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FULL CIRCLE REAL ESTATE | ASHLAND, OREGON

AUGUST 2026

PHOENIX

MARKET INTELLIGENCE

Residential Market Intelligence for Buyers and Sellers

A sharp August rebound. Tight supply.
A small market where mix still matters.

5	4	1.4
AUGUST CLOSINGS	AUGUST PENDING SALES	MONTHS OF SUPPLY

Monthly single-family residence data. Source: DOMUS August 2026, Phoenix table, page 12.

Phoenix recorded five August closings, four pending sales and seven active listings. Reported months of supply fell to 1.4 and the monthly median jumped to $570,000, but the small transaction count makes that price move especially mix-sensitive. The separate June-August RVAR existing-home window shows 13 sales, a $460,000 median and 11 cumulative days on market. This report keeps those source windows separate.

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Publication prepared September 12, 2026

02 / THE PHOENIX READ

August strengthened sharply; the rolling market is more measured.

Our reading: Phoenix had a seller-favorable August snapshot, but five closings are still too few to treat the monthly median as a broad appreciation index.

August produced 5 closings versus 3 a year earlier, while pending sales rose to 4 from 2. Active inventory fell to 7, 41.7% below a year earlier, and reported months of supply fell to 1.4. With five closings, the 1.4-month supply reading indicates tight monthly availability, though the small sample still deserves context.

The monthly median sale price was $570,000, +36.7% from August 2025, and reported market time fell to 12 days. Yet the rolling RVAR existing-home view showed 13 sales over June-August versus 16 a year earlier, with a $460,000 median and 11 cumulative days on market.

The question	What the evidence supports
Is demand clearly strengthening?	The monthly pipeline improved: closings and pendings both increased year over year, but the small counts still warrant caution.
Do sellers have leverage?	The monthly view says yes: inventory and supply fell, market time shortened and list-price realization remained near 100%.
Does the higher August median mean every home gained 36.7%?	No. Five closings make the monthly median highly sensitive to transaction mix.
Does 1.4 months of supply guarantee every seller multiple offers?	No. It describes aggregate monthly conditions; property-specific price, condition and competition still govern outcomes.

The sentence worth remembering

Phoenix’s August snapshot is seller-favorable, but the five-closing sample is small enough that the rolling market should carry substantial weight in any decision.

SOURCE & BASIS | [1] DOMUS August 2026, Phoenix p. 12; [2] RVAR August rolling statistics, Phoenix. Interpretations are author analysis.

03 / AUGUST SNAPSHOT

August strengthened across several monthly measures.

Five closings still make the price statistics sensitive to transaction mix.

Metric	Aug 2026	Aug 2025	Change
Median sale price	$570,000	$417,000	+36.7%
Closed sales	5	3	+66.7%
Pending sales	4	2	+100.0%
New listings	3	1	+200.0%
Median DOM	12 days	75 days	-83.9%
Active inventory	7	12	-41.7%
Months of supply	1.4	4.0	-65.0%
List price received	99.9%	99.1%	+0.8 pts

