01 / COVER

TALENT & PHOENIX
MARKET INTELLIGENCE

October 2026 | Website Edition v1.2 | Two neighbors. Two distinct markets.

Two towns. Two reporting windows. Decisions grounded in comparable homes.

Talent and Phoenix are close together geographically, yet the October data reveal different patterns in price, market time and transaction flow. This guide explains both—and shows why one month of small-town sales should not be treated as a verdict on every home.

MONTHLY SFR	OCT 2026	TALENT / PHOENIX
Closed sales	5 / 4
Pending sales	4 / 2
Median sale price	$415,000 / $362,500
Median days on market	15 / 20
Calculated months of supply	3.8 / 2.5

Prepared by Jon Barrows and Jessica Blackwell

Full Circle Real Estate | Ashland, Oregon
jonandjess.realestate | jonandjessreal@gmail.com | (707) 787-7307

A complimentary, evidence-based guide for buyers, sellers and homeowners.

October observations through October 31, 2026 | Prepared November 7, 2026.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

02 / EXECUTIVE MARKET THESIS

Talent cooled in the rolling market. Phoenix grew in sales—but slowed in speed.

The key is to read both the latest month and the broader three-month market, without confusing them.

Talent recorded five October single-family closings at a $415,000 median and a 15-day median market time; Phoenix recorded four closings at $362,500 and 20 days. Both are thin monthly samples. A handful of properties can alter a median dramatically, without proving comparable homes changed value by the same percentage.

In the separate August–October existing-home reporting window, Talent had 11 closings, a $370,000 median and 41 cumulative median days on market. Phoenix had 15 closings, a $426,000 median and 47 days. Talent rolling closings declined from 14 in September; Phoenix increased from 12. Yet market time lengthened in both places.

The broker takeaway

Calculated monthly months of supply measured 3.8 in Talent and 2.5 in Phoenix. Those ratios describe the calendar-month single-family population and do not translate into the selling time of an individual listing. Inventory is limited in both towns, but buyer choice, competition and pricing remain highly property-specific.

> Understand the source and the competing listings. Neither a falling monthly median nor low supply is an automatic pricing or negotiation rule.

Our main conclusion: October is neither a broad rebound nor a uniform slowdown. Talent had a quick but very small monthly closing cohort, while its wider rolling market softened. Phoenix increased rolling transaction volume but also experienced longer marketing periods. The price and negotiation story depends on the home, its competition and its condition.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories. SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

03 / THE OCTOBER DASHBOARD

A side-by-side view reveals the differences.

Calendar-month single-family residence activity; the October 2025 column is a like-month comparison.

Monthly indicator	Talent Oct 26	Talent Oct 25	Phoenix Oct 26	Phoenix Oct 25
Closed sales	5	7	4	3
Pending sales	4	6	2	2
New listings	4	6	5	2
Median sale price	$415,000	$525,000	$362,500	$440,000
Median DOM	15	19	20	42
Price per sq. ft.	$297	$252	$240	$250
List price received	96.9%	98.4%	94.5%	94.0%
Active listings	19	19	10	12
Calculated MOS	3.8	2.7	2.5	4.0
Jan–Oct closings	57	71	39	33

The dramatic monthly median decreases are based on only five Talent closings and four Phoenix closings. Do not translate those changes directly into a decline in the value of an unchanged property. Pending sales indicate contract activity but are not the same cohort as monthly closings.

October supply is calculated from published active listings divided by monthly closed sales. Talent: 19 ÷ 5 = 3.8 months. Phoenix: 10 ÷ 4 = 2.5. The report uses these transparent arithmetic results and reserves source reconciliation details for the technical companion.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

04 / CLOSED SALES

Nine completed sales across the two monthly views.

October transaction counts are useful—especially when we acknowledge how small they are.

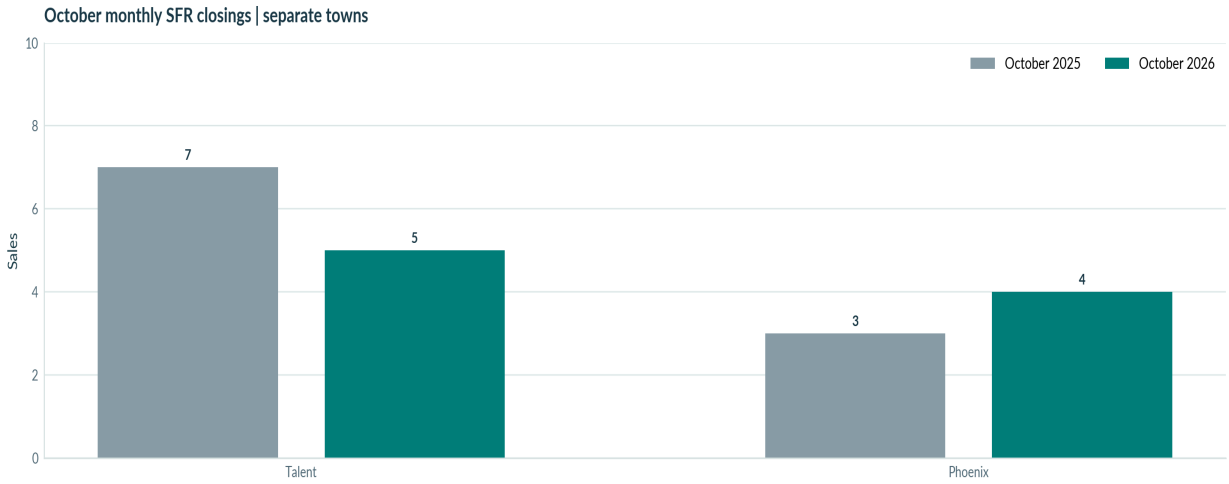


Figure 1. October-only single-family closings, Talent and Phoenix, 2025 versus 2026.

