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FULL CIRCLE REAL ESTATE | ASHLAND, OREGON

AUGUST 2026

TALENT

MARKET INTELLIGENCE

Residential Market Intelligence for Buyers and Sellers

Thin August volume. More supply.
A market where context matters.

2	4	15.4
AUGUST CLOSINGS	AUGUST PENDING SALES	MONTHS OF SUPPLY

Monthly single-family residence data. Source: DOMUS August 2026, Talent table, page 15.

Talent entered August with only two monthly closings, four pending sales and 31 active listings. That thin transaction count pushed the reported months-of-supply measure to 15.4 and makes the monthly median unusually mix-sensitive. The separate June-August RVAR existing-home window is steadier: 19 sales, an $404,900 median and 18 cumulative days on market. This report keeps those source windows separate.

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02 / THE TALENT READ

A thin month looks weak; the rolling market is steadier.

Our reading: August gave buyers more leverage, but two closings are too few to treat one monthly snapshot as the whole market.

August produced only 2 closings versus 8 a year earlier, while pending sales fell to 4 from 8. Active inventory rose to 31, 55.0% above a year earlier, and reported months of supply reached 15.4. With only two closings, that supply ratio is highly sensitive to the denominator.

The monthly median sale price was $420,350, -21.2% from August 2025, and reported market time rose to 61 days. Yet the rolling RVAR existing-home view showed 19 sales over June-August versus 17 a year earlier, with a $404,900 median and 18 cumulative days on market.

The question	What the evidence supports
Is demand clearly strengthening?	No. August closings fell to two and pending sales were half the prior-year count.
Do sellers still have support?	Yes on well-positioned homes, but August inventory rose and the monthly health model is buyer-favored.
Does the lower August median mean every home lost value?	No. A monthly median is highly sensitive to transaction mix.
Does 15.4 months of supply prove a long-term glut?	No. The ratio is inflated by only two monthly closings; the rolling window is essential context.

The sentence worth remembering

Talent's August snapshot is buyer-favorable, but the monthly sample is so thin that the rolling market should carry substantial weight in any decision.

SOURCE & BASIS | [1] DOMUS August 2026, Talent p. 15; [2] RVAR August rolling statistics, Talent. Interpretations are author analysis.

03 / AUGUST SNAPSHOT

August was a very thin month.

Two closings make the price, market-time and supply statistics unusually sensitive to mix.

Metric	Aug 2026	Aug 2025	Change
Median sale price	$420,350	$533,500	-21.2%
Closed sales	2	8	-75.0%
Pending sales	4	8	-50.0%
New listings	7	10	-30.0%
Median DOM	61 days	22 days	+183.7%
Active inventory	31	20	+55.0%
Months of supply	15.4	2.5	+517.7%
List price received	96.3%	96.7%	-0.4 pts

What stands out

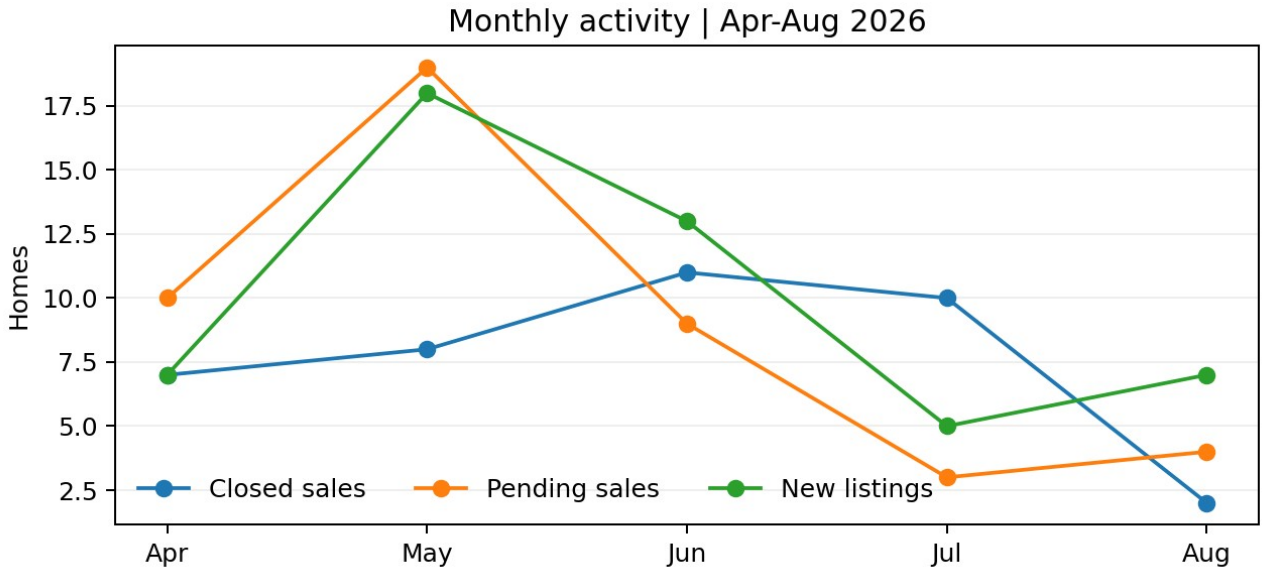
Closings fell 75.0% year over year, pendings fell 50.0%, inventory rose 55.0%, and reported months of supply reached 15.4. With only two closings, these monthly ratios require strong small-sample caution.