What stands out

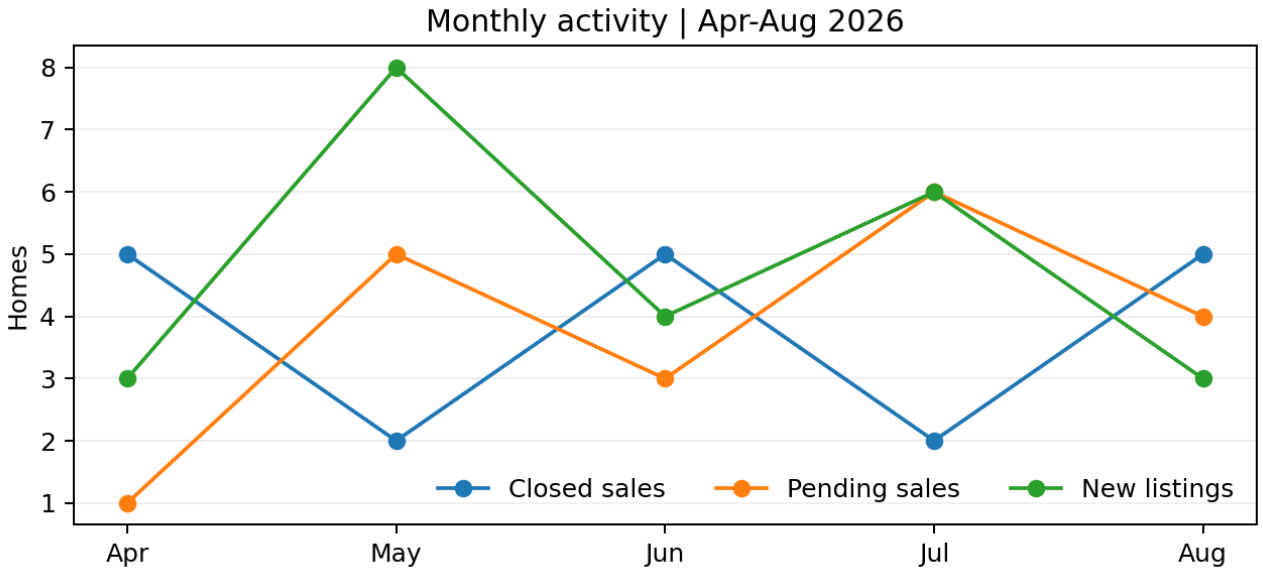
Closings rose 66.7% year over year, pendings doubled, inventory fell 41.7%, and reported months of supply dropped to 1.4. The monthly market strengthened, but five closings still require small-sample caution.

SOURCE & BASIS | [1] DOMUS August 2026, Phoenix, monthly single-family residence table, source page 12.

04 / DEMAND

Closings and pendings both improved in August.

The monthly pipeline strengthened while the rolling existing-home window remained more measured.



Phoenix had 5 August closings and 4 pending sales. Pendings were +100.0% year over year and closings were +66.7%. The monthly signal strengthened from July: five closings and four pendings. The June-August RVAR window recorded 13 existing-home sales versus 16 a year earlier, so the broader rolling volume remains more restrained.

Practical use

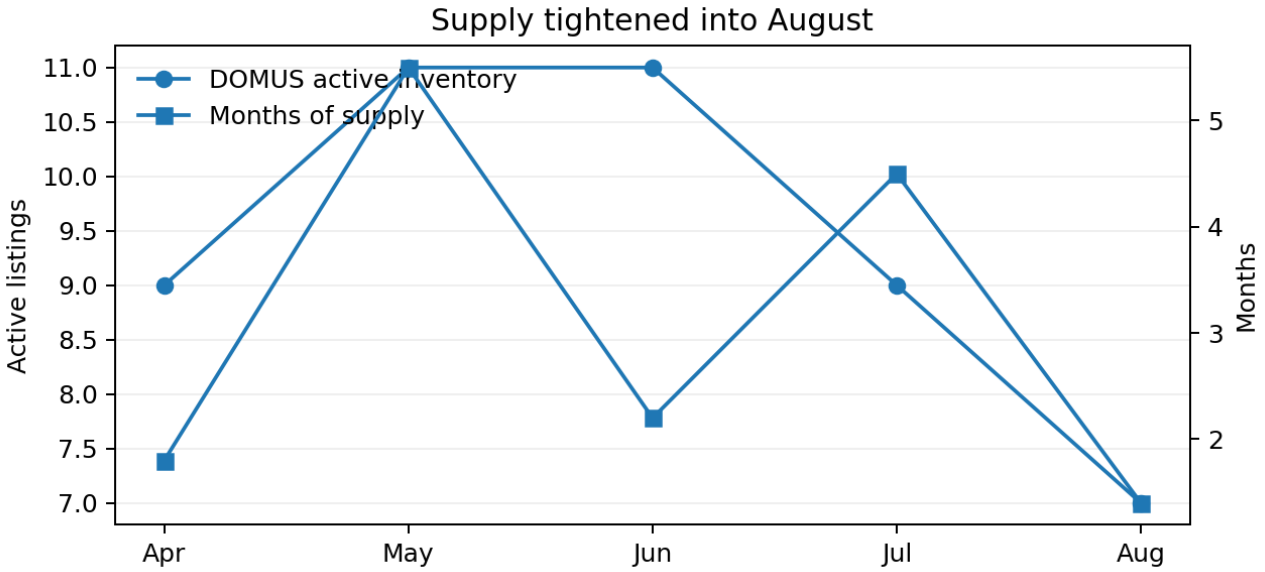
Sellers should treat early showing and offer response as the best test of price. Buyers should expect less aggregate leverage in the monthly snapshot, but can still negotiate selectively when condition, price or market time create an opening.