Talent closed five single-family sales in October, down from seven during October 2025. Phoenix closed four, up from three a year earlier. Together that is nine completed sales, but the towns remain separate source populations; nine should not be treated as one combined pricing sample.

Talent's January–October sales total was 57 versus 71 last year. Phoenix recorded 39 versus 33. The cumulative view adds important context: Talent is behind last year's transaction volume even though its October closings rose from September; Phoenix is ahead despite recording only four October sales. With such small monthly groups, one unusual transaction can shift the median considerably. Price trends deserve a second reading through square footage, listing competition and the longer rolling market.

> In small markets, start with the number of transactions behind the statistic.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

05 / CONTRACTS AND LISTINGS

Contracts weakened in Talent; listing arrivals diverged.

Pendings are a leading activity clue, not guaranteed next-month closings.

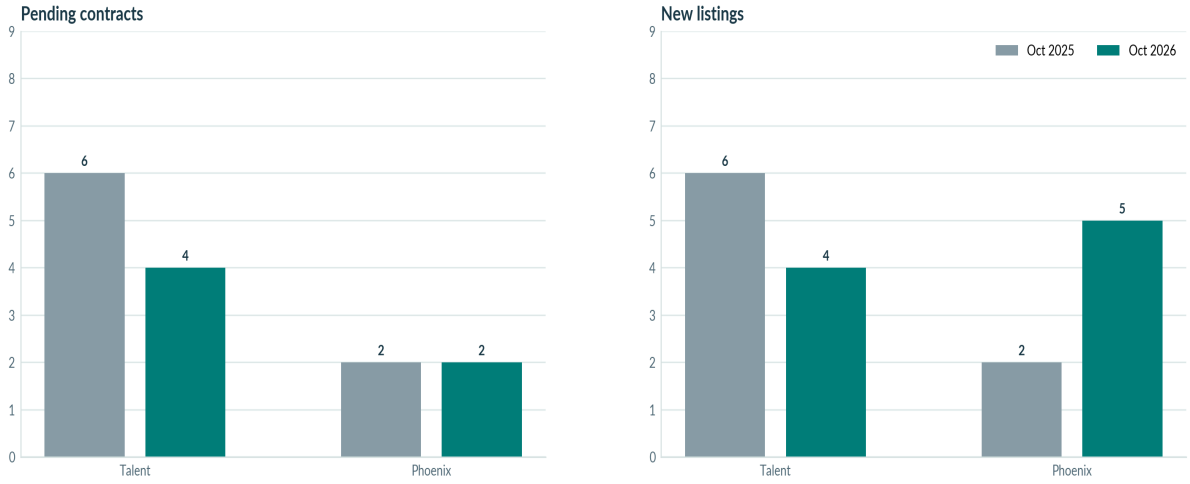


Figure 2. October-only pending sales and new listings, with like-month 2025 comparisons.

Talent reported four pending sales in October, down from six in October 2025 and eight in the October publication's September comparator. Phoenix reported two pendings, unchanged from both September and the prior October. These are small counts, but they tell us October did not bring a broad acceleration in new commitments.

New listings were four in Talent, down from six a year earlier. Phoenix received five new listings versus two last October. Higher new-listing activity may refresh buyers' options even when month-end inventory remains limited; it does not itself mean those listings are comparable. The changing pipeline matters most when read alongside showing response, qualified buyer interest and the strength of direct competing homes. We do not assume October pending transactions will become November closings one for one.

> Watch both new commitments and new competition; a pending count alone never prices a home.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

06 / TIME ON MARKET

October’s closings were faster than a year ago.

The monthly view is encouraging on speed—but contains only nine total sold homes.

