01 / COVER

JOSEPHINE COUNTY RURAL MARKET INTELLIGENCE

September 2026 | Rural total, Under 5 Acres, 5–10 Acres and Over 10 Acres

> **More transactions. Longer market time. A recovery that differs by acreage.**

Rural closings increased in the July–September window, with the largest contribution from 5–10-acre properties. Every acreage group recorded longer cumulative market time than a year earlier. The rural-total Momentum/Health reading improved from August, but that does not mean homes sold faster or every acreage class gained the same leverage.

July–September rural total	2025	2026
Closed sales	100	122
Median sale price	$500,848	$549,500
Median cumulative DOM	49	68

Prepared by Jon Barrows and Jessica Blackwell
Full Circle Real Estate | **jonandjess.realestate**

> **Sales window: July 1–September 30, 2026.**
> **Inventory snapshot: September 30, 2026.**

SOURCE & BASIS | [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods.

02 / THE DECISION-FIRST READ

More participation did not remove the time cost.

The overall improvement is meaningful—but uneven.

The rural total

RVAR reports 122 closings versus 100 a year earlier, a 22.0% increase. The median rose 9.7% to $549,500, while cumulative median market time increased from 49 to 68 days. Rural inventory was 282 versus 278, only slightly higher.

The middle acreage group drove most of the additional volume

5–10 Acres recorded 38 sales versus 23, contributing 15 of the 22 additional closings. Its median nevertheless declined 5.3%, and market time increased to 111 days. More transactions in that group did not mean stronger pricing or faster completions.

The composite improved without a shorter selling period

Rural total moved from August's Buyer-Favored negotiating reading to Balanced in September. Momentum and Health improved, partly because the rate of DOM deterioration moderated. Actual cumulative market time still lengthened from 65 to 68 days.

> **A better composite can coexist with a slower actual market-time measure.**

SOURCE & BASIS | [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. [3] Authenticated JO-SEP-2 source database: original-current historical observations, kept distinct from subsequent comparator revisions. RVAR modern-definition series begins May 2023; DOMUS native history begins April 2026. [4] JO-T12-v1.0 / JO-Health-v1.0 and adopted Health labels; exact source-linked July–August–September records selected from JO-SEP-2. Market diagnostics, not property valuations, probabilities or independent confirmations.

03 / RURAL DASHBOARD

Three acreage groups. Three different price stories.

Matching July–September periods; source acreage labels are preserved.

Market / segment	Closings 2025 → 2026	Median price 2025 → 2026	Median cumulative DOM 2025 → 2026
Under 5 Acres	61 → 68	$475,000 → $540,000	41 → 52
5–10 Acres	23 → 38	$590,000 → $559,000	81 → 111
Over 10 Acres	16 → 16	$588,000 → $640,000	45 → 95
Published rural total	100 → 122	$500,848 → $549,500	49 → 68

Under 5 Acres and Over 10 Acres had higher medians than the same 2025 period; 5–10 Acres had a lower median. All three groups had longer cumulative market time. A single county-rural percentage would hide that variation.

The source does not establish the value of land per acre, parcel zoning, water availability or individual-property condition. Nor does it provide acreage-band inventory or separate rural pending-sales counts.

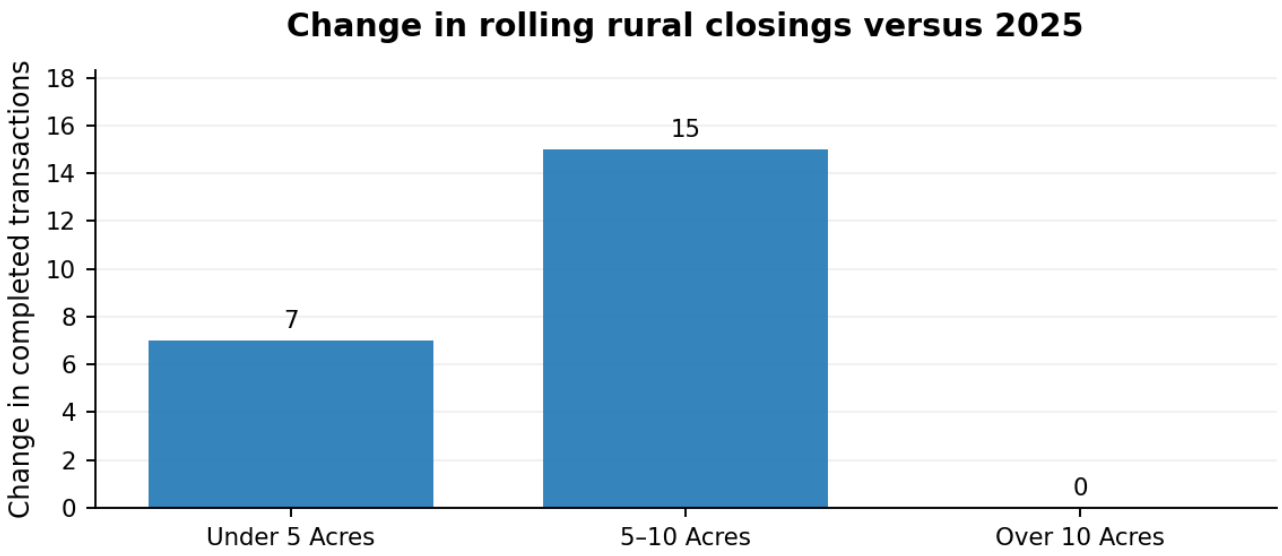
> **Choose the acreage comparison before interpreting the rural headline.**