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

05 / SUPPLY & LEVERAGE

Monthly supply tightened as sales recovered.

The 1.4-month reading favors sellers, but small-market turnover still makes one-month ratios volatile.



August DOMUS inventory was 7 listings, down from 9 in July and from 12 a year earlier. Months of supply was 1.4. The separate RVAR month-end UGB snapshot counted 11 active properties versus 13 a year earlier; these two inventory measures cover different property populations and should not be combined.

Negotiation implication

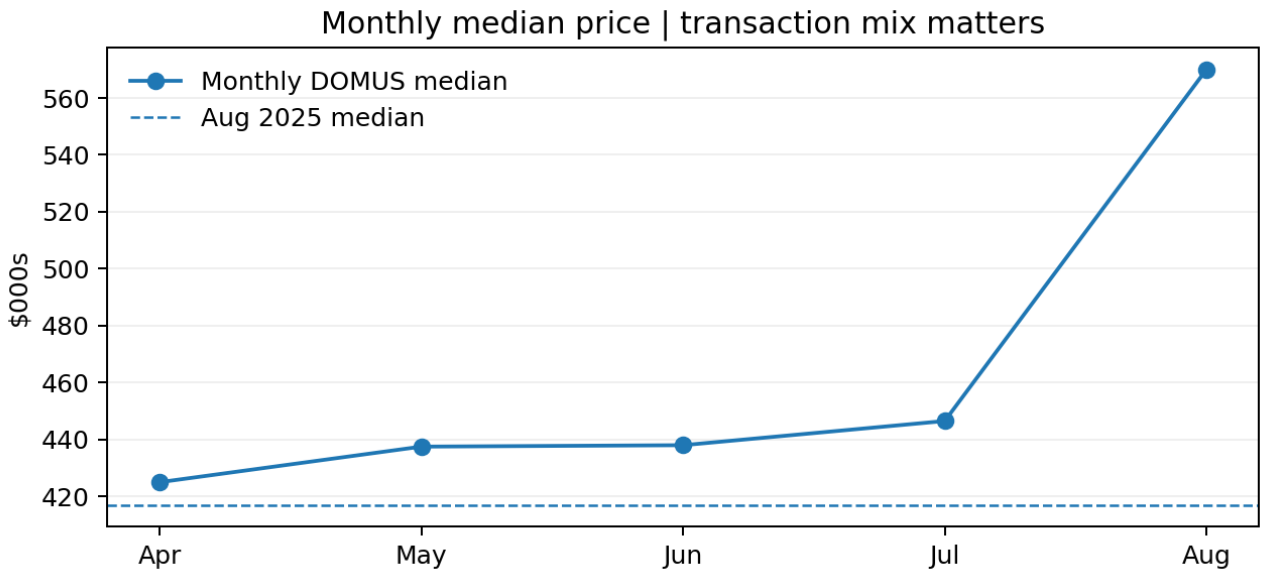
August's 1.4 months of supply and 99.9% list-price realization favor sellers in the monthly snapshot. Buyers should still compare condition and direct alternatives, while sellers should not treat tight supply as permission to ignore value.

SOURCE & BASIS | [1] DOMUS August Phoenix p. 12; [2] RVAR August inventory snapshot. Distinct source populations are preserved.

06 / PRICE & MARKET TIME

The monthly median jumped while market time improved.

Neither metric is a property-level valuation.



The August median was $570,000, 36.7% from $417,000. Median days on market was 12 days versus 75 a year earlier. Price per square foot was $263, -9.3% year over year.

The monthly median rose sharply even as price per square foot fell year over year. That divergence is strong evidence that transaction mix matters; it does not establish broad 36.7% appreciation for every Phoenix property.

For valuation decisions

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

SOURCE & BASIS | [1] DOMUS August 2026, Phoenix p. 12.

07 / THE SUMMER VIEW

Summer data show volatility rather than a straight-line trend.

April-August provides context that one month cannot.

