01 / COVER

JOSEPHINE COUNTY
MARKET INTELLIGENCE

October 2026 | Website Edition v1.1 | The market behind the headlines

October brought substantially fewer single-family closings, while rural and urban markets told different stories about price, market time and available choice. A countywide median cannot explain both.

Our October reading follows the flow of contracts, the composition of sold homes, the 42-month historical record, and the practical consequences for buyers and sellers across Josephine County.

OCTOBER COUNTY SINGLE-FAMILY MARKET	OBSERVED
Completed sales	65
New pending sales	73
Median sale price	$382,500
Median days on market	46
Calculated months of supply	6.1

A quieter closing month. A more selective buying decision. Different conditions in town and beyond.

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SOURCE NOTES | DOMUS / Oregon Data Share, Josephine County October 2026, p. 1. Supply calculated as 399 active listings / 65 monthly closings. Prepared November 9, 2026.

02 / EXECUTIVE THESIS

A narrow annual lead became a small deficit in one month.

October's sharp transaction decline matters more than any single price headline.

Josephine County completed 65 single-family sales in October versus 91 a year earlier, a 28.6% reduction. The year-to-date total finished at 739 versus 744—only five behind—but that was a reversal from a 21-sale lead through September.

Active listings fell from 418 to 399, while newly pending contracts declined from 90 to 73. The implied supply ratio increased from about 4.6 to 6.1 months because closings fell much faster than inventory.

The county median fell 11.9%, to $382,500. Price per square foot declined only 2.3%, which cautions against interpreting the median shift as an identical-home value decline. Rural sales had a higher rolling median and longer selling time, reinforcing the importance of market segmentation.

> **October is a market-pace story first, a transaction-mix story second—and never a substitute for a property-specific comparison.**

SOURCE NOTES | DOMUS / Oregon Data Share, county October p. 1; RVAR / Southern Oregon MLS, October 2026 rural and urban existing-home statistics.

03 / MONTHLY DASHBOARD

The countywide October snapshot, without the spin.

Calendar-month single-family observations—not the rolling rural or urban series.

Closed sales are the decisive year-over-year change. New pending contracts also trailed last October, while fewer homes were offered for sale. A lower median sold price and nearly unchanged price per square foot describe different properties passing through closing.

The 6.1-month figure is a transparent calculation using the reported active-listing and closing counts. It is a pace ratio, not a prediction that a particular listing will take six months to sell.

MEASURE	OCT 2026	OCT 2025	CHANGE
Closed sales	65	91	-28.6%
Pending sales	73	90	-18.9%
New listings	93	104	-10.6%
Median sale price	$382,500	$434,000	-11.9%
Median DOM	46	49	-3 days
Price / sq. ft.	$251	$257	-2.3%
List-price received	96.1%	97.4%	-1.3 pp
Active listings	399	418	-4.5%
Calculated supply	6.1 months	4.6 months	+1.5 months

SOURCE NOTES | DOMUS / Oregon Data Share, Josephine County October 2026 p. 1. Count-based months of supply uses the same-month closings; percentages recalculated where noted.

04 / SHAPE OF THE YEAR

October erased the year's small closing advantage.

Counts can be bridged across periods; medians cannot.

Through September, the October publication implies 674 Josephine County closings versus 653 a year earlier—a lead of 21. October delivered 65 versus 91, a 26-closing deficit for the month, changing the year-to-date position to 739 versus 744.

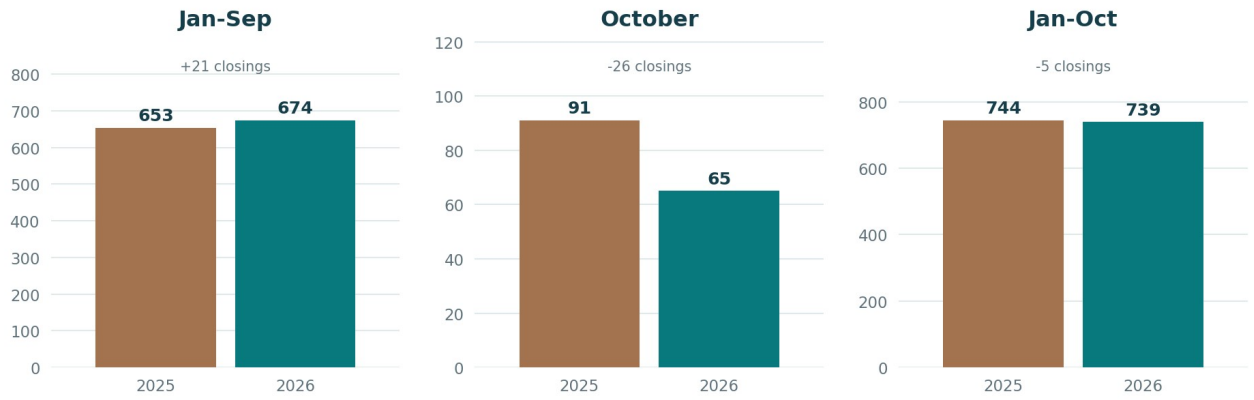

FIGURE 1. Calendar-year 2026 and October year-over-year closings from the county source. Separate periods; a count bridge, not a median-price calculation.

The resulting five-sale year-to-date deficit is far less dramatic than October's monthly decline. Both statements matter: 2026 had held up through September, but the autumn closing pace weakened.

This arithmetic does not tell us when October's buyers signed contracts or how pending October sales will close. It is a transaction-count bridge, not an estimate of price or future inventory.

A relatively stable January–October total should not obscure October's abrupt loss of pace.

SOURCE NOTES | DOMUS Josephine October 2026 p. 1. Jan–Sep derived within the same October source: 739-65=674; 744-91=653.

05 / CONTRACT PIPELINE

A smaller October pipeline keeps the next report important.

Signed contracts are an early activity measure, not guaranteed completed sales.

Countywide pending sales were 73 in October, down from 90 a year ago. The 73 figure increased from the original September native 66, though that modest month-to-month improvement does not erase the year-over-year weakness.

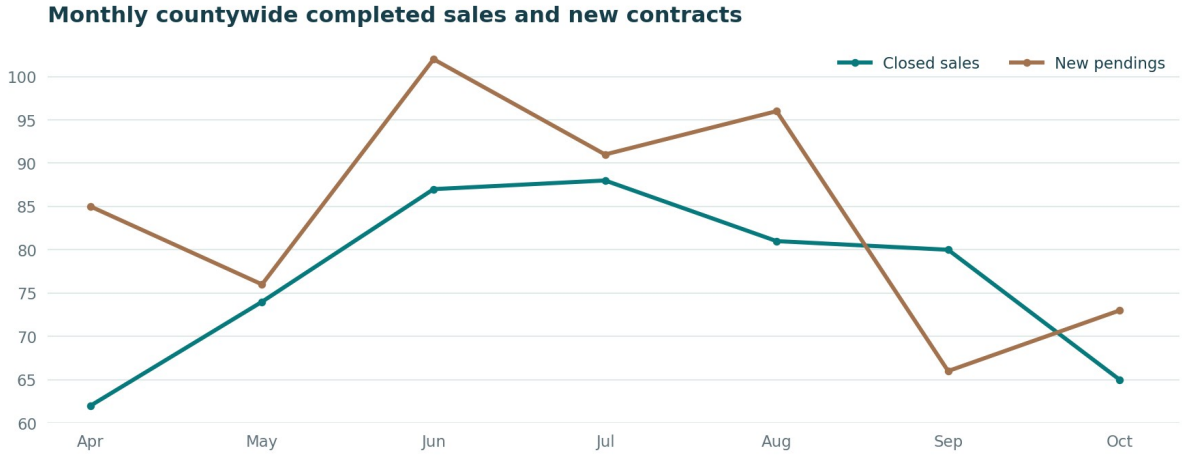

FIGURE 2. Original native April–October 2026 monthly county single-family closings and new pending contracts, not a prediction.

New listings slipped to 93 from 104. This was not a sudden increase in properties offered to buyers: the central issue was softer completed activity relative to stock.

For November, watch whether pending activity can hold or improve and how many of those commitments become recorded closings. A single stronger pending count is suggestive, not conclusive.

Contracts create possibilities; closed sales establish what actually transacted.

SOURCE NOTES | DOMUS Josephine native monthly rows, April–October 2026; October source year-over-year columns. Monthly records are distinct from YTD totals.

06 / SUPPLY AND ABSORPTION

Available homes did not surge; the pace of sales slowed.

A consistent calculation makes the mechanics transparent.

October's 399 active county listings were 19 fewer than the 418 available one year earlier. Yet completed closings declined by 26. Dividing 399 listings by 65 closings produces 6.1 months of calculated supply, compared with 4.6 on the comparable prior-year counts.



FIGURE 3. Consistent count-based ratio of active listings divided by the same calendar month's closed sales. September is the October-publication comparison vintage.

The September comparator in the October publication implies 425 active listings divided by 80 closings, or 5.3 months. October's increase is therefore rooted chiefly in a lower closing denominator.

This is a broad supply-to-flow indicator. Homes that differ in location, price, acreage, construction quality or suitability do not all compete directly.

A shrinking inventory count can coexist with increasing buyer choice relative to sales pace.

SOURCE NOTES | DOMUS October Josephine p. 1. Calculated: Oct 2026 399/65; Oct 2025 418/91; Sep 2026 October-publication comparison 425/80.

07 / TRANSACTION FLOW

Fewer sales explain more than the change in active listings.

Read purchase activity alongside inventory and newly pending contracts.

Closings fell 28.6% from October 2025, compared with a 4.5% reduction in active inventory. New pending transactions declined 18.9%. Those different speeds of change help explain why sellers can feel more competition even when fewer homes are listed.