SOURCE & BASIS | [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods.

04 / COUNT CONTRIBUTIONS

The middle acreage group supplied most of the growth.

An additive closing-count bridge—not a claim that buyers migrated between groups.



The count bridge reconciles: seven additional Under-5-Acre closings plus 15 additional 5–10-Acre closings plus no change Over 10 Acres equals 22 additional rural closings. The 5–10-acre contribution accounts for about 68% of the net increase.

Those are transaction groups, not a tracked cohort of buyers. Counts alone do not establish the causes of the change or isolate demand from changes in available supply and property mix.

> **The growth was concentrated. The causes are not identified by the counts alone.**

SOURCE & BASIS | [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods. Author count arithmetic.

05 / ACREAGE PROFILE | UNDER 5 ACRES

More sales. A higher median. More time.

The source-specific acreage class remains separate from the overall rural median.

Market / segment	Closings 2025 → 2026	Median price 2025 → 2026	Median cumulative DOM 2025 → 2026
Under 5 Acres	61 → 68	$475,000 → $540,000	41 → 52

The group added seven closings while its median increased to $540,000. Its cumulative market time rose from 41 to 52 days. A higher median does not show that equivalent homes appreciated at the same rate; property mix and the individual comparable set still matter.

Original-current report window	July report	August report	September report
Rolling closings	74	68	68
Rolling median price	$549,000	$540,000	$540,000
Cumulative median DOM	42	50	52

The three report windows overlap. Compare their shape, but do not add their counts. Acreage-specific active inventory is not supplied, so no full acreage-level Health or negotiating composite is manufactured.

> **Match the property’s characteristics—not just its acreage label.**

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

06 / ACREAGE PROFILE | 5–10 ACRES

The volume recovery came with a lower median.

The source-specific acreage class remains separate from the overall rural median.

Market / segment	Closings 2025 → 2026	Median price 2025 → 2026	Median cumulative DOM 2025 → 2026
5–10 Acres	23 → 38	$590,000 → $559,000	81 → 111

Thirty-eight closings versus 23 is a substantial count increase. Yet the median declined to $559,000 and cumulative median time rose from 81 to 111 days. The group is more active without providing a simple seller-strength story.

Original-current report window	July report	August report	September report
Rolling closings	29	36	38
Rolling median price	$540,000	$547,500	$559,000
Cumulative median DOM	21	84	111

The three report windows overlap. Compare their shape, but do not add their counts. Acreage-specific active inventory is not supplied, so no full acreage-level Health or negotiating composite is manufactured.

> **Match the property's characteristics—not just its acreage label.**

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

07 / ACREAGE PROFILE | OVER 10 ACRES

The same count. A much longer selling period.

The source-specific acreage class remains separate from the overall rural median.

Market / segment	Closings 2025 → 2026	Median price 2025 → 2026	Median cumulative DOM 2025 → 2026
Over 10 Acres	16 → 16	$588,000 → $640,000	45 → 95

The group recorded 16 closings in both years. Its $640,000 median was higher, but cumulative median time increased from 45 to 95 days. The unchanged count does not make the underlying properties equivalent or remove the need for a patient, evidence-based strategy.

Original-current report window	July report	August report	September report
Rolling closings	13	12	16
Rolling median price	$640,000	$640,000	$640,000
Cumulative median DOM	105	95	95

The three report windows overlap. Compare their shape, but do not add their counts. Acreage-specific active inventory is not supplied, so no full acreage-level Health or negotiating composite is manufactured.