Month	Median	Closed	Pending	Inventory	MOS	DOM
Apr	$425,000	5	1	9	1.8	2d
May	$437,500	2	5	11	5.5	11d
Jun	$438,000	5	3	11	2.2	5d
Jul	$446,500	2	6	9	4.5	52d
Aug	$570,000	5	4	7	1.4	12d

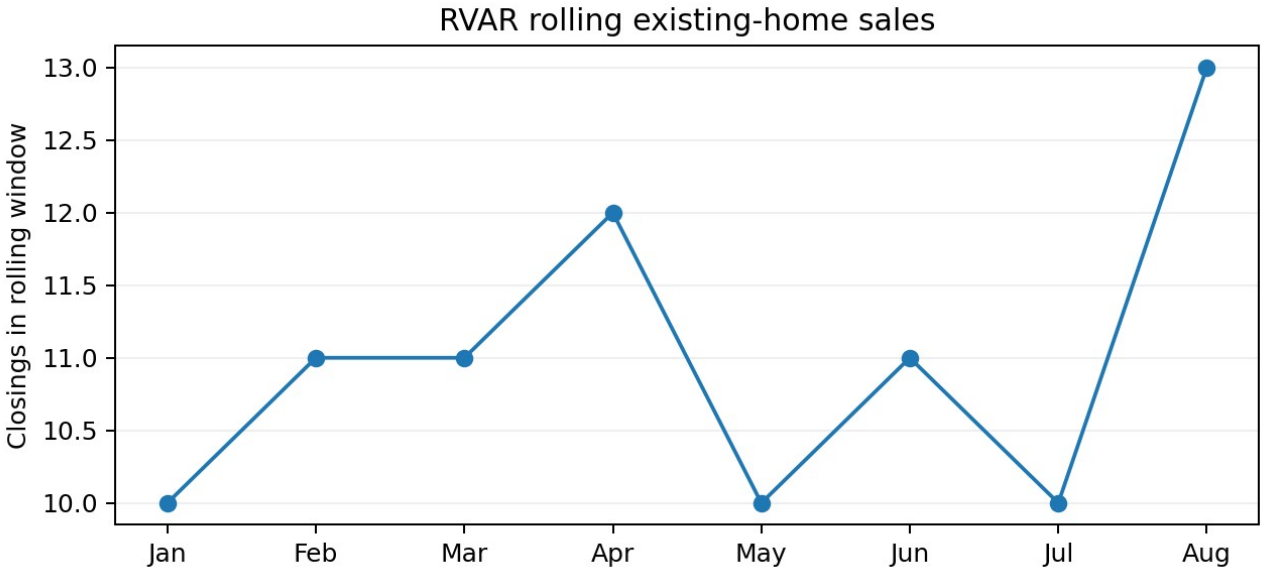
The monthly median moved from $425,000 in April to $437,500 in May, $438,000 in June, $446,500 in July and $570,000 in August. Inventory moved between 7 and 11 listings, while pending sales ranged from one to six. Phoenix is small enough that individual sales can materially move the monthly median.

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

08 / ROLLING EXISTING HOMES

The rolling existing-home market tempers the August surge.

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



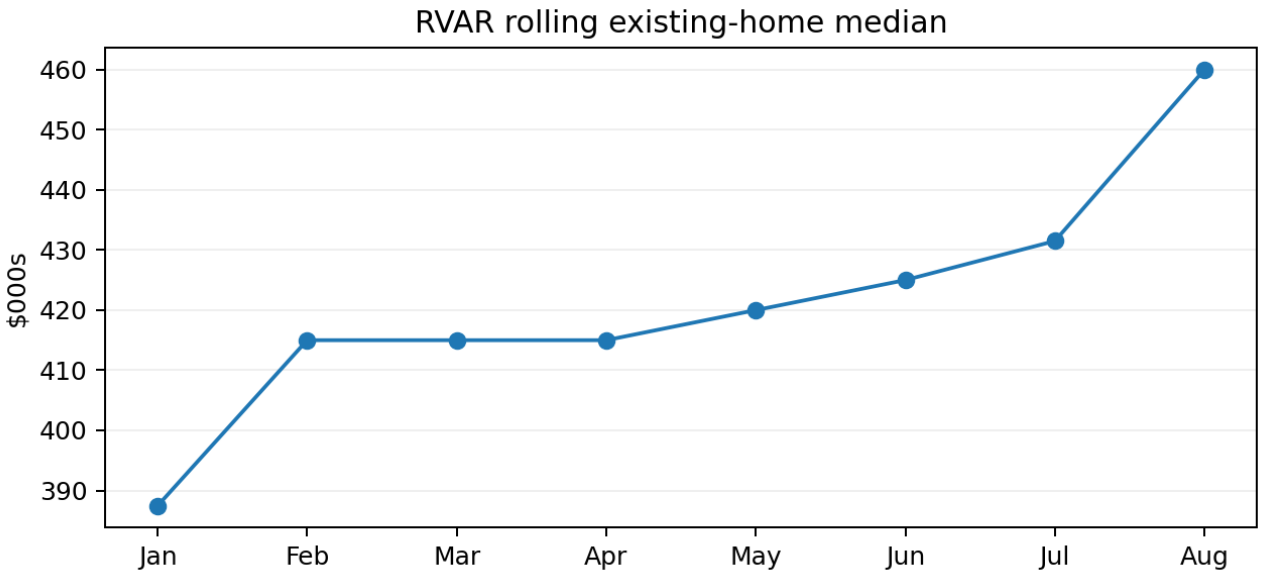
For June through August, RVAR recorded 13 existing-home sales, compared with 16 in the comparable prior-year window. Median cumulative market time fell to 11 days from 27.