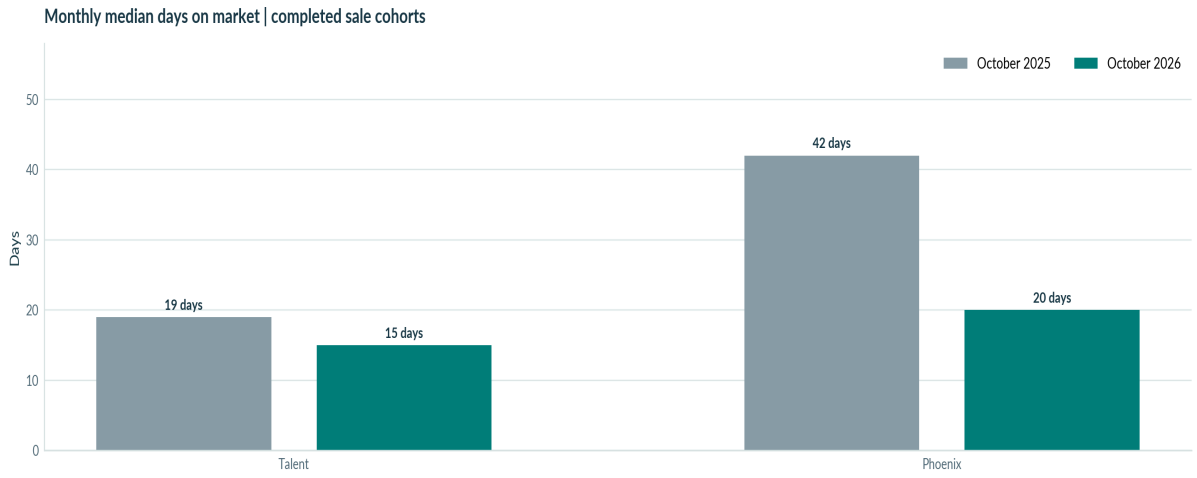


Figure 3. October-only DOMUS monthly median days on market, October 2025 and October 2026.

Talent’s October monthly median days on market was 15, versus 19 in October 2025. Phoenix’s was 20, versus 42. These readings describe homes that actually closed during the month; they do not describe how long today’s active listings have been offered.

The same October report shows Talent’s monthly median was 79 days in September and 15 in October. Such a large shift can occur when the mix of just three September closings changes to five October closings. It is not evidence that every Talent listing suddenly became easier to sell. The rolling existing-home view later in this report shows longer cumulative market times in both towns. Both pictures can be accurate because they measure different sets of transactions across different windows.

> Market time belongs to a specific sold-home cohort and source definition.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

07 / INVENTORY AND SUPPLY

Talent: 3.8 months. Phoenix: 2.5 months.

The calculated supply trend is more useful than a headline ratio without its counts.

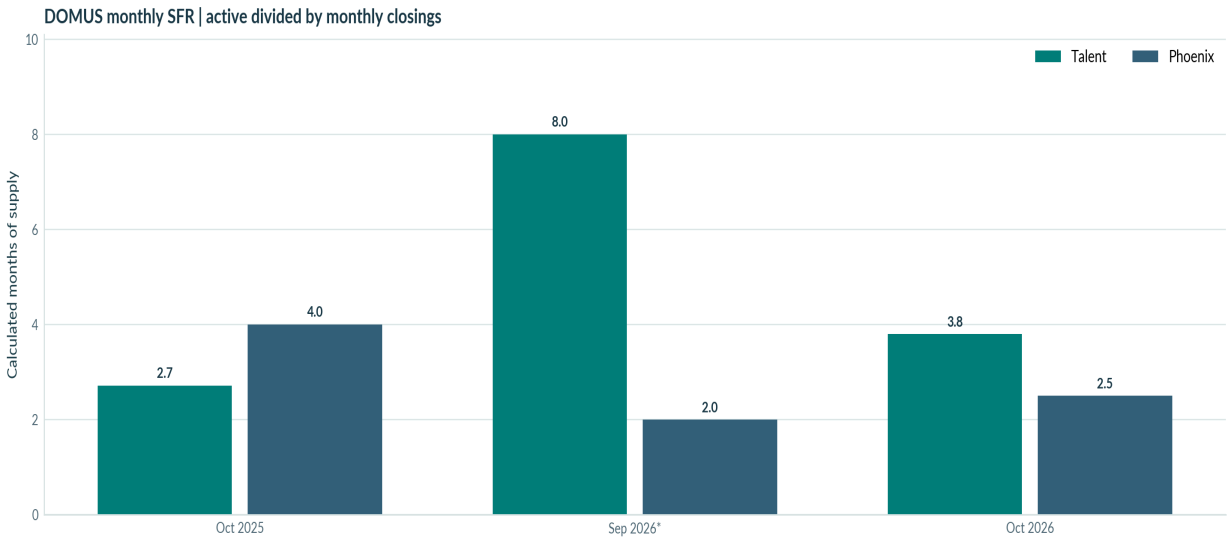


Figure 4. Monthly supply calculated consistently from active inventory and closings.

Talent's October single-family inventory was 19 active listings and five closings, implying 3.8 months of supply. The source's republished September columns show 24 active and three closings, or 8.0; October 2025 had 19 active and seven closings, or 2.7.

How to use this measure

Phoenix had ten active listings and four October closings, implying 2.5 months. Its republished September comparator was eight listings and four closings, or 2.0; October 2025 was 12 and three, or 4.0. Supply can rise in one town while falling in another, even where both markets have few choices. Months of supply is a monthly arithmetic ratio, sensitive to small closing counts. It is not a prediction of when a specific property will sell. The property's condition, pricing, financing and direct substitutes still drive the decision.

> Calculate it transparently, then compare competing listings and the most relevant sold properties.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

08 / PRICING AND MIX

The medians fell; the price-per-foot evidence diverged.

One monthly median cannot identify a like-for-like price movement.

Talent's monthly median declined from $525,000 in October 2025 to $415,000 this October. Yet reported price per square foot increased from $252 to $297, a 17.7% rise. Both observations come from the same small monthly sample; the contrast is a warning against interpreting the median decline as a uniform fall in home values.