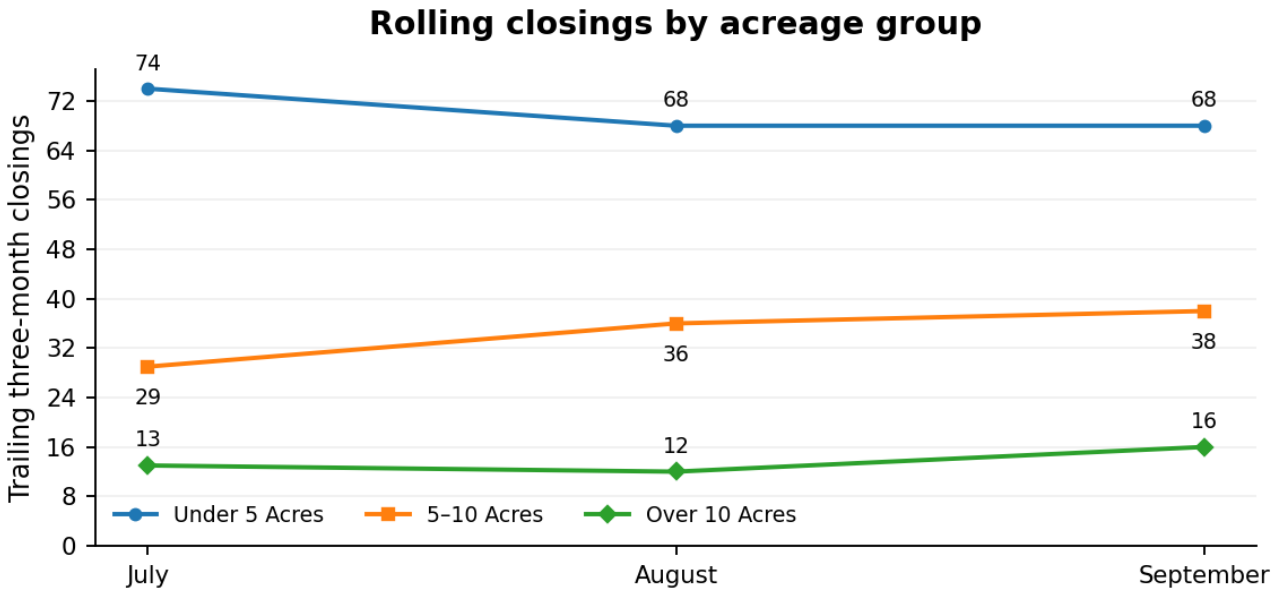
> **Match the property's characteristics—not just its acreage label.**

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

08 / RECENT RURAL ACTIVITY

The growth shifted toward the larger acreage groups.

Three original-current rolling observations, with no monthly-only sales inference.



Under 5 Acres moved 74 → 68 → 68 across the July, August and September reports. The middle group moved 29 → 36 → 38, and Over 10 Acres moved 13 → 12 → 16. Rural total rose from 116 in both prior windows to 122.

The shape helps identify where the added completions occurred. It does not tell us how many properties went under contract in September, how many buyers were competing, or whether a specific seller will receive multiple offers.

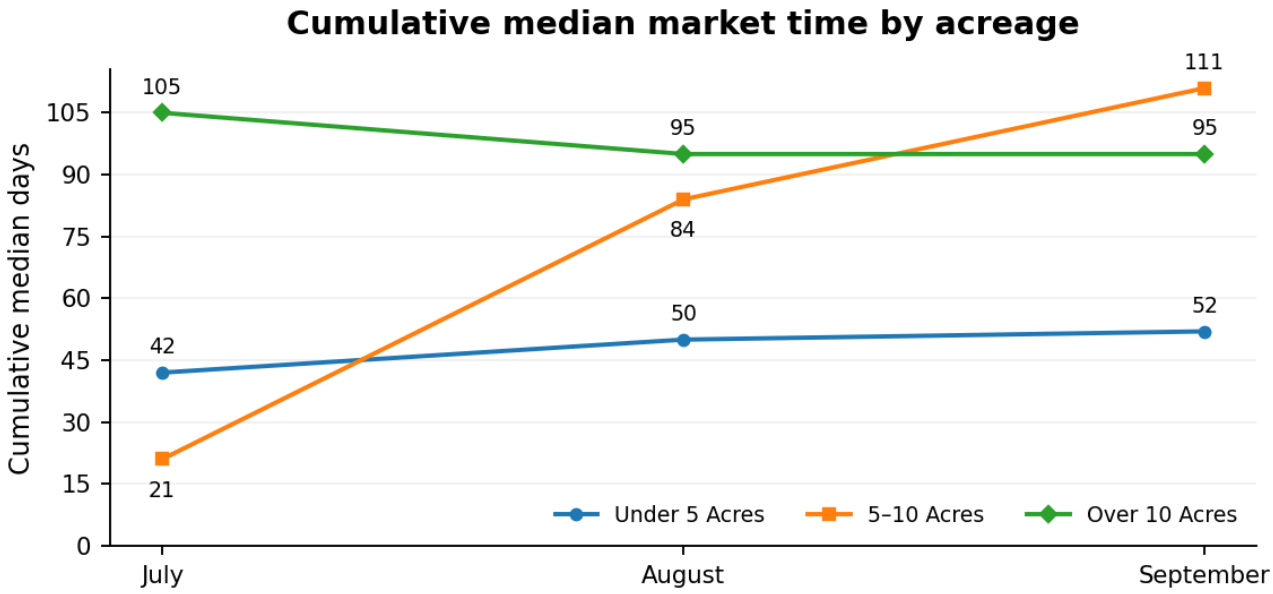
> **Where transactions occurred is observable. The unreported pipeline remains unknown.**

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

09 / MARKET TIME BY ACREAGE

Longer acreage timelines remain part of the decision.