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

09 / ROLLING PRICE

The rolling median was higher year over year, but less dramatically than August alone.

The three-month view is steadier than August alone, but it still reflects transaction mix.



The rolling median reached $460,000, +18.0% year over year. Because this is a rolling window and a different property population from the monthly DOMUS table, the $460,000 figure should not be averaged with the monthly $570,000 median.

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

10 / NEW CONSTRUCTION

No Phoenix new-construction sales were recorded in the rolling window.

Zero rolling sales means price and market-time conclusions are unavailable.

Measure	Jun-Aug 2026	Comparable 2025
Closed sales	0	0
Median cumulative DOM	N/A	N/A
Median sale price	N/A	Not available

RVAR reports zero Phoenix new-construction sales in the June-August 2026 window and zero in the comparable 2025 window. Current and prior-year median price and cumulative DOM are therefore unavailable. The correct conclusion is absence of observed transactions in this window—not evidence that demand, value or construction activity is zero outside the reported sales set.

Evidence discipline

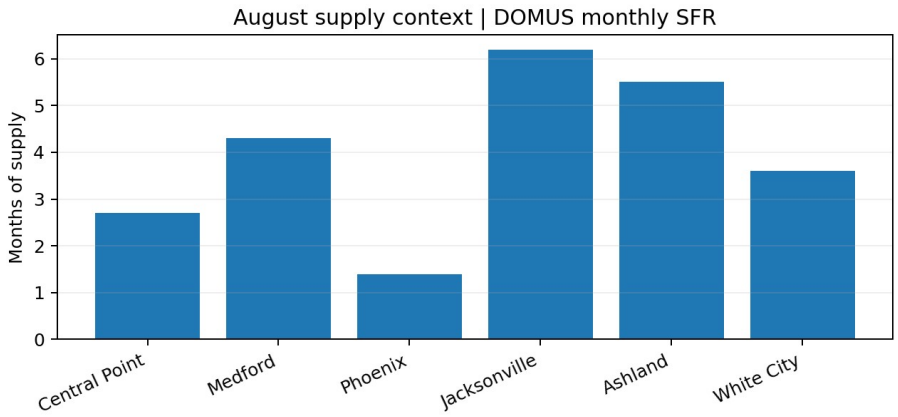
With no recorded sales in either comparison window, the source supports no current median-price or market-time conclusion for Phoenix new construction. Keep those measures explicitly unavailable.

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

11 / LOCAL CONTEXT

Phoenix’s August supply was among the tighter nearby readings.

The source shows 1.4 months of supply, while the five-closing denominator still calls for small-market caution.



Market	Median	Closed	Inventory	MOS	DOM
Central Point	$425,000	23	61	2.7	25d
Medford	$426,700	85	363	4.3	20d
Phoenix	$570,000	5	7	1.4	12d
Jacksonville	$657,500	9	56	6.2	18d
Ashland	$592,500	26	144	5.5	37d
White City	$331,000	9	32	3.6	12d

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

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

12 / SELLER DECISIONS

For sellers: positioning matters more than the headline.