SOURCE & BASIS | [1] DOMUS August 2026, Talent, monthly single-family residence table, source page 15.

04 / DEMAND

Both closings and pendings weakened in August.

The monthly demand pipeline was soft, but the rolling existing-home window remained more stable.



Talent had 2 August closings and 4 pending sales. Pendings were -50.0% year over year and closings were -75.0%. The monthly signal is clearly soft. The June-August RVAR window, however, still recorded 19 existing-home sales versus 17 a year earlier.

Practical use

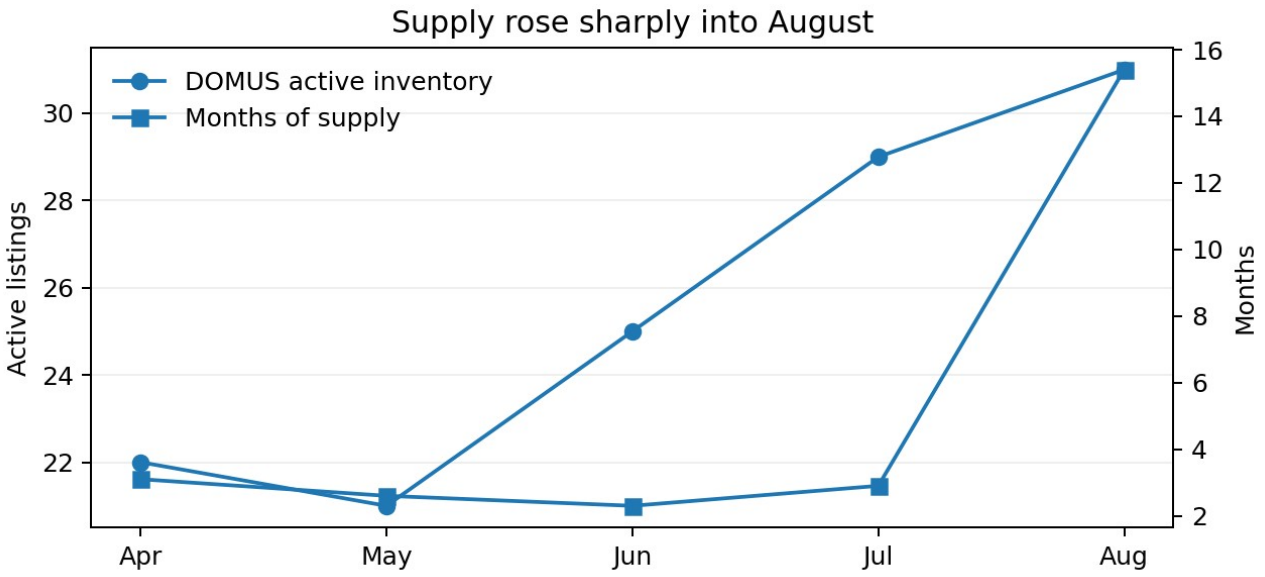
Sellers should treat early showing and offer response as the best test of price. Buyers have more evidence of leverage in the monthly snapshot, but should still move decisively when a well-priced property has direct competition.