Cumulative median DOM is the source's elapsed-time measure—not a forecast.



The 5–10-acre sequence moved from 21 days in July's rolling window to 84 in August and 111 in September. Under 5 Acres lengthened more gradually; Over 10 Acres remained at 95 days after July's 105-day reading. Different groups can therefore pull the overall median in different ways.

A group median is not a deadline for any one property. It is also not the current age of each unsold listing. Differences in property condition, access, improvements and transaction complexity are not measured by this aggregate table.

> **Plan for the specific property, not the shortest reported group median.**

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

10 / MEDIANS AND MIX

Do not average the acreage medians.

An overall median depends on the full ordering of the underlying sales.

Rural September reporting view	Closings	Median
Under 5 Acres	68	$540,000
5–10 Acres	38	$559,000
Over 10 Acres	16	$640,000
Published rural total	122	$549,500

The source reports the rural total median directly as $549,500. Weighting the three acreage medians by their closing counts would not reproduce a valid combined median; the prices within each group are needed. The published total is retained without such reconstruction.

A higher total median alongside a lower middle-group median is not a contradiction. The transaction distribution changes. Neither the totals nor group medians establish a reliable land-value-per-acre calculation.

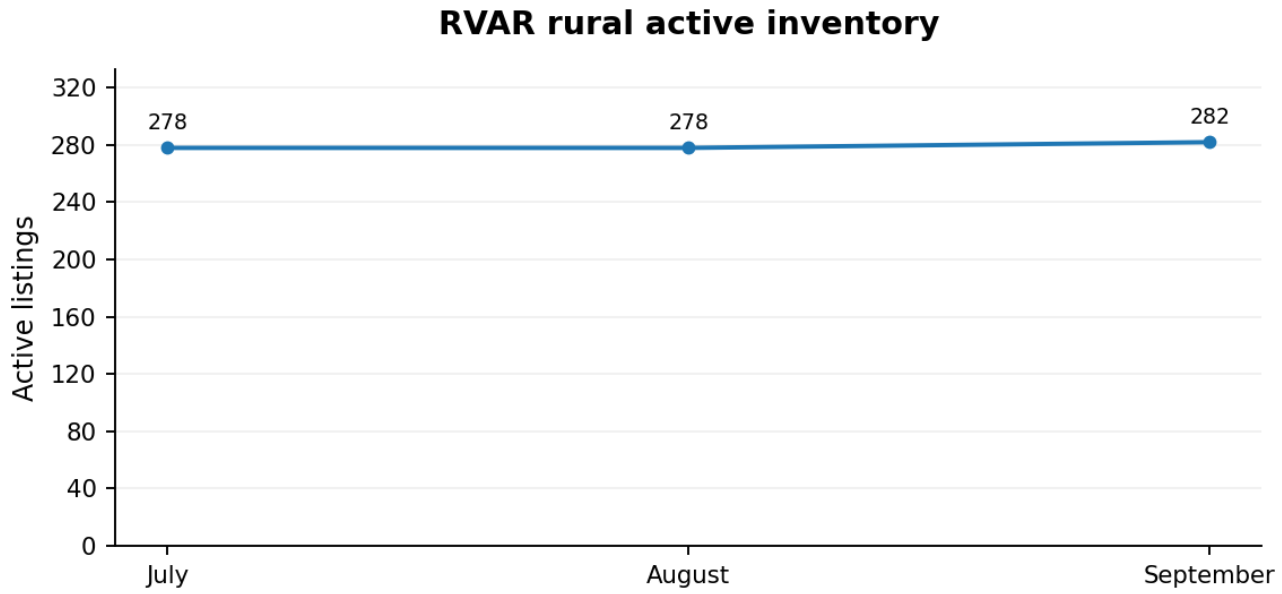
> **Transaction mix changes the statistic. It does not automatically change every property's value.**

SOURCE & BASIS | [2] RVAR / Southern Oregon MLS, Josephine County Residential Statistics, September 30, 2026, p. 1. Sales, medians and cumulative DOM: July–September; inventory: September 30. Prior-year columns refer to the matching 2025 periods.

11 / RURAL INVENTORY

Almost the same stock. A different transaction pace.

The rural snapshot is separate from the county-wide and urban inventories.



September's rural inventory was 282 versus 278 in the prior-year comparison. The original-current July and August readings were both 278. The increase is small compared with the 22 additional annual rolling closings, but stock and transactions are not a matched set of properties.