Phoenix's monthly median moved from $440,000 to $362,500 while price per square foot moved from $250 to $240. Both measures softened, but four monthly closings are still too few to establish an exact townwide change for comparable homes. The market determines an individual property's value through its actual substitutes: location, square footage, condition, layout, lot characteristics and competing inventory. The median is context, not a substitute for a comparative market analysis.

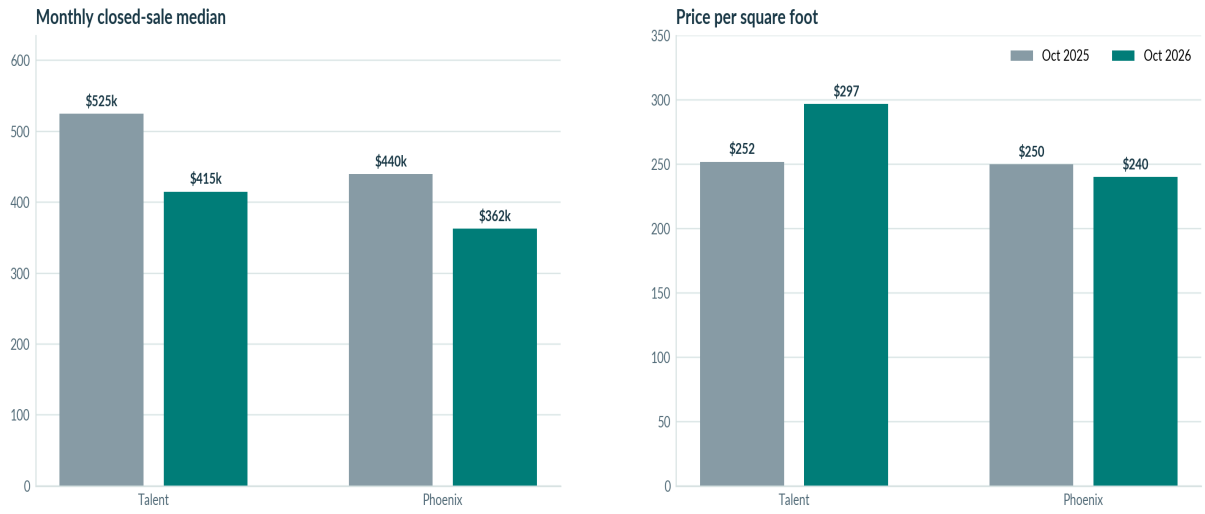


Figure 5. October 2025 versus October 2026 monthly median prices and price per square foot.

> When the headline and underlying measures disagree, examine transaction mix before drawing a pricing conclusion.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

09 / THE REPORTING MAP

One town can show two different medians without contradiction.

DOMUS and RVAR are complementary sources, not interchangeable series.

Reader's rule

DOMUS / Oregon Data Share describes a calendar-month single-family-residence market. RVAR / Southern Oregon MLS describes an overlapping three-month existing-home market within the source's urban-growth-boundary reporting scope. Their observations do not represent the same closed-sale populations, so do not average their prices.

The RVAR inventory count includes a wider set of source-defined residential listings than its existing-home sold count. For Talent, that snapshot is 16, not the monthly DOMUS 19; for Phoenix it is 12, not the monthly DOMUS ten. A difference is not evidence that either source is wrong.

Practical implication

Market data	How to interpret it
DOMUS monthly SFR	Single calendar-month closed homes
RVAR existing homes	Overlapping three-month existing-home sales
RVAR active inventory	Month-end UGB residential snapshot
Two price medians	Different windows and sometimes different homes
Our model measures	Calculated separately for each reporting context

Our analytical scores and forecasts follow the source-specific market population and time window. No DOMUS monthly median is inserted into an RVAR historical line or forecast.

> Before comparing two numbers, identify the geography, property population, reporting period and statistic.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

The broader existing-home markets tell a different story.

September and October RVAR windows overlap by two months, making this a useful pulse rather than two independent samples.

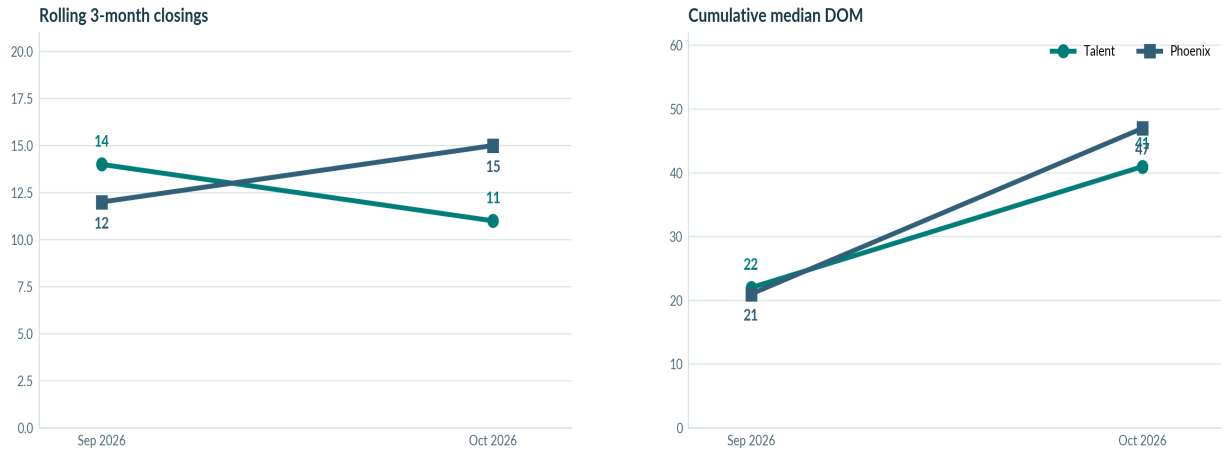


Figure 6. RVAR existing-home rolling closings and cumulative median DOM, September to October.