A seller-favorable August still rewards disciplined pricing and presentation.

Price against today's alternatives

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

Watch response, not just traffic

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

Use supply as context, not a verdict

1.4 months of supply and 99.9% list-price realization favor sellers, but the market remains small and property-specific.

Protect optionality

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

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

13 / BUYER DECISIONS

For buyers: respect tight supply, but stay property-specific.

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

Separate availability from value

A home can have limited direct competition and still be overpriced relative to condition, location or alternatives.

Use market time intelligently

The monthly median was 12 days, while the rolling existing-home measure was 11 cumulative days. Ask which source population and window best matches the property.

Negotiate the full package

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

Move fast only when the evidence fits

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

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

14 / SELL & BUY EXAMPLE

A two-sided move requires two market reads.

Hypothetical example: selling in Phoenix while buying elsewhere in Jackson County.

Suppose a homeowner wants to sell a well-maintained Phoenix home and purchase a replacement property in another Jackson County market with a different supply profile. The useful question is not “Is this a seller market or a buyer market?” It is “Where do I have leverage on each side?”

Decision	Phoenix sale	Replacement purchase
Supply	1.4 months in August DOMUS; small sample	Use the target community’s own current supply and sales count
Timing	Prepare before listing; watch early response	Coordinate financing and contingency windows
Pricing	Compete against active alternatives	Test seller motivation and condition
Risk	Overpricing can weaken early momentum	Waiting can cost a strong property if target supply is thin

Why this matters

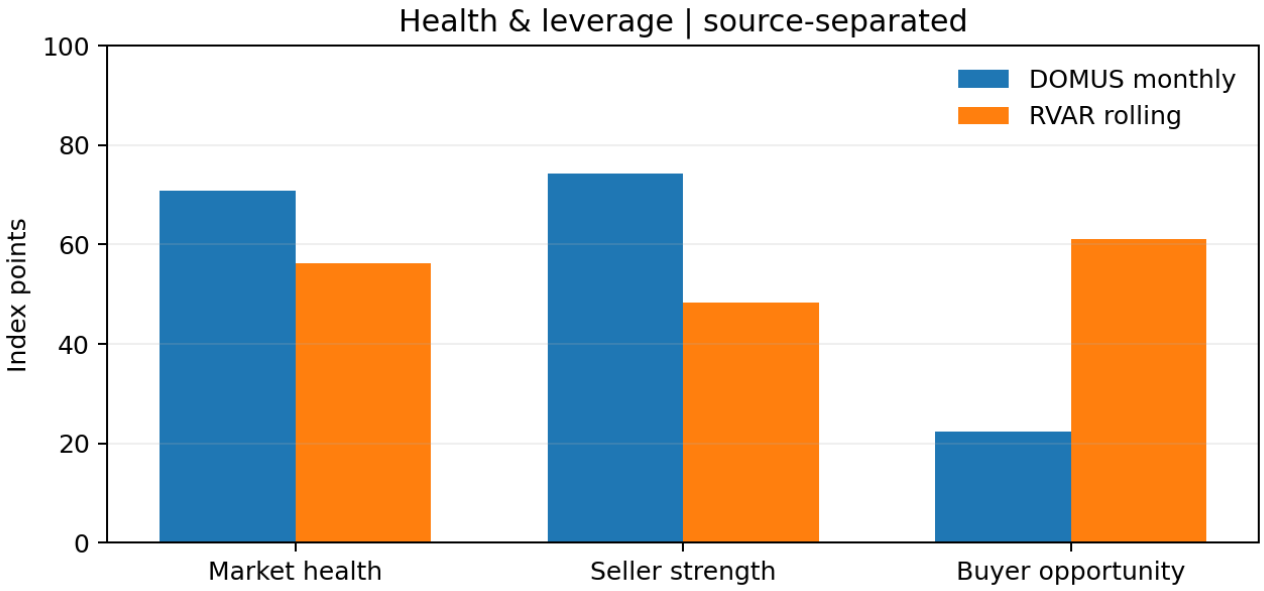
The same household can face different leverage in Phoenix and in the replacement market. The correct strategy can differ on each side of the move.

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

15 / MARKET DYNAMICS & HEALTH

The monthly model favors sellers; the rolling model is more balanced.

T12 describes current behavior; T13 synthesizes health, leverage and risk across distinct source windows.