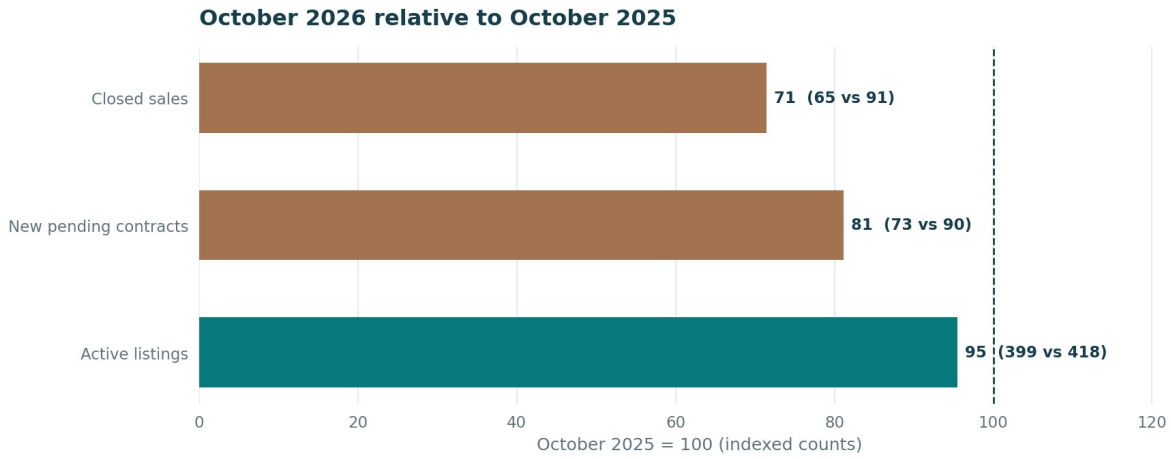

FIGURE 4. October sales, newly pending contracts and active listings indexed to October 2025 = 100. Original report counts are annotated for context.

For buyers, the meaning depends on substitutes. A well-priced single-level property may still have scarce direct competition; a home with condition, access or financing complications can face a longer decision process.

Supply and completed sales are observations of different stages of the market—not interchangeable estimates of housing demand.

Competition is determined by what a buyer can actually choose, not by the countywide listing count alone.

SOURCE NOTES | DOMUS Josephine County October 2026 p. 1; year-over-year observations and author arithmetic.

08 / THE PRICE SIGNAL

The median fell much faster than price per square foot.

That divergence is a warning against overinterpreting any single monthly median.

Josephine County's October monthly median sale price was $382,500 versus $434,000 a year earlier, down 11.9%. The reported $251 price per square foot was just 2.3% below its year-earlier reading.

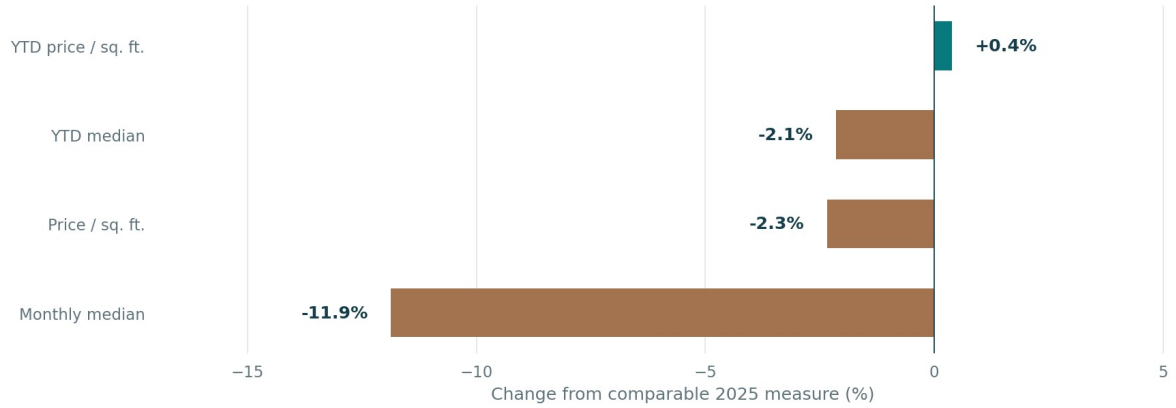

FIGURE 5. Source-reported October and January–October median and price-per-square-foot changes. Different sale populations.

For January–October, the median was $411,000 versus $420,000, down 2.1%, while price per square foot was $260 versus $259, slightly higher. A changed mix of homes or transaction locations can produce these apparently conflicting numbers.

Neither median price nor average price per foot measures the appreciation or depreciation of the same home. A property-specific comparable-sales analysis remains the pricing foundation.

SOURCE NOTES | DOMUS Josephine County October 2026 p. 1, monthly and YTD values. Percent changes calculated from displayed source figures.

09 / MARKET TIME

October’s successful sales moved faster than last year’s.

Sold-home median time and the experience of today’s active listings are different questions.

The October countywide median days on market was 46, versus 49 in October 2025. This modest improvement sits alongside 28.6% fewer closings—a reminder that successful sales may represent the more attractive or properly positioned part of the market.

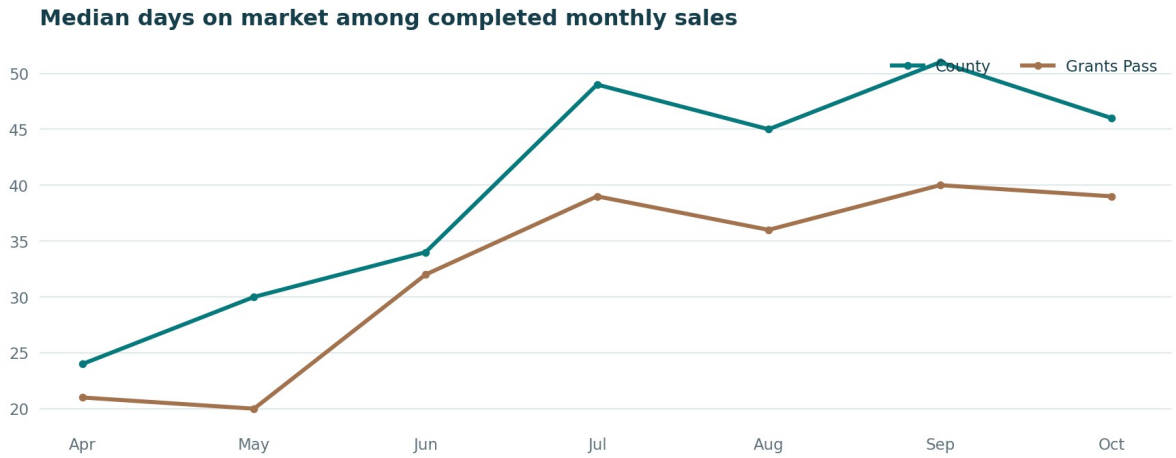

FIGURE 6. Original native April–October sold-home median days on market for Josephine County and Grants Pass.

Across the original April–October monthly record, county median time ranged from 24 days in April to 51 in September before easing to 46 in October. Grants Pass showed a separate pattern.

For sellers, the practical question is not whether the county median is “fast.” It is how long truly competing homes take to attract credible offers.

SOURCE NOTES | DOMUS Josephine County and Grants Pass native April–October 2026 single-family records; October source p. 1 and p. 3.

10 / PRICE REALIZATION

A near-list sale does not describe the full asking-price journey.

Final list-price percentages do not reveal original pricing, reductions or concessions.

The county reported 96.1% of list price received in October, down from 97.4% a year earlier. That is a 1.3-percentage-point change, not a 1.3% reduction in every home's value.

List-to-sale price realization is based on the relevant reported list-price stage. It does not show the home's original asking price, seller-paid repairs, allowances, staging costs, time on market before a repricing, or final net proceeds.

Our listing recommendation therefore starts with comparable closed sales and current competition, then evaluates preparation, terms, timing and likely net—not a uniform "offer X% below asking" rule.

> **The strongest offer is the one most likely to close on acceptable terms, not necessarily the highest headline price.**

SOURCE NOTES | DOMUS Josephine County October 2026 p. 1, list price received; no original-list-price or net-proceeds series certified here.

11 / RECENT SEQUENCE

April through October: a late-summer slowdown in completed sales.

The seven native monthly observations are not a multi-year cycle on their own.

County closings moved from 62 in April to 88 in July before retreating to 65 by October. Newly pending contracts fluctuated, with 102 in June, 96 in August, 66 in September and 73 in October.

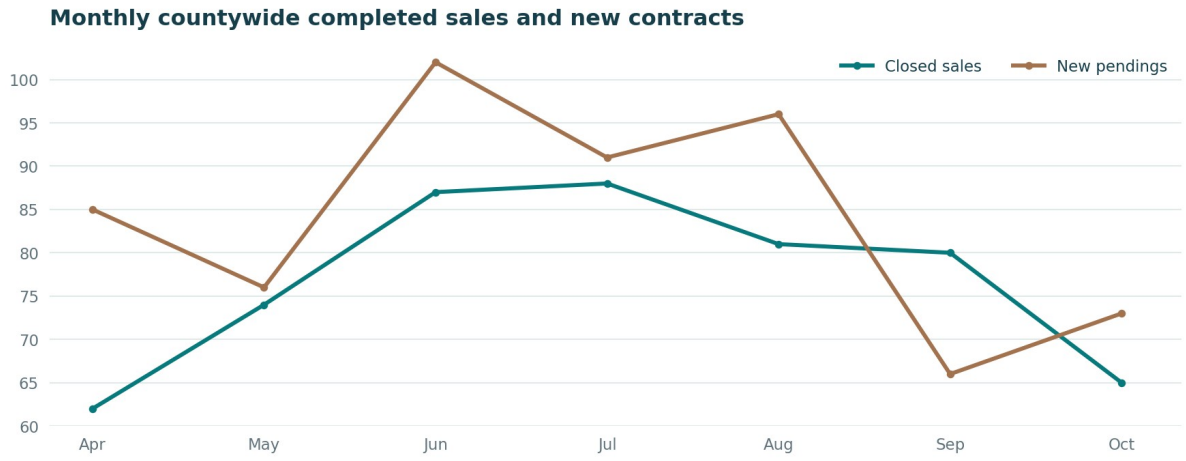

FIGURE 7. Original native April–October 2026 monthly county single-family closings and new pending contracts, not a prediction.