Talent's existing-home rolling closings declined from 14 in the July–September window to 11 in August–October, while cumulative median days on market rose from 22 to 41. The rolling median moved from $377,450 to $370,000. These changes indicate weaker speed and transaction volume in this specific market window.

Phoenix's rolling closings increased from 12 to 15, but cumulative median market time increased from 21 to 47 days, and its rolling median fell from $445,500 to $426,000. More completed transactions and slower marketing time can coexist; buyers may have found acceptable prices after longer listing exposure. Because two of the three months overlap, these changes should be interpreted as a rolling shift, not as independent monthly sales cohorts.

> The rolling window helps smooth small-month noise, but it does not erase market complexity.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

What October does—and does not—tell us.

A compact summary of the contrasts most relevant for an upcoming listing or purchase.

October measure	Talent	Phoenix
Monthly SFR (price / DOM)	$415k / 15 days	$363k / 20 days
Rolling existing (price / DOM)	$370k / 41 days	$426k / 47 days
Rolling closed sales / YoY	11 / −15.4%	15 / +50.0%
Monthly calculated MOS	3.8 months	2.5 months

Talent presents a short monthly closing time but a longer rolling cumulative market time. Phoenix had more rolling closings than last year, while market time still lengthened. Neither pattern is a simple buyer's or seller's market label for every neighborhood or price tier.

The useful question is whether the specific property is competing with similar homes that are attracting qualified offers now. Asking prices, price reductions, inspection needs and financing capacity should be examined alongside the statistical backdrop.

These market facts explain why our brokerage advice can differ between two nearby homes—and even between two homes within the same town.

> Turn the headline into a comparable-property question.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

12 / THE LONG MARKET STORY

Five years of rolling results put October in context.

The longer record reveals recurring changes in liquidity before one monthly price establishes a new trend.

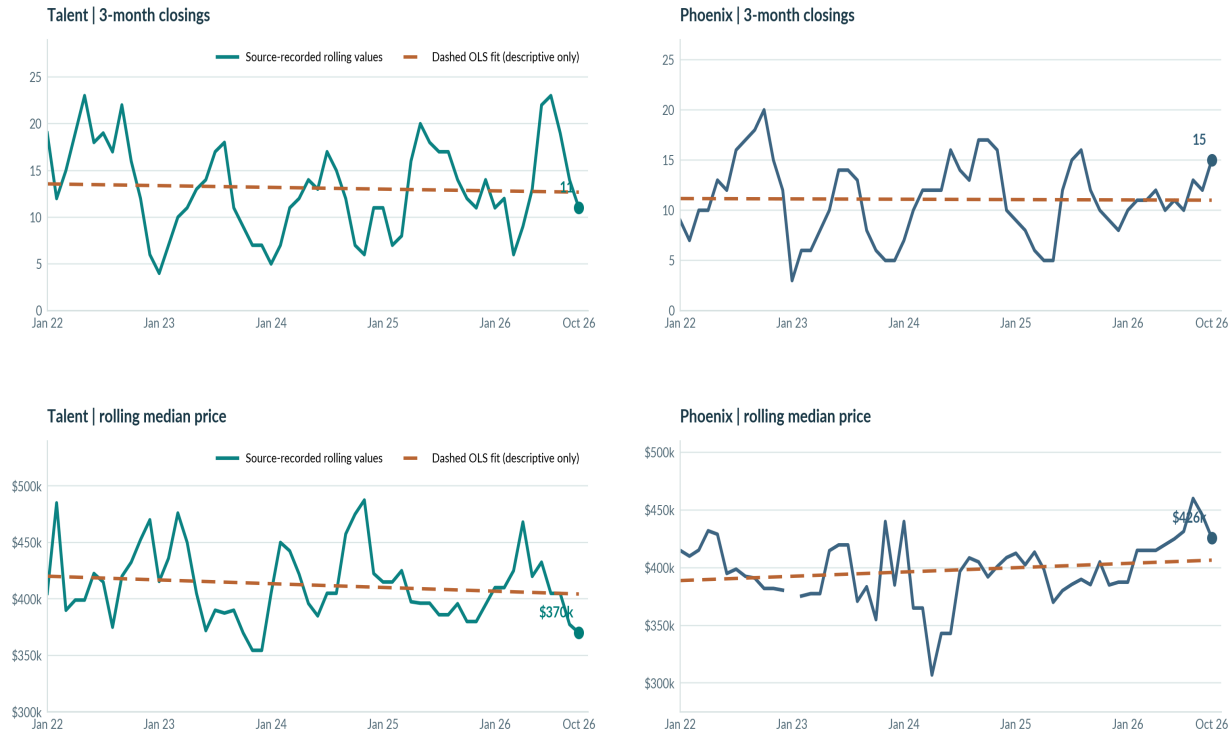


Figure 7. RVAR rolling closings and medians, Jan 2022–Oct 2026; dashed historical linear fits (descriptive, not forecasts).