There is no source-supported allocation of those 282 listings to Under 5, 5–10 or Over 10 Acres. Nor is a directly reported rural-only months-of-supply figure supplied here. This report does not create either one.

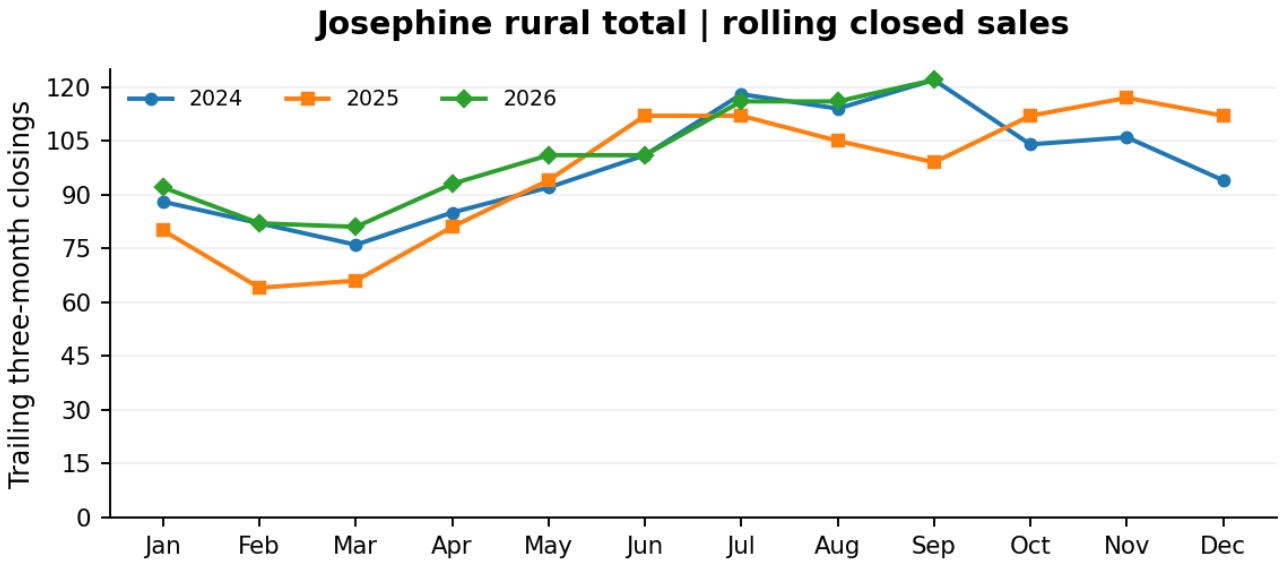
> **A known total does not justify invented subgroup inventories.**

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

12 / ROLLING HISTORY

A stronger count needs the longer seasonal context.

The modern source definition is retained across the history shown.



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

The latest 122-sale window is above the matching 2025 count of 100 and above the preceding two original-current windows of 116. That is a descriptive improvement in recorded completions, not a proven forecast that the pace will persist through winter.

The source history is not extended backward by splicing older average-DOM definitions into the modern cumulative-median series. Overlapping windows and source revisions remain visible in the supporting data.

> **Use seasonality as context—not as an automatic instruction to wait or act.**

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

13 / URBAN CONSTRUCTION CONTEXT

A separate construction market—not a rural proxy.

The supplied new-construction table is UGB-based; rural construction is not broken out.

Construction period	2025 closings	2026 closings
Jan–Mar	5	6
Apr–Jun	5	2
Jul–Sep	9	9
Jan–Sep (calculated)	19	17
Jan–Dec (full year)	21	Not yet complete

Urban construction recorded nine July–September closings in both years, and the calculated January–September totals are 17 versus 19. The full-year 2025 source reports 21. These figures provide context for the wider county; they are not rural-only counts or a measure of building activity on acreage.

The September urban construction median is $465,000 and the directly reported full-year 2025 median is $474,000. Their unequal periods and different transaction sets prevent a like-for-like rural price conclusion.

> **A useful context page must remain clearly labeled as context.**

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

14 / THE RURAL PROPERTY

Acreage is a starting filter—not the entire comparison.

Property-level investigation should carry the decision beyond the county table.

Comparison question	Why the aggregate cannot answer it
How much land is practically usable?	Acreage bands do not report terrain, layout, access or the buyer's intended use.
What is documented about systems and improvements?	The tables do not verify wells, wastewater systems, outbuildings, condition or maintenance costs.
Which rights and restrictions apply?	The market report is not a title, zoning, permit or legal-use review.
How does ownership cost compare?	Property-specific insurance, repairs, financing and operating costs are not supplied by the source median.

These are due-diligence questions, not claims that any listed property has a defect or special legal condition. Use qualified property-specific professionals and documentation for those decisions.