That divergence matters. A slower closing month can reflect contracts signed earlier; a modestly improved pending count may take weeks to affect completed sales.

The seasonal pattern must be tested against the broader historical record before calling the latest decline a lasting shift.

The next two monthly closings reports will clarify whether October was a pause or a sustained change in flow.

SOURCE NOTES | DOMUS Josephine native reporting, April–October 2026. Historical September rows are the archived native vintage, not later republished comparison cells.

Urban transactions and urban prices deserve the same lens.

Urban existing-home sales and median price, shown together across 42 source-native rolling periods.

Across May 2023–October 2026, the fitted urban existing-home sales line tilts modestly upward, although the latest August–October window ended at 134 transactions after reaching 148 in August. The fitted median-price line is effectively flat over this period.



FIGURE 8. Urban existing-home rolling closings and their median prices, 42 source-native report months from May 2023 to October 2026. Solid = observations; dashed = least-squares historical trends.

The first and last rolling urban median are both $365,000. That equality does not mean each home maintained the same value; different homes sold in each window, and the intervening series fluctuated.

These are overlapping three-month windows, not 42 independent sets of three months. The dashed lines describe the full historical path, while the solid lines show how its latest turn differs.

Urban volume has a mild positive long-run tilt; the median price has not shown a comparable linear rise.

SOURCE NOTES | RVAR / Southern Oregon MLS urban growth boundary existing-home source-native rolling series, 42 original monthly reports, May 2023–October 2026. Ordinary least-squares fitted lines; not predictive.

Rural prices tilt upward, but transaction volume is less directional.

The rural sales and median-price series tell different parts of the same property-mix story.

Rural rolling transactions begin this 42-report history at 98 and finish at 100. A fitted line is nearly flat even though the intervening count changes materially. Rural sales reached 122 in September before the current August–October window finished at 100.

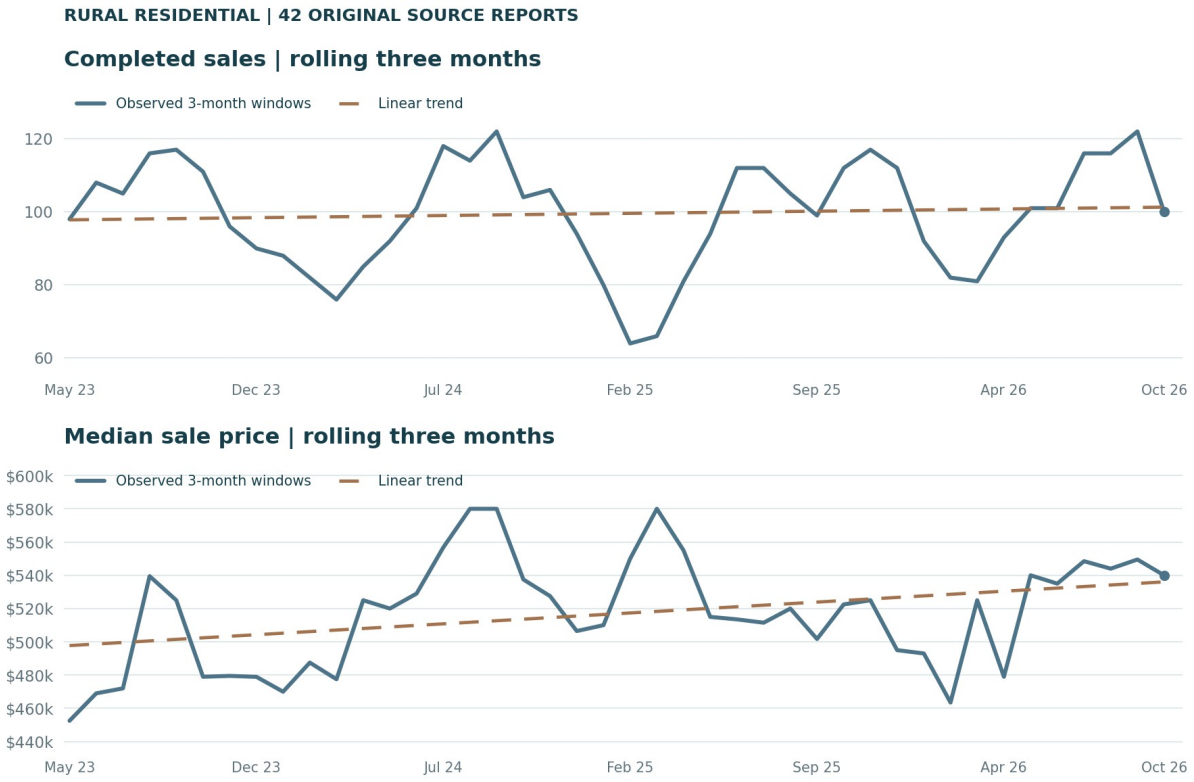

FIGURE 9. Rural residential rolling closings and their median prices, 42 source-native report months from May 2023 to October 2026. Prices describe different sold homes; dashed = historical trends.

The rural rolling median rose from $452,500 in the earliest reporting window to $540,000 in October 2026; its fitted trend slopes upward. That pattern is evidence of the price composition of completed rural sales, not a repeat-sale index of identical acreage properties.

When rural homes differ in usable land, water, structures and access, month-to-month median shifts deserve more skepticism than equivalent changes in a broad repeat-sale price measure.

Rural closed-sale medians tilt upward over the full history while transaction volume remains uneven.

SOURCE NOTES | RVAR / Southern Oregon MLS rural residential 42 original overlapping three-month periods, May 2023–October 2026. Source medians are not property-level appreciation indices.

More listings have accumulated across the same history.

Inventory is a month-end count of homes for sale, not a three-month transaction total.

County residential active inventory increased from 324 listings at the May 2023 snapshot to 444 at October 31, 2026. Its fitted historical line rises by roughly 3.36 listings per reporting month. The series reached 532 in July 2025 and ended October 2026 at 444.

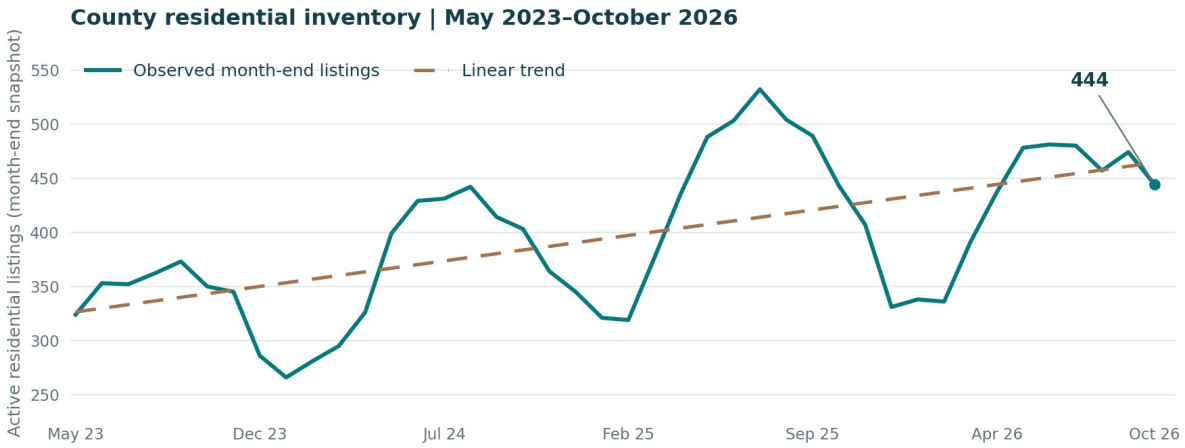

FIGURE 10. RVAR county residential month-end listings. Solid line is each original snapshot; dashed line is a descriptive ordinary least-squares fit, not a supply forecast.

The inventory population comes from the RVAR county residential snapshot. It should not be substituted for the separate 399 active single-family listings in October's monthly countywide report, which uses a different reporting definition.

An increasing stock of alternatives can affect negotiating conditions even when the number of completed purchases is not changing proportionally. This chart does not, by itself, calculate months of supply.

> **The long-term inventory tilt is upward; whether that becomes bargaining power depends on the competing homes and active buyer pool.**

SOURCE NOTES | RVAR / Southern Oregon MLS Josephine County month-end residential active inventory snapshots, original May 2023–October 2026 observations. Descriptive trend, not a forecast.

Listings, transactions and prices are moving at different speeds.

A combined view highlights the tension without mixing the underlying market definitions.

Between the May 2023 and October 2026 observations, county residential listings increased 37.0%. Urban existing-home rolling closings increased 17.5%, rural rolling closings changed 2.0%, the urban median was unchanged, and the rural median increased 19.3%. These are endpoint comparisons—not the slopes of the fitted lines.