View	Health	Seller	Buyer	Leverage	Risk
DOMUS monthly	70.9 / Strong	74.4	22.4	Seller-Favored	23.8
RVAR rolling existing	56.2 / Healthy	48.3	61.1	Buyer-Favored	31.5

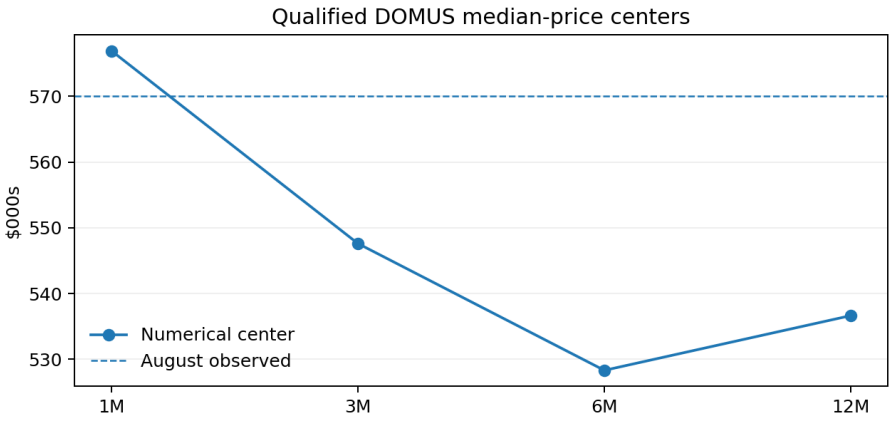
The DOMUS monthly model is Strong and Seller-Favored, reflecting tight monthly supply, near-list-price realization and faster market time. The RVAR rolling existing-home model is Healthy but Buyer-Favored, reflecting a broader three-month window with lower sales volume and different leverage inputs. The difference is not a contradiction: the models evaluate different populations and windows.

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

16 / MARKET OUTLOOK

The numerical outlook pulls back from August's unusually high monthly median.

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



Horizon	Aug observed	Numerical center	Diag. conf.	Direction permission
1 month	$570,000	$576,911	82.7	Direction Descriptive Only
3 month	$570,000	$547,609	78.9	Direction Descriptive Only
6 month	$570,000	$528,325	75.7	Direction Descriptive Only
12 month	$570,000	$536,652	73.8	Direction Descriptive Only

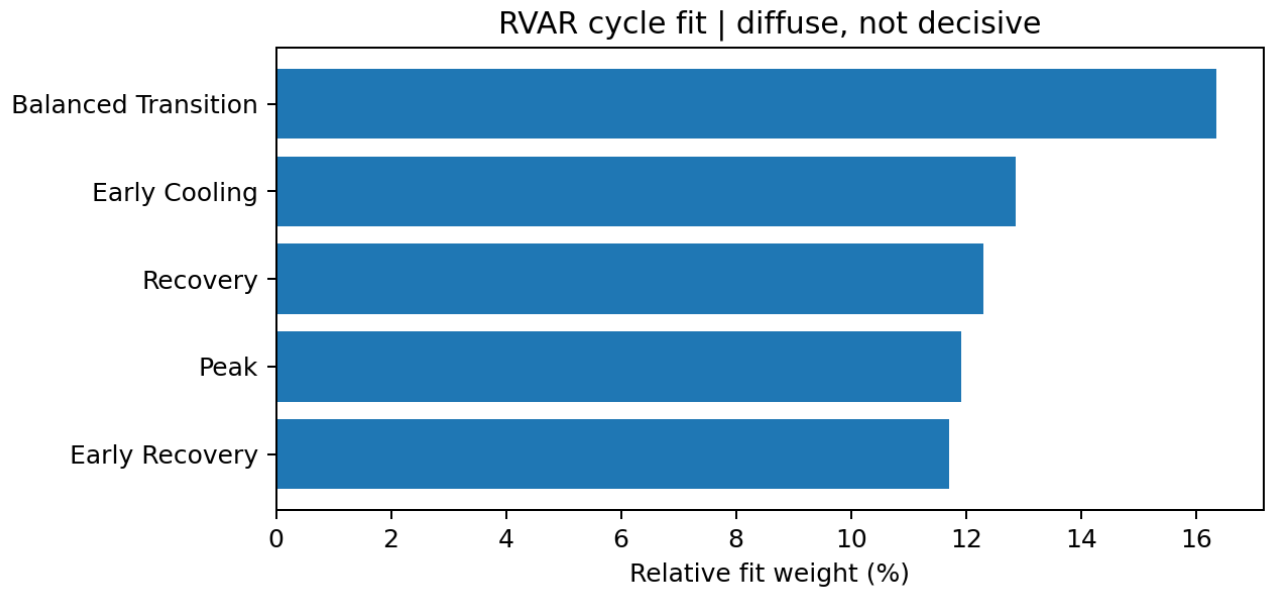
The DOMUS median-price centers move from about $576,900 at one month toward roughly $536,700 at twelve months, below the $570,000 August observation at longer horizons. These are qualified numerical centers, not a valuation range for a specific home, and the path does not certify a directional outcome.