> **A good rural comparable matches more than the number of acres.**

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

15 / BUYER INTELLIGENCE

Use the room to investigate—not a blanket discount.

A useful negotiating position begins with credible alternatives.

Longer market time creates reasons to investigate listing history and alternatives. It does not establish that every property is overpriced or that a desired acreage home will remain available. The total composite is Balanced; individual acreage composites are not available.

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

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

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

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

16 / SELLER INTELLIGENCE

Make the property easier to choose.

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

The 22 additional rolling sales are encouraging, but the middle acreage group's lower median and all groups' longer market time warrant a precise price and presentation strategy. Avoid using the aggregate rural median as a guaranteed asking-price benchmark.

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

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

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

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

17 / A TRANSACTION, NOT JUST A STATISTIC

Near asking is not the same as no negotiation.

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

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

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

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

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

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

18 / WHAT TO WATCH NEXT

A rebound earns attention. Repetition earns confidence.

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

Watch	What would change the interpretation
Rolling closed sales	Repeated improvement within the same acreage group would strengthen the activity reading. A rural-only pending-sales series is not provided.
Inventory with closing pace	Fewer homes and faster absorption differ from fewer homes simply because activity declined.
Prices with their samples	Check median, price per square foot where reported, and mix; a shift in one statistic alone does not value a fixed home.
Market time and liquidity	Distinguish reported days from a normalized score of change and from the age of current listings.
Source and analytical availability	Carry forward missing outcomes and use newly eligible data only under the same tested definitions.

For Josephine Rural, repeat the comparison within the rural total and each acreage class. Do not average different source populations to make the signals agree. A completed-sale report is one input to a current property-level decision, not a live inventory search.

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

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

19 / SOURCE WINDOWS AND VINTAGES

Different windows. Different answers.

The reporting label is as important as the number.

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

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

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

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

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

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

20 / SOURCE INDEX AND ANALYTICAL SCOPE

Useful evidence does not require every model cell.

The same permission standard applies to encouraging and unfavorable results.

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

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

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

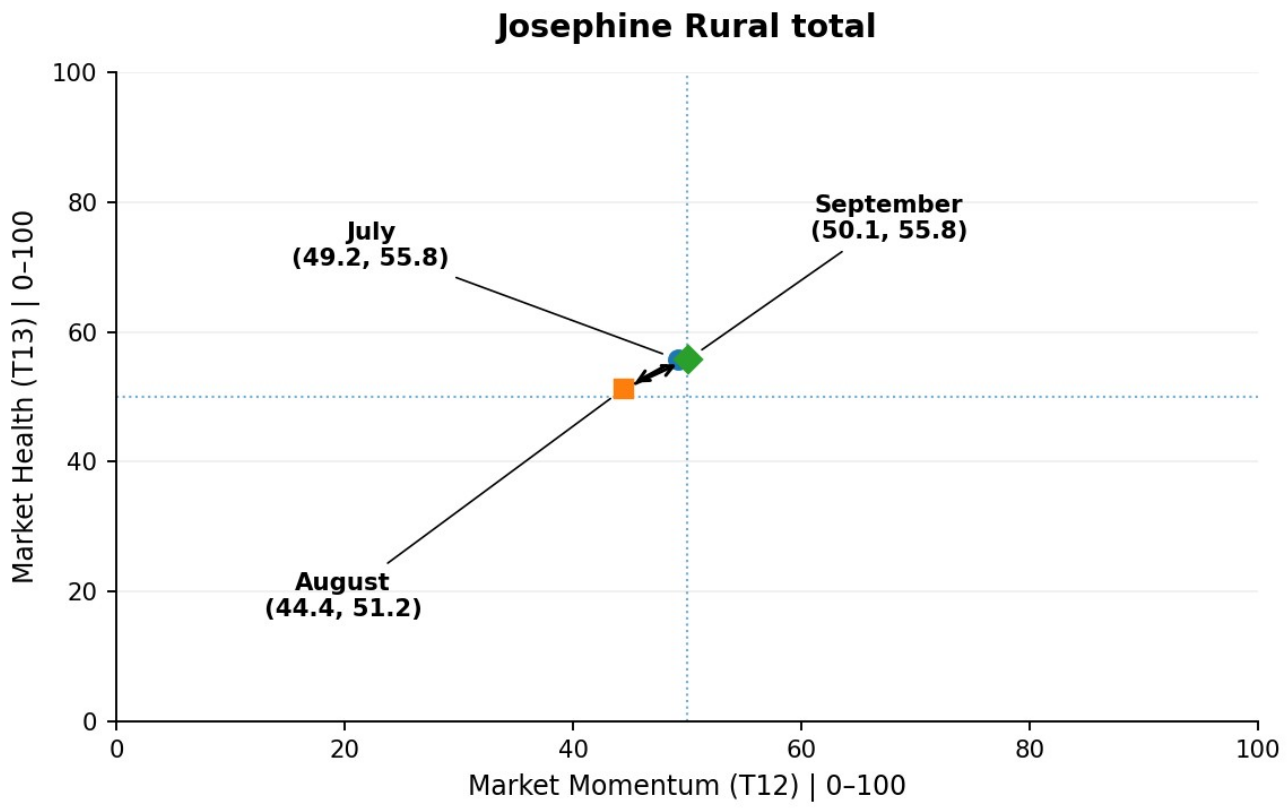
> **Precise scope is part of the intelligence—not a reason to disguise missing inputs.**

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

21 / T12 / T13 | RURAL TOTAL

The rural total regained ground without getting faster in days.