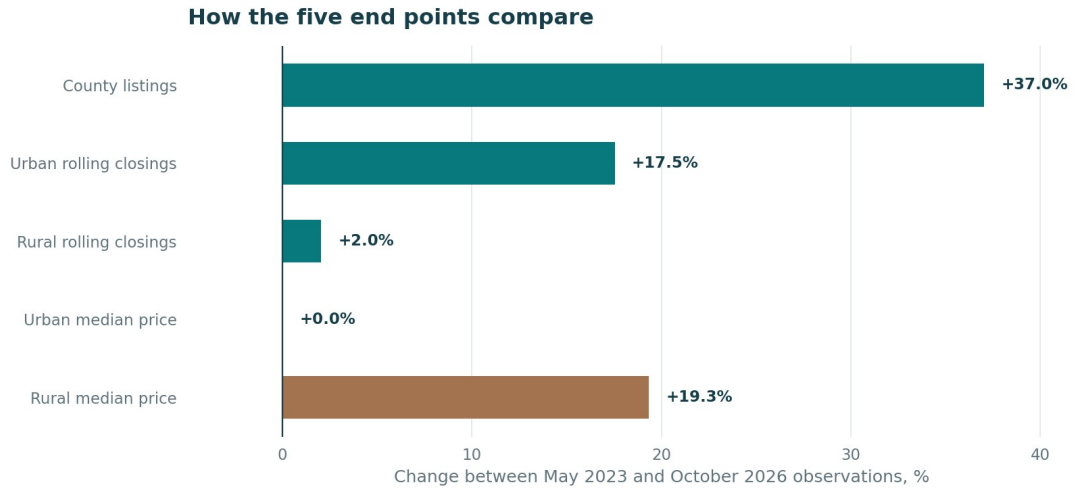

FIGURE 11. Five distinct May 2023-to-October 2026 endpoint changes. Inventory is a month-end stock; sales and median prices refer to separate overlapping three-month windows. Endpoint changes are not fitted slopes or like-for-like price appreciation.

Inventory is a snapshot; transaction volume and median prices are overlapping three-month records for different urban and rural populations. The figures help frame the relative long-term direction, but they must not be combined into one calculated countywide absorption ratio or appreciation rate.

The practical message is segmentation: additional inventory, uneven rural turnover, and an upward rural median can coexist. Buyers should compare real substitutes; sellers should price against the most relevant active competition rather than the countywide price midpoint.

> **More choice and uneven demand create a more discriminating market. The right local comparison matters more than a single county headline.**

SOURCE NOTES | Author endpoint arithmetic from Josephine County RVAR original May 2023 and October 2026 rolling urban existing-home, rural residential and month-end county inventory rows. Endpoint percentage changes describe source-defined populations, not forecasts.

Same-season observations supply context, not a guarantee.

Four October reporting windows help distinguish one weak month from the broader rhythm.

RVAR urban existing-home closings for the August–October windows were 135 in 2023, 139 in 2024, 156 in the archived 2025 series and 134 in 2026. Rural closings were 111, 104, 112 and 100 in those same windows.

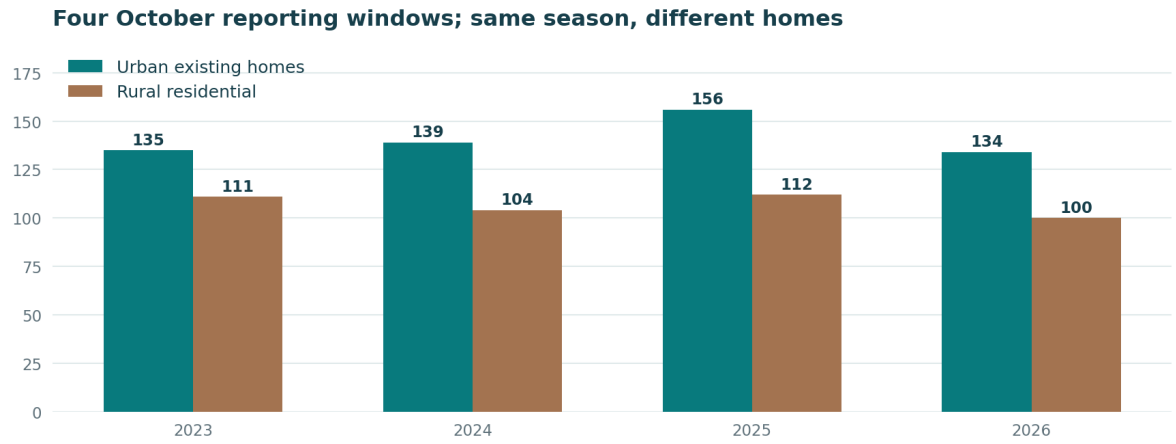

FIGURE 12. Archived source-matched August–October rolling windows from 2023–2026; urban and rural groups are different populations.

The comparison puts current rural volume below each of the prior three Octobers, even though the full-series linear fit is approximately flat. Urban volume has returned close to its 2023 level after a stronger 2025 comparison.

Because these are rolling three-month windows, they are not October-only totals and cannot be added to the monthly county figures.

SOURCE NOTES | RVAR original October 2023, 2024, 2025, 2026 reporting windows; archived 2025 values can differ from later prior-year comparison vintages.

17 / TWO SOURCE LENSES

One county, two different ways of measuring real estate activity.

Use the monthly and rolling views together—but never merge their denominators.

The monthly countywide series reports 65 completed single-family transactions during October, a $382,500 median and 399 active listings. The separate RVAR county residential inventory snapshot is 444, and its August–October rolling reports describe 134 urban existing-home and 100 rural residential closings.

The RVAR urban definition is within the defined urban growth boundary; the monthly report covers a different geography and transaction scope. Even the two active-listing totals are not interchangeable.

In this report every chart identifies the reporting window and the market population it represents.

REPORTING VIEW	WHAT IT COUNTS	OCTOBER REFERENCE
Monthly single-family county	Completed calendar-October sales	65 closings; 399 active
Urban existing-home rolling	Aug–Oct urban existing sales	134 closings
Rural residential rolling	Aug–Oct rural closings	100 closings
County RVAR inventory	October 31 residential listings	444 active

A precise market question always begins with the correct geography, property set and reporting period.

SOURCE NOTES | DOMUS Josephine October p. 1; RVAR October 2026 existing, rural and inventory source tables.

Rural property accounts for most RVAR residential listings.

County active inventory divides into four distinct reported market areas.

The October 31 RVAR inventory recorded 444 active residential listings. Rural Josephine accounted for 265, or 59.7%. The urban reporting areas contained 81 in 97526, 78 in 97527, and 20 in Cave Junction, summing to 179.

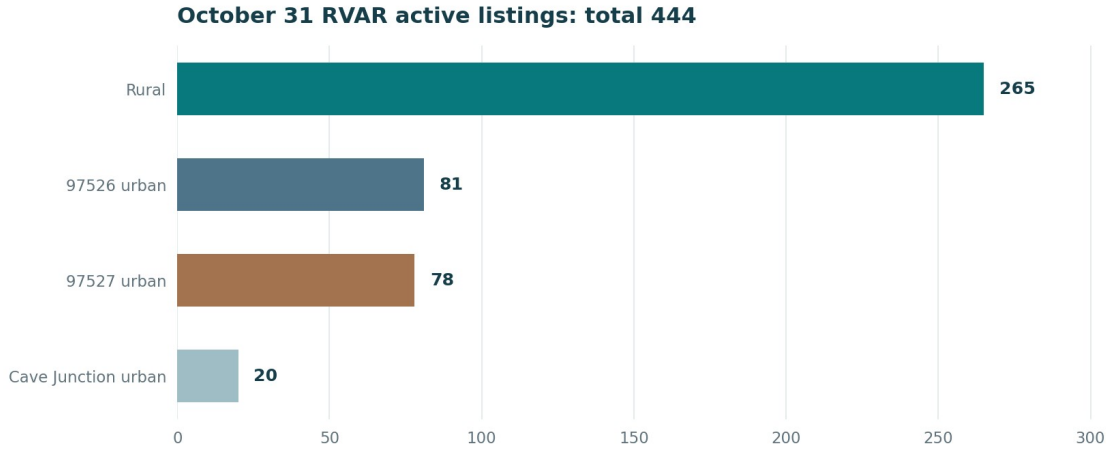

FIGURE 13. Month-end October 2026 county inventory by source-reported market area. Urban totals plus rural reconcile to the countywide RVAR total of 444.

This is a stock snapshot, not a rural share of completed sales. It should not be substituted for the separate monthly 399-listing single-family total.

A buyer comparing in-town residences with acreage homes is not choosing among 444 equivalent substitutes. Services, access, financing, land use and property condition narrow the real competition quickly.

SOURCE NOTES | RVAR / Southern Oregon MLS Josephine County, October 31, 2026 inventory source table; source-reported geography counts 265 + 81 + 78 + 20 = 444.

19 / URBAN AND RURAL

Two parallel markets tell more than one blended headline.

Rolling existing-home activity and rural residential activity diverge on price and market time.

For August–October, the urban existing-home total recorded 134 sales versus 160 a year earlier, a $365,000 median versus $370,000, and 38 days of cumulative market time versus 45. Rural recorded 100 sales versus 114, a $540,000 median versus $512,500 and 78 days versus 58.

Urban sales were fewer but sold-home median time improved. Rural sales were also fewer, its median price was higher, and its sold-home market time grew by twenty days.

Neither price median can be applied to a specific home. The contrast does show why urban and rural strategy should not be reduced to the same headline.

ROLLING VIEW	URBAN EXISTING	RURAL RESIDENTIAL
Completed sales	134 vs 160	100 vs 114
Median sale price	$365k vs $370k	$540k vs $512.5k
Cumulative median DOM	38 vs 45 days	78 vs 58 days

Urban liquidity and rural transaction friction are separate questions—even within the same county.