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

05 / SUPPLY & LEVERAGE

Supply rose while monthly sales thinned.

The 15.4-month reading is a warning signal, but two closings make the ratio unusually unstable.



August DOMUS inventory was 31 listings, up from 29 in July and from 20 a year earlier. Months of supply was 15.4. The separate RVAR month-end UGB snapshot counted 22 active properties versus 13 a year earlier; these two inventory measures cover different property populations and should not be combined.

Negotiation implication

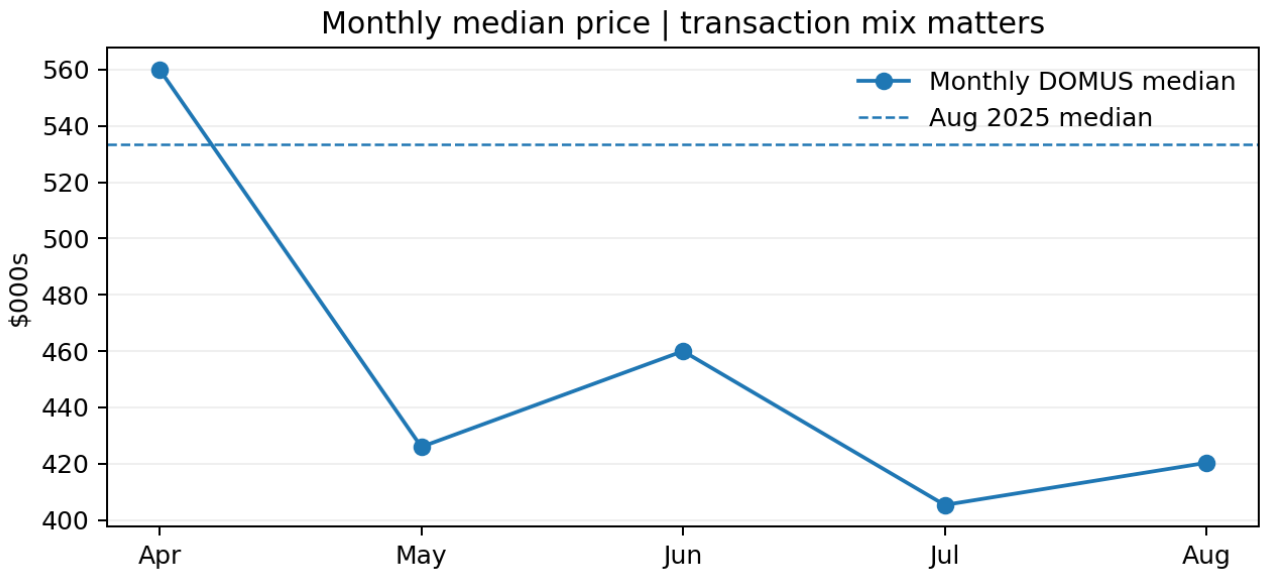
August's 15.4 months of supply and 96.3% list-price realization favor buyers in the monthly snapshot. But the small closing count means sellers and buyers should confirm leverage against the exact active set, not rely on the ratio alone.

SOURCE & BASIS | [1] DOMUS August Talent p. 15; [2] RVAR August inventory snapshot. Distinct source populations are preserved.

06 / PRICE & MARKET TIME

The monthly median fell while market time rose sharply.

Neither metric is a property-level valuation.



The August median was $420,350, -21.2% from $533,500. Median days on market was 61 days versus 22 a year earlier. Price per square foot was $275, -1.3% year over year.

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

For valuation decisions

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

SOURCE & BASIS | [1] DOMUS August 2026, Talent p. 15.

07 / THE SUMMER VIEW

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

April-August provides context that one month cannot.