Across 2022–2026, both towns have experienced repeated changes in transaction volume and the median sale price of existing homes. Talent's 2026 rolling closings reached 23 in July before retreating to 11 in October. Phoenix moved through a different path and finished October with 15 rolling closings.

The longer record also explains why apparent price shifts can be large in these markets. Sales cohorts are small, and the set of homes traded can differ sharply in lot, size, condition and upgrades. A rolling median is more stable than a four- or five-sale monthly median but remains sensitive to mix. Our historical series draws on the governed RVAR source history, including recovered earlier reporting periods where comparable. Reporting-format differences and overlapping windows are retained in the interpretation.

> Long history gives us context, not a license to draw a straight price line into the future.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

13 / THE SHAPE OF 2026

Both towns became slower by the end of October.

Read the changing sequence instead of selecting the most attractive single month.

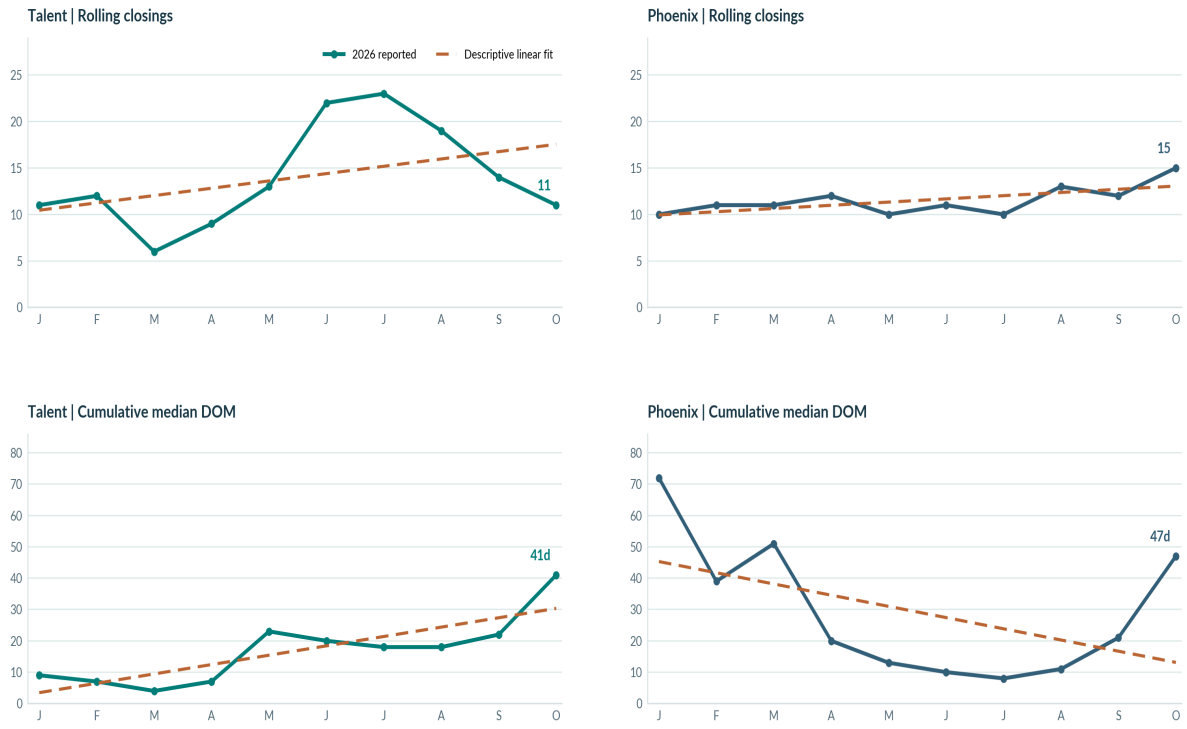


Figure 8. Jan–Oct 2026 rolling existing-home closings and cumulative DOM; separately labeled dashed descriptive fits.

Talent's rolling closed-sales sequence rose from 11 in January to 23 in July, then moved through 19 in August, 14 in September and 11 in October. Its median cumulative DOM rose from 18 in August to 22 in September and 41 in October. The recent drop in activity is meaningful even though the October monthly median DOM was 15.

Phoenix moved from 13 rolling closings in August to 12 in September and 15 in October. Its cumulative median DOM nevertheless rose from 11 to 21 to 47 over the same sequence. That combination suggests more transactions occurred, but the homes closing in the latest rolling window had generally accumulated more market time. A year can be active overall and become more selective late in the season. A seller should focus on current qualified demand and direct competition.