SOURCE NOTES | RVAR Josephine existing-home urban total and rural residential total, matched August–October 2026 and 2025 source comparisons.

Grants Pass carried much of October’s closing slowdown.

The citywide monthly view is informative, but its two ZIPs are not identical.

Grants Pass completed 48 single-family closings in October versus 73 a year earlier, down 34.2%. The city recorded 56 new pending contracts compared with 72 and 298 active listings compared with 311.

Its implied supply ratio increased from 4.3 to 6.2 months because completed sales declined more sharply than active inventory. The monthly median was $389,950 versus $420,000; median market time was 39 versus 58 days.

Compared with county totals of 65 and 91 closings, Grants Pass made up most of October’s year-over-year volume difference. The rest of the county requires its own market analysis.

> **A seller in Grants Pass must still compare the subject home with its direct ZIP, location, size and condition alternatives.**

SOURCE NOTES | DOMUS Josephine October 2026 Grants Pass city p. 3 and Josephine County p. 1; calculated city supply 298/48 versus 311/73.

97526: a higher median, but fewer transactions.

The mix of successful closings is not the same thing as broad pricing power.

October recorded 26 completed single-family sales in 97526 versus 36 a year earlier. The median increased to $415,000 from $384,950, even as price per square foot declined from $252 to $242.

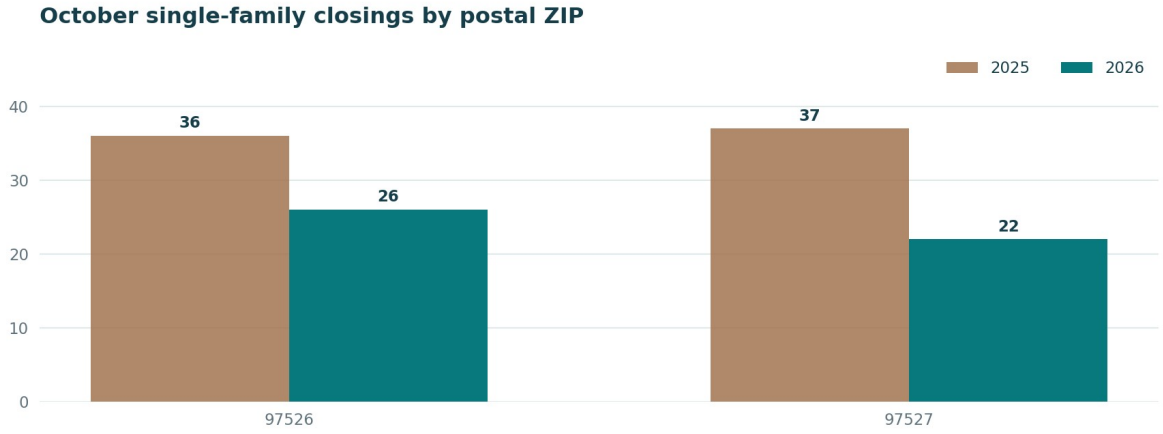

FIGURE 14. October 2026 versus October 2025 completed single-family closings in the two Grants Pass ZIPs.

The completed-sale median market time improved to 35 days from 63; pending sales were 28 versus 37. The rolling urban existing-home report also showed fewer closings, 64 versus 86.

Taken together, those measures point to a smaller, differently composed group of completed purchases—not evidence that every 97526 home appreciated.

SOURCE NOTES | DOMUS Josephine October 2026 97526 p. 4; RVAR rolling 97526 existing-home source table.

97527: a thinner closing market with longer market time.

Equal pending counts do not erase unequal current selling conditions.

October recorded 22 closings in 97527 versus 37 a year earlier, and its median sale price dropped to $379,900 from $436,500. Completed-sale median days on market increased to 60 from 46.

The ZIP recorded 28 newly pending transactions, the same as 97526, yet October's successful sales moved notably more slowly. The rolling urban existing-home count was 57 versus 64.

This combination is a reason for sellers to define direct competition carefully and for buyers to investigate market time, condition and terms rather than assume all sellers are equally flexible.

MONTHLY MEASURE	97526	97527
October closings	26	22
October pendings	28	28
Median sale price	$415,000	$379,900
Median sold-home DOM	35 days	60 days
Active listings	150	148

Two postal ZIPs can have nearly equal active inventories and very different completed-sale experiences.

SOURCE NOTES | DOMUS Josephine October 2026 Grants Pass 97526 p. 4 and 97527 p. 5; monthly single-family reporting.

The city’s annual shortfall hides two different trajectories.

The ZIPs have different starting positions and autumn momentum.

Grants Pass January–October closings total 620 versus 643 last year. But 97526’s 312 closings trail its prior-year 345 by 33, while 97527’s 308 still exceed its prior-year 298 by ten.

For the city as a whole, a two-sale January–September lead was erased by October’s 25-sale year-over-year monthly deficit, leaving the year-to-date count 23 behind.

The practical implication is not a ZIP ranking. A 97526 seller faces a year-long flow deficit, while a 97527 seller faces a sharper recent deceleration after a stronger earlier year.

> **Where a home competes is as important as what the entire city did in October.**

SOURCE NOTES | DOMUS Josephine October p. 3–5, January–October closed sales and October counts; same-vintage arithmetic only.

24 / RURAL TOTAL

Rural Josephine combines fewer sales with longer exposure.

A higher rolling median does not mean sellers control every negotiation.

The August–October rural market recorded 100 completed sales versus 114 a year earlier, a decline of 12.3%. Median cumulative days on market rose to 78 from 58. Meanwhile the rolling median sale price was $540,000 versus $512,500, an increase of 5.4%.

The median describes the particular homes that changed hands. The longer exposure suggests buyers may take more time evaluating land, utilities, access, improvements or alternative properties.

Unlike the monthly countywide figure, this rolling total captures rural residential activity across three months. The inventory snapshot was 265 rural listings on October 31.

> **Rural buyers need a property-specific diligence plan; rural sellers need a market-tested asking price and a realistic preparation window.**

SOURCE NOTES | RVAR Josephine rural residential total August–October 2026 and October 31 rural inventory source rows.

25 / RURAL ACREAGE MIX

The acreage bands are moving on different clocks.

Under five acres dominated sales, while five to ten acres gained transactions.

Under-five-acre closings fell to 51 from 70 a year earlier. Five-to-ten-acre closings rose to 35 from 26, despite much longer median market time. Over-ten-acre closings fell to 14 from 18.

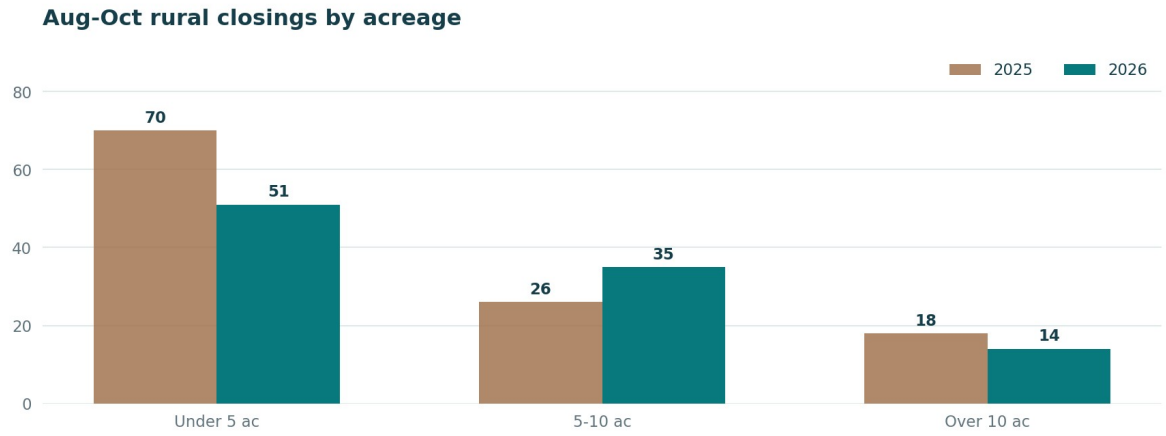

FIGURE 15. August–October 2026 and prior-year rolling three-month rural closing counts by acreage class.

These 51, 35 and 14 transactions sum to the 100-sale rural total. Their price medians cannot be summed or averaged to reproduce the rural total median.

The acreage distinctions are only the first cut. Topography, irrigation and water rights, home quality, permitted uses and insurability may matter more than an extra acre.

SOURCE NOTES | RVAR rural Josephine August–October 2026 acreage-band closing counts and same-period prior-year comparison.

The most active rural segment still lost transaction volume.

A larger buyer pool does not guarantee a quick or easy sale.

The under-five-acre segment reported 51 rolling closings versus 70 last year, down 27.1%. Its $519,000 median compared with $500,848 a year earlier, while cumulative median market time rose to 61 from 55 days.

This segment includes properties whose value may depend as much on neighborhood access, utilities and house condition as the land itself. Competing listings should be narrowed by location and usable acreage, not merely lot size.

For buyers, compare site work and insurance availability alongside the sale price. For sellers, condition and clear documentation can improve confidence during diligence.

> **Under five acres is not one homogeneous price class; useful land and improvements determine the real comparison.**

SOURCE NOTES | RVAR Josephine under-five-acre rural residential rolling results, August–October 2026.

More 5–10-acre sales did not mean faster decisions.

Volume improved while the typical completed sale required more time.

This acreage band recorded 35 rolling sales versus 26 a year ago, up 34.6%. Yet cumulative median days on market climbed to 109 from 82. Its reported median price declined from $577,500 to $532,000.