Month	Median	Closed	Pending	Inventory	MOS	DOM
Apr	$560,000	7	10	22	3.1	10d
May	$426,000	8	19	21	2.6	13d
Jun	$460,000	11	9	25	2.3	13d
Jul	$405,375	10	3	29	2.9	17d
Aug	$420,350	2	4	31	15.4	61d

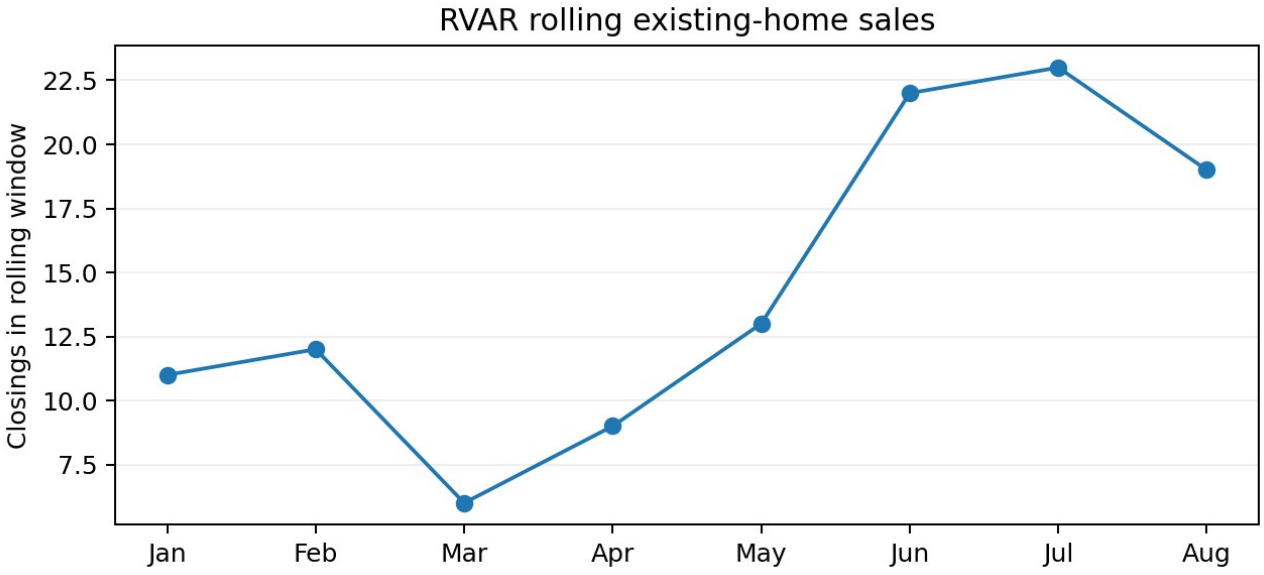
The monthly median moved from $560,000 in April to $426,000 in May, $460,000 in June, $405,375 in July and $420,350 in August. Inventory rose from 22 to 31 over the same period, while pending sales jumped to 19 in May before falling to four in August. The sequence is volatile and the latest month is especially thin.

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

08 / ROLLING EXISTING HOMES

The rolling existing-home market is steadier than the monthly headline.

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



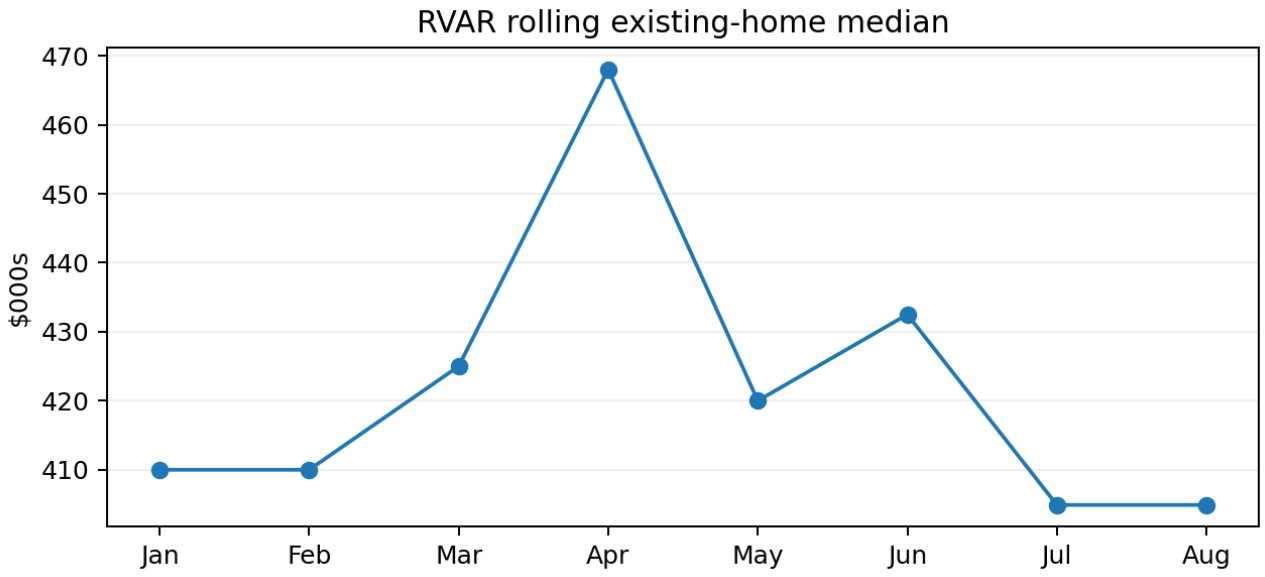
For June through August, RVAR recorded 19 existing-home sales, compared with 17 in the comparable prior-year window. Median cumulative market time fell to 18 days from 26.