July → August → September | fixed 0–100 diagnostic axes.



Momentum moved 49.2 → 44.4 → 50.1; Health moved 55.8 → 51.2 → 55.8. The September balance is Balanced.

The improvement is source-linked, but it does not create full scores for the three acreage classes. Right means stronger normalized Momentum; up means higher Health. Neither axis gives a property value or a calibrated forecast probability.

> **Read the composite and the actual days side by side.**

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

22 / T12 | RURAL MECHANICS

The rate of slowing moderated. Actual market time still rose.

A critical distinction between an observed level and a normalized change score.

T12 diagnostic	July	August	September
Price Momentum	52.5	49.2	51.0
Demand Momentum	61.0	50.0	53.5
Inventory Momentum	49.6	50.0	48.6
Market Speed	19.4	11.7	45.4
Liquidity	44.6	37.2	49.7
Pricing Efficiency	52.5	49.2	51.0
Seller Pressure	34.5	30.9	47.0
Overall Momentum	49.2	44.4	50.1

Rural cumulative median DOM rose 47 → 65 → 68 days. The speed score nevertheless recovered from 11.7 in August to 45.4 in September because the percentage increase in days became much smaller. A higher speed score here means less deterioration—not fewer actual days.

Rolling closings rose to 122, the price median improved modestly from August and Liquidity recovered. Those changes lifted Overall Momentum. Inventory increased slightly, and the strong annual count comparison did not erase longer cumulative market time.

> **“Less slowing” and “faster selling” are not the same statement.**

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

23 / T13 | RURAL NEGOTIATING BALANCE

Healthier does not automatically mean seller-favored.

Rural total Health improved while buyer and seller readings converged.

T13 measure	July	August	September
Market Health	55.8	51.2	55.8
Buyer Opportunity	57.1	60.7	51.3
Seller Strength	47.7	42.1	50.1
Seller minus buyer	-9.4	-18.6	-1.2
Market Risk	28.2	30.4	27.2
Negotiating balance	Buyer-Leaning	Buyer-Favored	Balanced

September Health is 55.8, classified Healthy, while Seller Strength is 50.1 and Buyer Opportunity 51.3. The seller-minus-buyer spread of −1.2 is Balanced. Health and negotiating leverage are different outputs; neither should be substituted for the other.

The Market Risk index reflects the adopted analytical inputs. It is not a risk score for wells, access, title, financing or an individual property. Model measures share inputs and should not be described as independent confirmations.

> **A more stable overall backdrop still requires a property-specific negotiation.**

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

24 / ACREAGE DIAGNOSTICS

Partial measurements stay useful when their limits stay visible.

Only supported univariate components are shown; no full acreage Health or Cycle grade.

September partial T12	Under 5 Acres	5–10 Acres	Over 10 Acres
Price Momentum	50.0	52.1	50.0
Closed-sales Momentum	50.0	55.6	83.3
Market Speed	46.0	17.9	50.0
Full Momentum / Health	Not available	Not available	Not available

Under 5 Acres had unchanged recent counts and price. The middle group’s count and price signals rose, but its speed reading weakened with longer market time. Over 10 Acres had a stronger count signal while price and time were unchanged from August.

Those statements describe individual inputs, not complete leverage classifications. Separate acreage inventory is unavailable, so the four-core-component Health requirement is not met. The rural total’s inventory is never copied into each band.

> **A partial diagnostic is better than a complete-looking invented score.**

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

25 / T14 | QUALIFIED RURAL CENTERS

The error scale matters more than a small price difference.

Five September-origin continuations with exact source windows and historical error context.

Market / measure	Target period	Current	Center	Historical MAE
5–10 Acres / Median Sale Price	Jan–Mar 2027	$559,000	$538,835	$75,383
Over 10 Acres / Median Sale Price	Jan–Mar 2027	$640,000	$629,085	$50,275
Rural total / Active Inventory	Dec 31, 2026	282.00	266.35	28.14
Rural total / Closed Sales	Jan–Mar 2027	122.00	106.37	9.73
Rural total / Median Sale Price	Jan–Mar 2027	$549,500	$544,619	$37,093

The rural-total price center is about $544,619 for January–March 2027, compared with $549,500 currently. That difference is far smaller than the roughly $37,093 historical average absolute error. The acreage price errors are also material: about $75,383 for 5–10 Acres and $50,275 for Over 10 Acres.