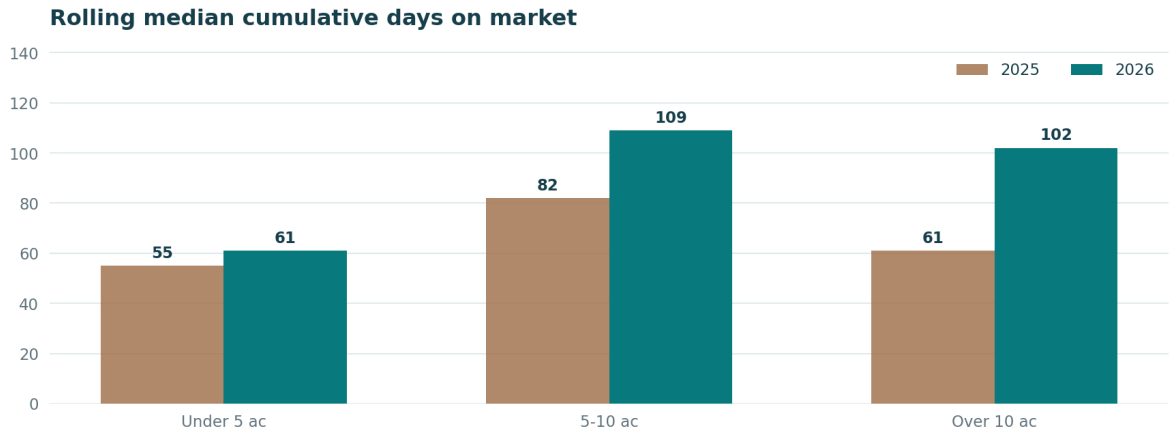

FIGURE 16. Cumulative median market time in the same rolling rural acreage-band windows.

More transactions and longer marketing time can coexist when buyers are selective about the utility of the acreage and sellers eventually meet the market on price or terms.

A high-quality property with usable land, dependable water, good access and understandable operating costs can stand apart; the band median alone cannot determine its value.

> **The 109-day median is a planning signal for exposure and carrying costs, not a timetable for any listing.**

SOURCE NOTES | RVAR Josephine rural 5–10-acre segment, August–October 2026; rolling sales, median and cumulative DOM.

28 / OVER TEN ACRES

Large parcels produce the widest price-mix caution.

Small transaction counts can move a median sharply without proving appreciation.

Over-ten-acre rural properties recorded 14 sales versus 18 a year earlier. Their rolling median rose to $692,500 from $515,000, while median market time climbed from 61 to 102 days.

For context, the original October 2024 median for this band was $702,500; the October 2026 median is slightly below that historical comparison. This tempers the apparent one-year price jump.

At only 14 closings, the mix of improvements, usable land, access and amenities can change the median substantially. An individual appraisal or comparative market analysis needs direct property evidence.

> **A large annual median change in a thin acreage segment is a question to investigate, not an automatic market-value conclusion.**

SOURCE NOTES | RVAR Josephine over-ten-acre rolling market, October 2024, 2025 and 2026 original source windows.

Cave Junction has useful rolling evidence, but a narrow sample.

Do not substitute the unusable monthly data for the verified urban existing-home series.

The source-defined Cave Junction urban existing-home market recorded 13 August–October closings compared with 10 a year earlier. Median cumulative days on market improved from 112 to 42; the rolling median was $325,000 versus $312,500.

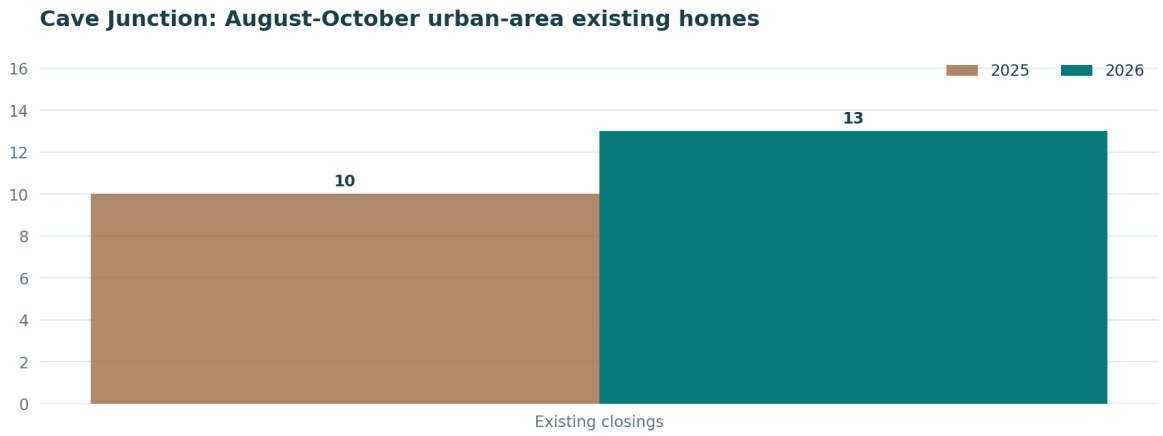

FIGURE 17. Cave Junction urban existing-home rolling completed sales, not the quarantined monthly source.

These figures describe a small sample, not a stable countywide trend. One or two different homes can materially affect the median.

The separate October Cave Junction calendar-month view does not meet our publication-verification requirements. This chapter therefore relies on the qualified RVAR rolling population without inventing a monthly result.

Cave Junction deserves its own comparison set, with extra caution around small samples and geography.

SOURCE NOTES | RVAR Cave Junction urban existing-home August–October 2026, prior year matched. DOMUS Cave Junction October monthly data withheld from the verified release.

New construction is a separate, thin market.

A handful of sales cannot establish broad builder pricing power.

The August–October urban-area new-construction report recorded six closings across the urban total, compared with seven a year earlier. Grants Pass 97527 recorded five, 97526 recorded none, and Cave Junction recorded one.

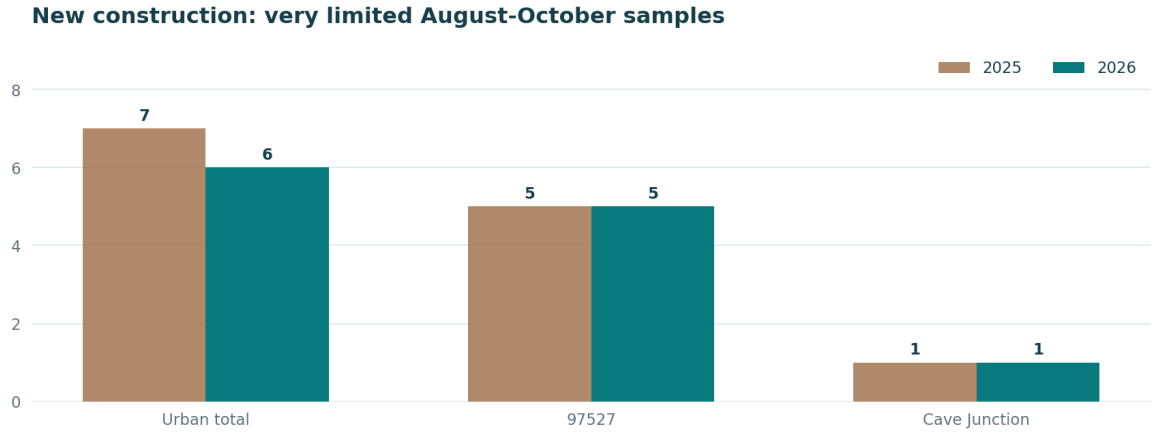

FIGURE 18. Urban-area new construction rolling closings; low counts do not establish a price or market-wide trend.

The urban new-construction median was $453,500 versus $369,500, but the sale count is too small to support a broad price-appreciation claim. Builder incentives, completion dates and specifications can change the effective economics.

Buyers should compare taxes, warranties, site work, energy features, financing incentives and the full cost to occupy—not only sticker prices.

SOURCE NOTES | RVAR Josephine urban-area new-construction August–October 2026 by reported submarket. Small-sample caution; no individual-property inference.

Land and improvements determine the true comparable set.

Acreage, wells and access are not interchangeable with an ordinary in-town lot.

An acreage purchase may call for investigation of well performance and water quality, septic records, water rights, irrigation infrastructure, legal and practical access, wildfire exposure, insurance availability, flood risk and permitted land uses.

The market report cannot certify these property conditions. Buyers should use qualified inspectors, county records and appropriate specialists during due diligence. Sellers can make the process more effective by assembling records and addressing avoidable uncertainties before listing.

The correct comparable set should be built around what a buyer can use and finance, not merely a shared postal code or nominal acreage band.

PROPERTY QUESTION	WHAT TO VERIFY
Water	Source, well logs, testing, rights and seasonality
Wastewater	Septic permits, service records and inspection
Access	Legal easements, maintenance and year-round use
Land use	Zoning, allowed uses, structures and setbacks
Ownership cost	Insurance, utilities, maintenance and fire preparation

SOURCE NOTES | Broker education based on the source-defined rural-property segmentation. These are diligence topics, not inspections or legal findings for a specific home.

32 / SELLER STRATEGY

Price for the alternatives buyers can tour today.

The first launch window is especially valuable when transactions have slowed.

Countywide October closings declined more quickly than listing stock. This gives sellers a reason to take current competing listings seriously, even if recent median prices in their segment appear encouraging.

Before choosing an asking price, study recently sold comparable homes, the reasons some listings are lingering, the condition and presentation of competing properties, and how financing or property-specific diligence could affect the buyer pool.

The objective is not to make every home perfect. It is to prioritize preparation that is likely to improve the seller's net result, then monitor showings, credible feedback and offer quality.

> **An attractive presentation and defensible opening price reduce the risk of asking buyers to overlook a home during its most visible period.**

SOURCE NOTES | October 2026 Josephine market observations; guidance is a planning interpretation, not a universal pricing claim.

