the current publication's comparisons are 86 and 64. This is why a historical chart and a current comparison table can differ slightly.

Supply and rounding: displayed months of supply equal active inventory divided by monthly closings for that period. Percent changes are calculated before rounding. Market scores can also use more decimal places than appear on the page.

What is not shown: the available monthly history does not support every analysis. We do not present a complete monthly Risk score or a market-cycle label here. The outlook page is limited to the specific estimate described. Missing evidence is not interpreted as a neutral or favorable result.

> Consistency matters more than presenting every republished comparison as though it were the original history.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified. Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. Urban-growth-boundary existing-home activity covers August–October; inventory is the October 31 snapshot.

43 / READER'S GLOSSARY / THE MARKET

A clear definition makes the number useful.

Plain-language definitions for the measures used throughout the report.

Term	Meaning in this report
Closed sales	Completed transactions in the stated monthly or rolling reporting window.
Pending sales	Newly pending transactions reported for the month; not guaranteed same-month completions.
New listings	Properties entering the source's reported listing flow; not the total available stock.
Active inventory	Available listings at the source's reporting point, under its property and geography filters.
Median sale price	The middle price among the included closed sales; not a constant-quality value index.
Median DOM	The middle reported market-time measure for included completed homes; not all active listings.
Cumulative median DOM	RVAR's reported cumulative market-time statistic for its rolling transaction group.
Price per square foot	A reported closing-price measure that still depends on property mix; not a universal valuation rate.
List price received	Reported sale/list relationship; not proof of original asking-price success or net proceeds.
Months of supply	Active monthly inventory divided by monthly closings; a pace ratio, not a home's selling deadline.
Year to date	January through October totals or statistics from the October publication; not extra monthly history.

When two numbers seem to disagree, first check their period, property group and source edition.

SOURCE & BASIS | DOMUS / Oregon Data Share, Josephine County Market Summary, October 2026, pp. 3-5. Calendar-month single-family reporting. September values use the archived September edition unless otherwise specified. Southern Oregon MLS / RVAR, Josephine County Residential Statistics, October 2026, p. 1. Urban-growth-boundary existing-home activity covers August–October; inventory is the October 31 snapshot.

44 / READER'S GLOSSARY / OUR MARKET LENSES

Clear definitions. Better questions. A more confident plan.

Use the readings to understand the market, then bring the conversation back to your home.

Market lens	Plain-language reading
Market Momentum	A 0–100 summary of selected price, sales, inventory and speed signals; in this edition, authorized for the rolling urban-area existing-home markets.
Market Health	A 0–100 view of several market functions. A market-level diagnostic, not a home-value appraisal or a probability.
Buyer Opportunity	A relative index of conditions that may help buyers negotiate; not a discount percentage.
Seller Strength	A relative index of demand, pricing and liquidity conditions; not the probability of a successful sale.
Market Cycle reference	For 97526 only, a comparison with ten historical profiles. The 17.0% nearest fit is not a phase probability.
Market Outlook reference	A historically screened estimate for a specified future reporting window, without certified accuracy, direction or interval.
Property-level decision	A comparative market analysis, competing listings, inspections, presentation and individual timing take priority over broad market scores.

Your timing. Your options. A clearer view of the market. Explore additional complimentary reports at jonandjess.realestate.

SOURCE & BASIS | Jon & Jess Market Intelligence, October 2026, qualified urban-area analytical observations sourced to RVAR. Readings describe the wider market, not an individual property or a probability. Jon & Jess Market Intelligence, October 2026, approved 97526 urban-area historical-reference diagnostic. Ten relative fit weights sum to 100%; high uncertainty prohibits a stand-alone phase label. Jon & Jess Market Intelligence, October 2026, approved 97526 point-level rolling-sales reference. Target September–November 2026, not November monthly closings. Direction, uncertainty interval and forecast accuracy are not certified.