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

09 / ROLLING PRICE

The rolling median was modestly higher year over year.

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



The rolling median reached $404,900, +4.9% year over year. Because this is a rolling window and a different property population from the monthly DOMUS table, the $404,900 figure should not be averaged with the monthly $420,350 median.

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

10 / NEW CONSTRUCTION

New construction is active, but still a small local sample.

Seven rolling sales support observation, not broad generalization.

Measure	Jun-Aug 2026	Comparable 2025
Closed sales	7	2
Median cumulative DOM	229	None
Median sale price	$320,000	Not available

RVAR reports seven Talent new-construction sales in the June-August rolling window, up from two a year earlier. The current rolling median was $320,000 and median cumulative market time was 229 days; the comparable prior-year median and DOM are unavailable in the source. This is enough to observe current activity, but not enough for a defensible year-over-year price or speed conclusion.

Evidence discipline

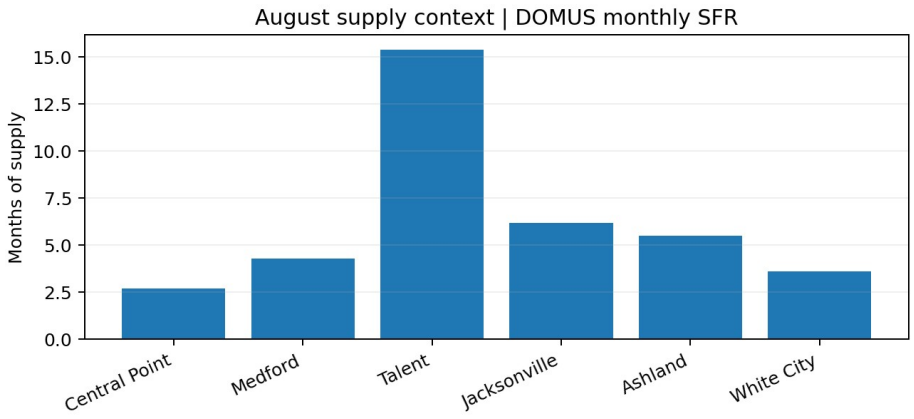
Low-volume new construction can move sharply with project mix. Treat the rolling median and market-time figures as project-sensitive context, not a universal benchmark.

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

11 / LOCAL CONTEXT

Talent’s August supply ratio stands apart from nearby markets.

The difference is real in the source, but the two-closing denominator requires caution.



Market	Median	Closed	Inventory	MOS	DOM
Central Point	$425,000	23	61	2.7	25d
Medford	$426,700	85	363	4.3	20d
Talent	$420,350	2	31	15.4	61d
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 Talent’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 thin, buyer-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

15.4 months of supply and 96.3% list-price realization favor buyers, but the ratio is based on only two monthly closings.

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: use the mixed signals to negotiate selectively.

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 61 days, while the rolling existing-home measure was 18 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 Talent while buying elsewhere in Jackson County.