More time and more alternatives create room for comparison.

Strong offers are built from facts—not from a countywide discount assumption.

October's slower county closing pace can increase a buyer's opportunity to compare similar homes. But opportunity is uneven: well-positioned homes may still attract interest quickly, while properties with condition, access or lending complications can remain available longer.

A sound offer starts with comparable sold properties and active alternatives, then considers inspection findings, appraisal issues, lender requirements, repair feasibility, earnest money, contingencies and realistic closing timing.

The right price depends on the subject property and the terms that make the transaction likely to close—not an automatic percentage below asking.

> **Market intelligence gives buyers better questions. Inspection and property-level facts supply the answers.**

SOURCE NOTES | DOMUS and RVAR October Josephine activity; buyer representation principles applied to reported conditions.

Plan the two sides of a move as one financial decision.

Net proceeds, replacement-home options and timing matter together.

A homeowner selling rural property and moving into Grants Pass—or the reverse—faces two different markets. Rural elapsed time and urban transaction pace can diverge, so the sale and replacement purchase should not be planned from one countywide median.

A practical plan tests scenarios: sale before purchase, purchase with a sale contingency, temporary housing, early listing preparation, and financing alternatives. Add carrying costs, loan terms, taxes, transaction expenses and the value of flexibility.

Neither a model center nor a county average can select the right date. The decision depends on cash flow, desired property, contract risk and personal timing.

DECISION	WHAT TO MODEL
Sell first	Proceeds certainty versus replacement timing
Buy first	Financing, carrying costs and contingency exposure
Flexible close	Possession, rent-back and moving logistics
Property diligence	Time needed for inspections and specialists

SOURCE NOTES | General planning framework; no hypothetical transaction is presented as a market forecast or individualized financial advice.

The qualified rolling-market readings are mixed—not countywide averages.

These indicators apply to specific urban or rural populations, not a single combined Josephine score.

October's eligible Momentum readings were 49.2 in 97526, 49.7 in 97527, 61.2 in Cave Junction and 46.2 for Rural Total. Their corresponding Market Health scores were 55.2, 54.6, 66.2 and 51.7.

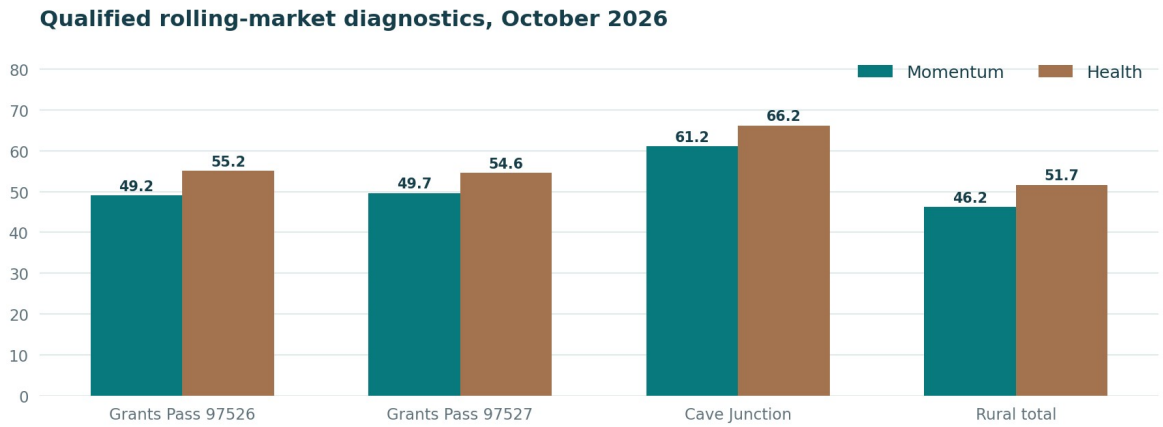

FIGURE 19. Qualified October 2026 source-defined RVAR Momentum and Health readings; no countywide DOMUS composite is published.

The models examine several observed market conditions at once. Cave Junction's higher reading should be interpreted with small-sample caution and does not convey a complete Risk rating. No full countywide monthly composite is authorized in the current release.

The scores are 0–100 diagnostics, not sale probabilities, investment returns or guaranteed price movements.

> **A high or low reading is a prompt to investigate the underlying drivers—not a substitute for property-level evidence.**

SOURCE NOTES | Josephine October 2026 qualified RVAR October analytical reader; source-defined 97526, 97527, Cave Junction and Rural Total. Full countywide DOMUS composite remains withheld.

The negotiating signals are as local as the inventory.

Buyer Opportunity and Seller Strength are descriptive indices, not predicted concessions.

Qualified October Buyer Opportunity scores were 51.4 in 97526, 48.4 in 97527, 41.1 in Cave Junction and 53.2 in Rural Total. Seller Strength readings were 48.3, 48.3, 61.5 and 44.4, respectively.

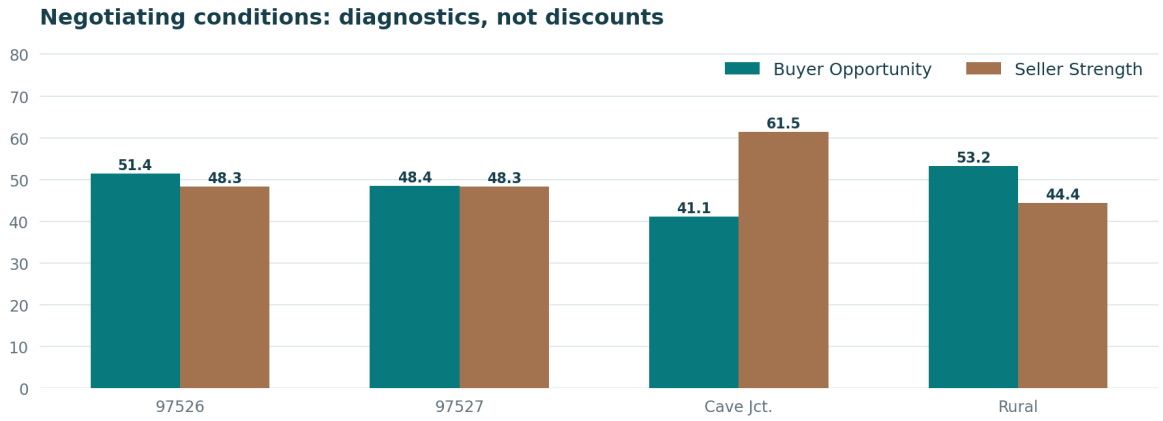

FIGURE 20. Buyer Opportunity and Seller Strength are 0–100 diagnostics, not percentages of discount, negotiating success or sale probability.

One reading never determines an offer. A listing with no real substitutes may remain competitive in a softer area, while a property with expensive repairs or uncertain access may give a buyer more leverage than the area average suggests.

The indices are not probability percentages and should not be interpreted as prescribed price reductions.

Leverage appears when a credible alternative exists and the terms address each side's actual needs.

SOURCE NOTES | Qualified October 2026 Josephine rolling-market Health release; same source-defined populations as the preceding chart.

Forecast centers are conditional planning references.

No certified countywide numerical forecast is released, and no direction or interval is promised.

The October market-outlook review provides selected reference points for specific areas and future reporting windows. For Grants Pass 97526, the existing-home reference is approximately 65 completed sales across September–November 2026 combined—not 65 closings during November.

Rural Josephine has a reference of approximately 263 active listings at January 31, 2027, and about 103 completed sales with a $538,803 median over the February–April 2027 three-month period. Separate limited acreage-price references exist, but no under-five-acre median-price reference has been approved.

These are conditional planning reference points, not guaranteed outcomes, calibrated probability intervals, or estimates of what any individual property will sell for. The next observed source report matters more than any single model center.

RELEASED REFERENCE	TARGET WINDOW	POINT CENTER
97526 rolling existing closings	Sep–Nov 2026	≈65 sales
Rural active inventory	Jan 31, 2027	≈263 listings
Rural rolling closings	Feb–Apr 2027	≈103 sales
Rural rolling median	Feb–Apr 2027	≈$538,803

SOURCE NOTES | October Josephine scoped RVAR forecast reader. Point level only; no direction, calibrated interval, probability or proven prospective accuracy.

The historical pattern comparison is diffuse.

Only Rural Total and 97526 have approved ten-pattern diagnostics this month.

For both qualified populations, “Balanced Transition” is the closest historical reference profile, with relative fit weights of 16.7% in Rural Total and 17.0% in 97526. The full ten-profile comparison shows substantial overlap with other patterns.