The centers therefore do not establish confident future price declines or a bargain date. The inventory and sales estimates also remain source-specific points. No skill-qualified Under-5-Acre point, direction classification, interval or calibrated confidence probability is supplied.

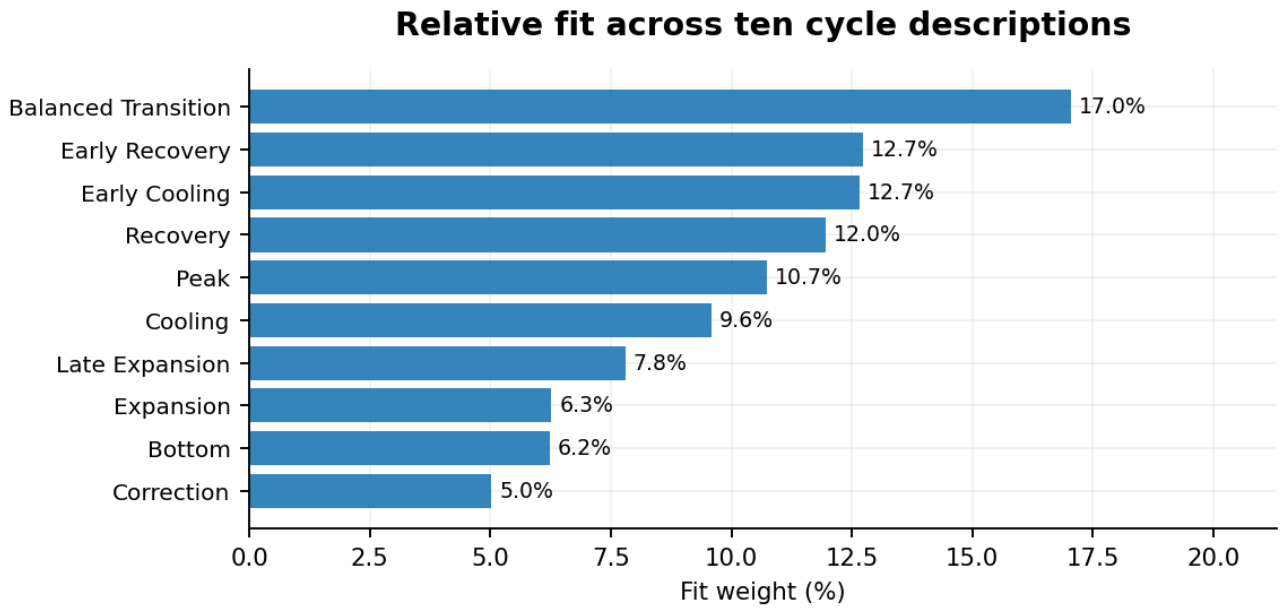
> **A forecast of a market median is not an offer-price calculator.**

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

26 / T15 | RURAL CYCLE

Transition provides context, not a calendar promise.

The available diagnostic is rural total only.



Weights total 100%; not probabilities of future events.

The leading phase is Balanced Transition, with 17.0% of relative model fit; Early Recovery follows at 12.7%. Entropy is 97.3 on a 0–100 scale, indicating diffuse fit rather than a dominant phase. These are not calibrated odds of future events.

Current and prior smoothed state preserve the method's persistence. The model does not infer acreage-group phases, guarantee a seasonal turning point or supply the best month to list a specific property.

> **The strongest decision still comes from current alternatives and property evidence.**

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

27 / FORECAST ACCOUNTABILITY AND CLOSING VIEW

Keep the result. Keep its limitations.

A checked forecast is not necessarily an accurate forecast.

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

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

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

What we would take into a client conversation

Rural participation improved, but longer market time and the acreage price differences remain central. Treat the Balanced total composite as context, not a substitute for analyzing the right acreage class and the subject property's documented features.

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

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

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

28 / READER'S GLOSSARY

The language behind the numbers.

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

Closed sales

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

Pending sales

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

Active inventory

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

Months of supply (MOS)

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

Days on market (DOM)

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

Median / transaction mix

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

Urban growth boundary (UGB)

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

YoY / MoM / YTD

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

Publication vintage

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

Percentage point

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

Rolling three-month window

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

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

29 / READER'S GLOSSARY

The analytical terms, made useful.

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

List-price realization

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

Market Dynamics (T12)

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

Market Health (T13)

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

Market Outlook (T14)

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

Market Cycle (T15)

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

Numerical center / point forecast

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

Forecast horizon / target

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

Diagnostic confidence / reliability

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

Phase weight / prototype fit

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

Normalized cycle entropy

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

Smoothing / persistence

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

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