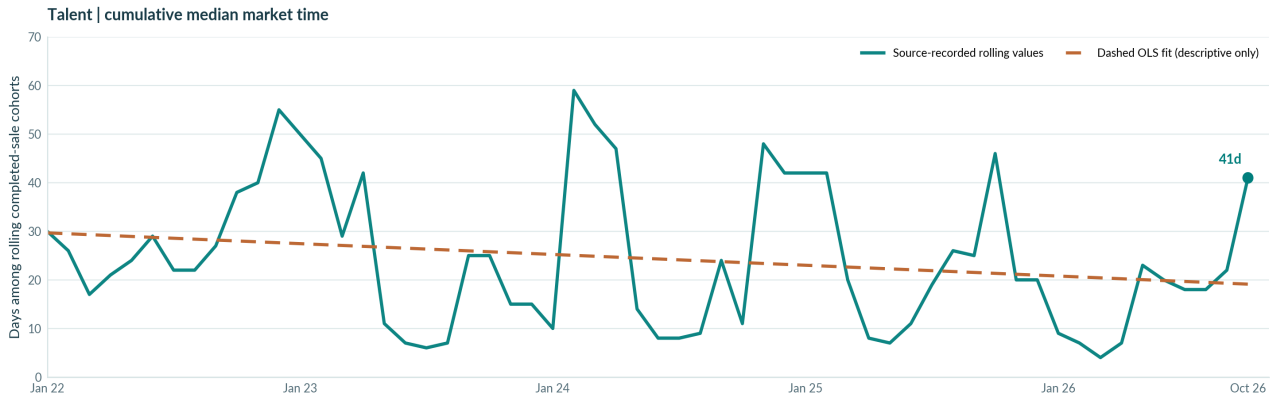
> Watch whether November confirms or reverses the longer market-time readings.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

Talent's rolling market changed pace repeatedly.

Archived October-ending windows and a 58-window market-time history show why one autumn observation is not a verdict.

CUMULATIVE MEDIAN DAYS ON MARKET | RVAR EXISTING HOMES, JAN 2022–OCT 2026



OCTOBER-ENDING RVAR EXISTING HOMES | ORIGINAL ARCHIVE VINTAGES

October end	Rolling closings	Rolling median	Cumulative DOM
2022	16	$432,450	38 days
2023	9	$370,000	25 days
2024	7	$475,000	11 days
2025	12	$380,000	46 days
2026	11	$370,000	41 days

The **2026 summer crest** reached 23 rolling closings in July, then eased to 11 in October. Cumulative median DOM moved from **18 days in July** to **41 days** in October; this was not the same five-home cohort reporting **15 monthly DOM** in DOMUS.

Source vintages matter: the archived **original October 2025** Talent RVAR observation is **12 closings / 46 DOM**; the **October 2026 source's retrospective prior-year column** reports **13 / 35**. Neither set is rewritten. The five-row historical table uses the archived original vintages.

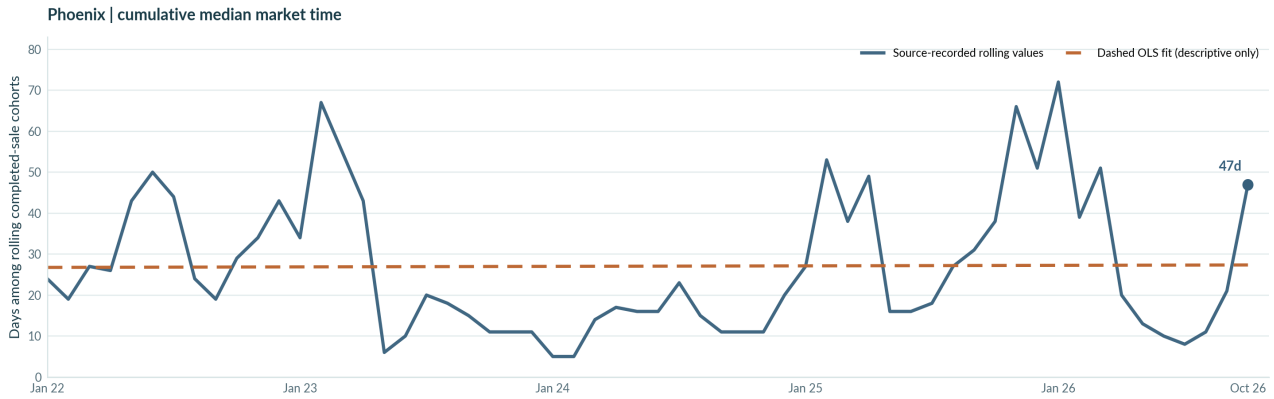
The dashed fitted line describes overlapping historical windows. It is not a forecast of a future selling period.

SOURCE NOTES | RVAR original historical archive Jan 2022–Aug 2026; Sep 2026 accepted source and Oct 2026 source-stage. Original-vs-republished October 2025 comparison explicitly distinguished.

Phoenix closed more rolling sales, but took longer.

A 58-window chronology helps distinguish recurring volatility from a sustained change in home values.

CUMULATIVE MEDIAN DAYS ON MARKET | RVAR EXISTING HOMES, JAN 2022–OCT 2026



OCTOBER-ENDING RVAR EXISTING HOMES | ORIGINAL ARCHIVE VINTAGES

October end	Rolling closings	Rolling median	Cumulative DOM
2022	20	$382,000	29 days
2023	6	$355,000	11 days
2024	17	$392,000	11 days
2025	10	$405,000	38 days
2026	15	$426,000	47 days

Rolling market time in Phoenix was **72 days in January 2026**, declined to **8 days in July**, and reached **47 days in October**. The observed rolling October median was **$426,000** on **15 closings**; it is not comparable to the four-sale DOMUS October-only **$362,500** median without population controls.