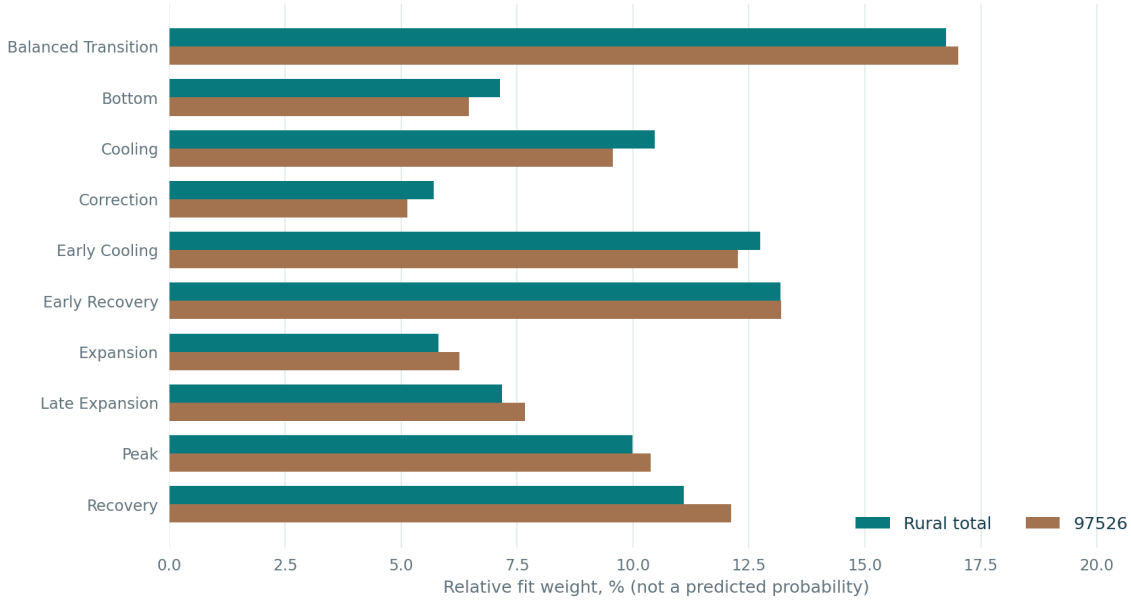

FIGURE 21. Ten historical relative-fit reference profiles, approved only for Rural Total and 97526. Weights are not future phase probabilities.

Entropy readings of approximately 97 out of 100 reinforce that ambiguity. The relative-fit weights are not probabilities that a market is presently or will later be in a particular phase.

There is no authorized countywide Cycle classification, no 97527 classification and no acreage-band classification. The appropriate conclusion is uncertainty across multiple plausible patterns—not a definitive cycle headline.

> **Market-cycle patterns organize evidence. They do not certify the next turning point or tell a homeowner when to sell.**

SOURCE NOTES | Promoted October Josephine limited relative-profile diagnostic, Rural Total and Grants Pass 97526 only; approved full ten-profile vector and high-entropy disclosure.

A verified calculation is different from a proven forecast.

The published report maintains separate standards for numerical outputs and predictive claims.

The October source and selected model outputs were independently reproduced and promoted within a versioned scoped operating release. That supports reproducibility, lineage and permitted use of the specific numbers presented here.

It does not automatically certify forecasting skill, future direction or the width of a probability interval. Historical tests use overlapping rolling windows and must be assessed against simple baselines before a performance claim is warranted.

We therefore publish observed measurements, qualified diagnostics and explicitly limited reference centers—without converting research confidence measures into public success rates.

ANALYTICAL CLAIM	PUBLIC USE IN THIS EDITION
Observed prices, inventory, closings	Yes, with geography and period
Qualified Momentum / Health	Yes, source-defined rolling contexts
Limited Market Cycle comparison	Only Rural Total and 97526; all ten profiles
Screened point centers	Only source-defined eligible routes; no direction
Calibrated intervals or hit rates	Not authorized

SOURCE NOTES | Josephine October scoped operating release and November 9 limited diagnostic promotion; original source data remain unchanged.

40 / NEXT MONTH WATCHLIST

November should test transaction flow, not just a headline median.

The next readings will tell us whether October was a pause or a broader loss of momentum.

First, check whether countywide newly pending contracts continue to recover from September's lower level and whether actual closings stabilize after October's 65. Second, watch if monthly active listings remain near 399 or move with seasonality.

Third, compare the next rural three-month closing window with the 100 recorded for August–October, and inspect whether the 78-day rural market-time measure persists. Fourth, separate the trends in 97526, 97527 and Cave Junction rather than relying on a single Grants Pass headline.

If the next source publication revises prior-month figures, preserve the original archive and label the new comparison vintage.

WATCHPOINT	OCTOBER REFERENCE
County completed sales	65 monthly
County newly pending	73 monthly
County month-end active	399 monthly-source
Urban existing closings	134 rolling
Rural closings / median DOM	100 / 78 days rolling
RVAR county inventory	444 month-end snapshot

> **The most valuable next update is one that tests the preceding thesis—not one that treats every new figure as a new market regime.**

SOURCE NOTES | Josephine October DOMUS and RVAR source periods; November values are not assumed or projected here.

Start with the group of homes and the time window.

The period and market boundary determine what each number can mean.

The monthly single-family report describes transactions completed during October and the active listings at that reporting date. A rolling three-month result, by contrast, reflects August through October combined; consecutive rolling observations share two months of sales.

An urban growth boundary is not interchangeable with a postal ZIP. Rural acreage bands are distinct residential-market populations. Two correctly reported medians can differ because the properties, geography or time windows differ.

Use the same measurement basis on both sides of a comparison. Never add monthly sales to rolling closings or substitute county RVAR inventory for the separate monthly single-family inventory.

MEASURE	WHAT TO KNOW
Closed sales	Completed transactions during the stated month or three-month window.
Pending sales	Newly pending contracts in the stated monthly report; not guaranteed future closings.
New listings	Properties newly offered in the month; not the total number still available.
Active inventory	Homes offered for sale as of a specific date; a stock rather than a sales-flow measure.
Rolling sales	Closings in the reported overlapping three-month window; neighboring endpoints share observations.
Urban existing homes	Existing-home transactions in the defined urban growth boundary, not the entire ZIP.
Rural acreage	Under-five, five-to-ten, and over-ten-acre rural residential categories.

Before making a comparison, ask: same population, same time period, same statistic?

SOURCE NOTES | October Josephine County DOMUS / Oregon Data Share and RVAR / Southern Oregon MLS source definitions.

The price a home achieves and the time it takes tell different stories.

Market medians are summaries of completed transactions, not appraisals.

A median sale price divides the observed completed sales into two halves. If October includes more renovated homes, new construction or larger-acreage properties, the median can change even when the value of an otherwise identical home has not.

Price per square foot also changes with house size, condition, amenities and the mix of sales; it should not be applied mechanically to a subject property. List-price realization compares the closing price to the reported list-price stage, not necessarily the original asking price or seller net proceeds.

Days on market reflects the successfully sold group. A month with fewer sales can report shorter median time if only the best-positioned homes close. Longer exposure is a planning risk, not a prediction for an individual listing.

MEASURE	HOW TO INTERPRET IT
Median sale price	Middle price of the sold group; not a repeat-sale price index.
Price per square foot	Sold price divided by reported living area; sensitive to size and property mix.
Median market time	Middle reported marketing duration of the closed properties.
Cumulative days on market	Reported cumulative exposure in the specified source population; definitions can vary.
List price received	Sale price relative to a reported list-price stage; does not establish original list or net.
Months of supply	Active inventory divided by the same-month closed-sale pace; a ratio, not a timetable.
Year-over-year change	Compares equivalent periods a year apart; percentages require aligned denominators.

For a real home, pair the market context with comparable sales, current competing listings and the property's individual features.

SOURCE NOTES | Josephine October 2026 monthly and rolling source measures; author-computed supply uses a consistent inventory/sales denominator.

Our market readings organize evidence; they do not replace judgment.

A plain-language glossary for the report's diagnostics, trends and limited outlook.

Market Momentum brings several changing conditions into one 0–100 index. Market Health summarizes the balance of key observed factors. Buyer Opportunity and Seller Strength describe relative negotiating mechanics; neither measures a guaranteed discount or probability of success.

A descriptive linear trend is a straight-line least-squares fit across the historical observations shown; it does not independently predict the future. Our 42 source reporting windows overlap and should not be treated as 42 independent three-month periods.

Market Outlook reference centers are limited, historically screened planning inputs for exact named populations and target windows. The Market Cycle comparison measures similarity to ten historical patterns; its relative-fit weights are not probabilities of a particular future event. Missing components and nonqualifying markets are deliberately withheld.

MARKET LENS	READER INTERPRETATION
Market Momentum	0–100 composite of changing conditions; diagnostic, not a forecast.
Market Health	0–100 composite of market balance and functioning for an eligible group.
Buyer Opportunity	Relative negotiating environment; not a percentage price concession.
Seller Strength	Relative sale-side negotiating position; not a promised sale outcome.
Market Outlook	Qualified point-level planning centers only; no approved direction or probability.
Market Cycle	Similarity to historical reference patterns, not a certified phase prediction.
Relative-fit weight	Model comparison weight across patterns; not a forward event probability.
Trend line	Historical straight-line summary; observe the latest actual points as well.

A market score should sharpen the questions you ask about a property, not supply the answer on its own.

SOURCE NOTES | October 2026 Josephine qualified source-defined analytical release; scores and model outputs are subject to explicit scope limits.

44 / SOURCE AND METHODOLOGY

The research standard: transparent sources and bounded conclusions.

Sources, time windows and limitations are identified so readers can compare like with like.

Primary sources: Josephine County October 2026 Market Summary (DOMUS / Oregon Data Share, monthly single-family report), and October 2026 Southern Oregon MLS / RVAR residential statistics (rolling existing-home, new construction, rural acreage and residential inventory). Source-native May 2023–October 2026 records underpin the 42-month historical exhibits.

Long-term dashed lines use unweighted ordinary least squares across 42 overlapping source reporting endpoints. They are descriptive visual aids, not independent observations or a prediction model. County monthly and RVAR inventory counts differ by population and are never merged.

The Cave Junction monthly series is excluded because it does not meet the current publication standard; eligible rolling-market facts remain available. The market-score and outlook sections use only authorized source-defined observations and qualified outputs, with explicit limits on predictive claims.

> **Questions about a particular property deserve a complimentary, property-specific analysis using current comparable sales and competing listings.**

SOURCE NOTES | Source archive: Josephine+Co+Market+Summary+1026.pdf and Josephine+Co+Residential+Statistics+1026.pdf; October 2026 promoted scoped analytical release, November 9, 2026.