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

17 / MARKET CYCLE POSITION

The cycle model is deliberately noncommittal.

High entropy means several phase descriptions fit similarly well.



Source	Primary fit	Weight	Secondary fit	Weight	Entropy
RVAR existing	Balanced Transition	16.4%	Early Cooling	12.9%	97.3
DOMUS monthly	Late Expansion	14.7%	Recovery	14.5%	95.4

RVAR existing homes have Balanced Transition as the leading fit, while the DOMUS monthly view labels Late Expansion first and Recovery second. In both cases the leading weight is under 17%, with high normalized entropy. The modeled state is diffuse: no single cycle phase is decisive.

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

18 / WHAT TO WATCH

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

Pending sales

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

Inventory and months of supply

A sustained rise in listings or supply would reduce seller leverage; continued tight supply with steady demand would reinforce it.

List-price realization

Persistence near 99% would support seller leverage; meaningful slippage would suggest more negotiation.

Rolling existing-home sales and DOM

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

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

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

19 / SOURCES & METHOD

How to read the evidence without mixing unlike measures.

Reference	Identity	Use
[1] DOMUS August monthly	Jackson+Co+Market+Summary+8-26.pdf, Phoenix source page 12	Monthly single-family residence observations and printed YoY comparisons.
[2] RVAR August rolling	Jackson+Co+Residential+Statistics+826.pdf	Rolling existing homes, new construction and month-end inventory within RVAR reporting scope.
[3] Promoted analytical record	JCMI-2026-08-MARKET-ONLY-PRODUCTION-v1.0	T12-v2, Health-v3, routed MarketOutlook-v4 and Cycle-v3 for Geography_ID 220.
[4] Publication standard	Market Intelligence Publication Standard v1.0	Public report architecture, glossary meanings and source-separation rules.

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

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

How to use this report

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

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

20 / GLOSSARY

Key terms used in this report.

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

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

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

Months of supply (MOS) — Supply relative to a sales pace, not the selling time of an individual listing.

Days on market (DOM) — The source's market-time measure; RVAR uses median cumulative DOM in its rolling table.

Median / transaction mix — The middle observation / the composition of homes that happened to transact.

Urban growth boundary (UGB) — The geographic reporting boundary used in RVAR's existing/new-home scope; not every property carrying an Phoenix mailing address.

YoY / MoM / YTD — Year over year / month over month / year to date. Each needs its own stated comparison period.

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

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

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

21 / GLOSSARY CONTINUED

Analytical and forecast terms.

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

Market Dynamics (T12) — Normalized current-behavior diagnostics, including momentum, liquidity, speed, and pressure.

Market Health (T13) — Source-specific synthesis of health, leverage, opportunity, and risk—not a value estimate.

Market Outlook (T14) — Governed numerical estimates for future source-specific metrics and horizons.

Market Cycle (T15) — Relative fit to phase prototypes, with uncertainty and persistence made explicit.

Numerical center / point forecast — A calculated level for a specified future period and source population. It is not the sale price of a particular home.

Forecast horizon / target — The time ahead and the period being estimated. An August 2026 origin with a twelve-month horizon targets August 2027; it cannot be scored as mature in September 2026.

Diagnostic confidence / reliability — Model-derived quality measures. A score is not automatically the same percentage of real-world forecast accuracy.

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

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

Smoothing / persistence — Combining current and prior modeled state. The frozen Cycle-v3 illustration uses 55% current raw value and 45% prior smoothed value.

Closing note

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

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