Suppose a homeowner wants to sell a well-maintained Talent 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	Talent sale	Replacement purchase
Supply	15.4 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

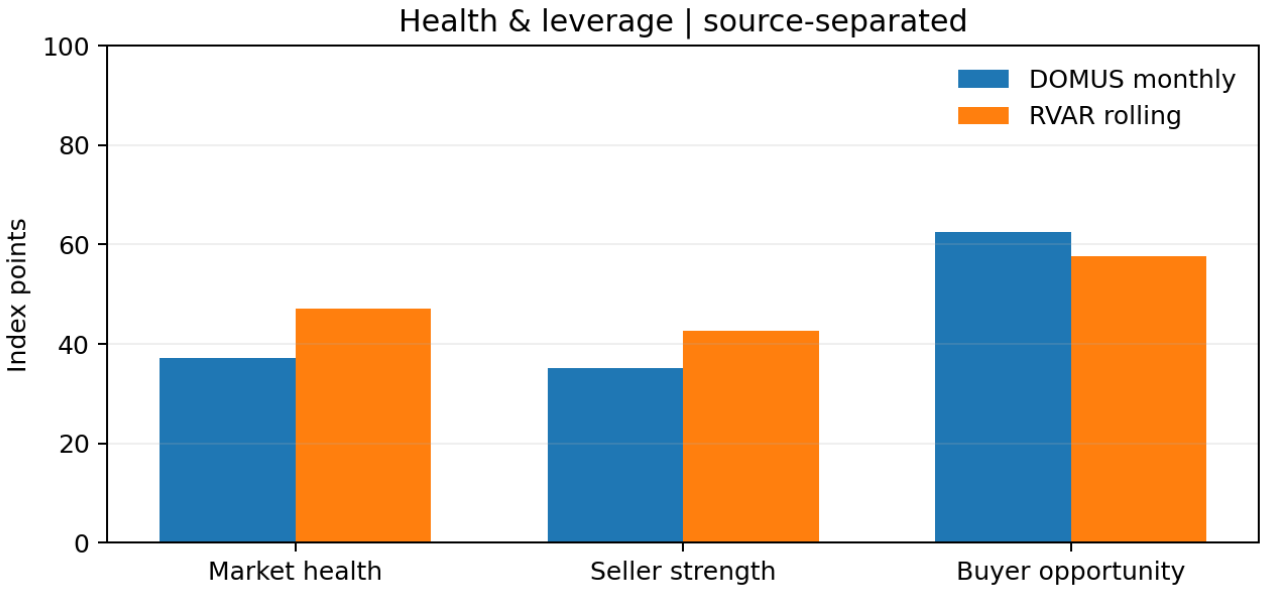
The same household can face different leverage in Talent and in the replacement market. The correct strategy can differ on each side of the move.

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

15 / MARKET DYNAMICS & HEALTH

The monthly model favors buyers; the rolling model is less severe.

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



View	Health	Seller	Buyer	Leverage	Risk
DOMUS monthly	37.1 / Weak	35.1	62.6	Buyer-Favored	48.5
RVAR rolling existing	47.2 / Mixed	42.6	57.6	Buyer-Favored	33.2

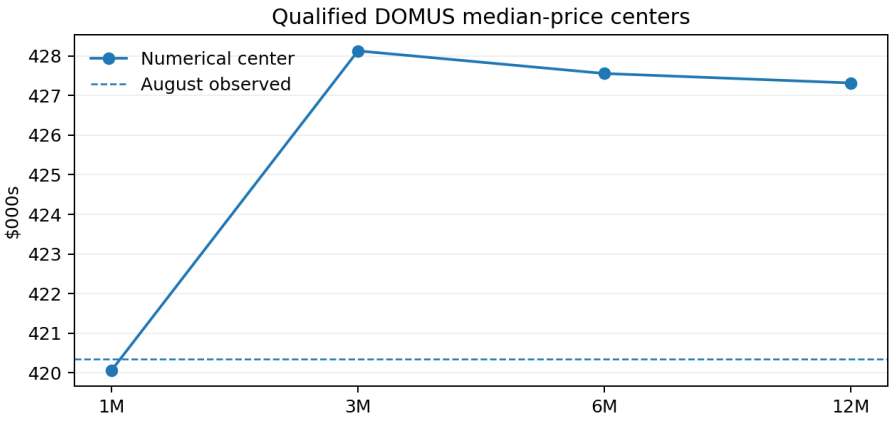
The DOMUS monthly model is Weak and Buyer-Favored, reflecting the thin August closing count, higher supply and longer market time. The RVAR rolling existing-home model is Mixed and Buyer-Favored, a less severe reading because the three-month window retained 19 sales and shorter cumulative DOM. The difference is not a contradiction: the models evaluate different populations and windows.

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

16 / MARKET OUTLOOK

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

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



Horizon	Aug observed	Numerical center	Diag. conf.	Direction permission
1 month	$420,350	$420,063	83.7	Direction Descriptive Only
3 month	$420,350	$428,129	83.5	Direction Descriptive Only
6 month	$420,350	$427,557	80.9	Direction Descriptive Only
12 month	$420,350	$427,318	80.9	Direction Descriptive Only

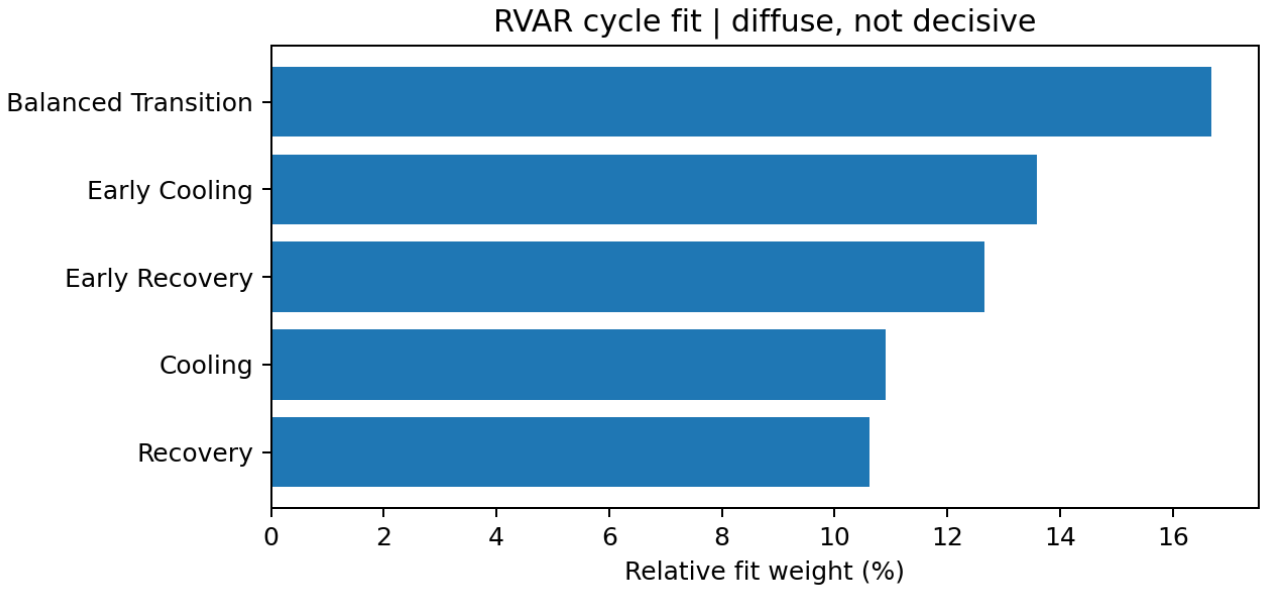
The DOMUS median-price centers remain close to the August observation: about $420,000 at one month and roughly $427,000 at twelve months. These are qualified numerical centers, not a valuation range for a specific home, and the spacing does not certify a directional outcome.

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	16.7%	Early Cooling	13.6%	97.4
DOMUS monthly	Early Recovery	15.0%	Cooling	13.7%	97.0

RVAR existing homes have Balanced Transition as the leading fit, while the DOMUS monthly view labels Early Recovery first and Cooling second. In both cases the leading weight is under 17%, and normalized entropy is near 97. The modeled state is diffuse: no single cycle phase is decisive.

SOURCE & BASIS | [3] Cycle-v3 Talent 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

If closings normalize, the months-of-supply ratio could fall even without a large inventory change; persistently high inventory with weak sales would reinforce buyer leverage.

List-price realization

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

Rolling existing-home sales and DOM

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

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

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

19 / SOURCES & METHOD

How to read the evidence without mixing unlike measures.

Reference	Identity	Use
[1] DOMUS August monthly	Jackson+Co+Market+Summary+8-26.pdf, Talent source page 15	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 210.
[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 Talent 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.