The 58-window historical median-price graphic on page 12 deliberately leaves **January 2023 blank** because the original archive does not publish that monthly-ended median; only **57 observed price points** enter that descriptive linear fit. No zero or interpolation was inserted.

Phoenix's stronger rolling volume and slower October selling time can coexist. Direct property competition remains decisive.

SOURCE NOTES | RVAR historical source records 2022–Aug 2026, accepted Sep and Oct 2026 RVAR source-staged windows. Rolling periods overlap; all dashed fits descriptive only.

16 / ACTIVE LISTINGS AND SALES

Different measures describe different types of supply.

RVAR inventory is a month-end snapshot; existing-home closings are a rolling three-month flow.

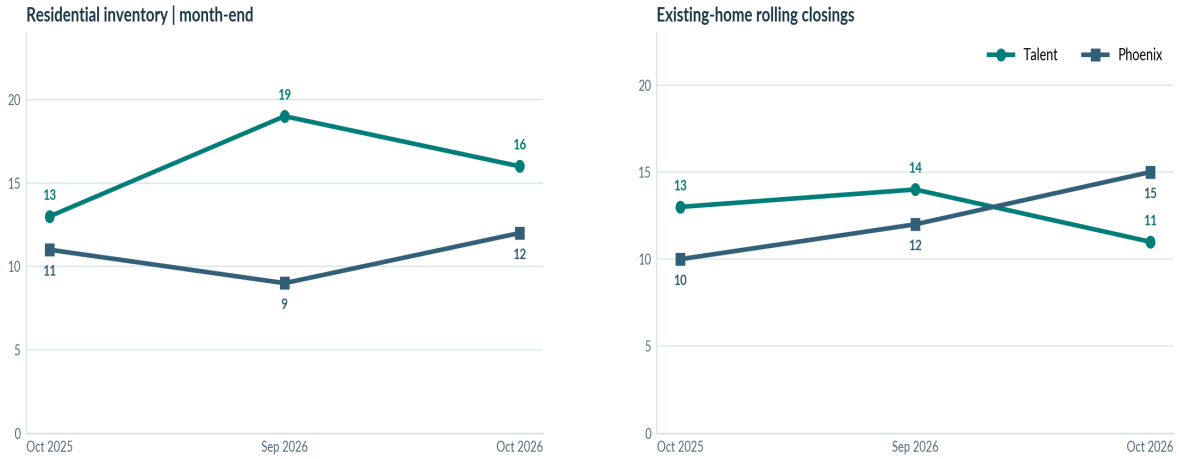


Figure 9. Distinct RVAR time series: month-end inventory versus rolling existing-home closings.

At October 31, RVAR recorded 16 active Talent listings, compared with 13 a year earlier; Phoenix had 12, versus 11. These counts apply to a broader residential inventory population than the existing-home sales charts. They should not be divided by rolling sales to invent a monthly existing-home months-of-supply statistic.

Talent's inventory slipped from 19 at September month-end while Phoenix's rose from nine. Against that, rolling sales moved in opposite directions. Neither inventory movement alone proves rising or falling buyer demand; listings can sell, expire, withdraw or be newly introduced. A realistic list price depends on whether a buyer today has alternatives that match this specific home in location, condition, configuration and price.

> Use the active competing set—not a mismatched inventory/sales ratio—to judge listing exposure.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

17 / WHAT COUNTS AS COMPARABLE?

The data support comparisons—but only within the right frame.

Our two principal sources use different property populations and measurement clocks.

Question	Correct reading
What is an October sale?	DOMUS: one calendar month
What is an existing-home pulse?	RVAR: August–October rolling window
Which inventory number?	Match the named source and population
What does the forecast target?	Future RVAR rolling observations

A monthly DOMUS median for Talent cannot be subtracted from the rolling RVAR Phoenix median to infer appreciation, and a source-published months-of-supply figure cannot be used without verifying its relationship to actual active and closed counts.

The September model inputs remain their archived originals, even where October's publication revises the September comparison columns. Therefore a reported same-document month-over-month change can differ from a model score's movement between separately frozen months.

The public report presents the relevant actual numbers and practical explanation; the technical companion retains the full source-vintage and correction history.

> Comparable period. Comparable geography. Comparable property type. Then a useful interpretation.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories. SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

A fast October closing cohort within a softer year.

Five sold homes moved quickly—but annual volume and the contract pipeline deserve attention.

Metric	Oct 2025	Sep 2026*	Oct 2026	Yearly change
Closed sales	7	3	5	-28.6%
Pending sales	6	8	4	-33.3%
Median price	$525,000	$430,000	$415,000	-21.0%
Median DOM	19	79	15	-4 days
Active inventory	19	24	19	+0.0%
Calculated MOS	2.7	8.0	3.8	+40.0%

Talent recorded five October closings versus seven a year ago, a $415,000 median versus $525,000, and 15 median days on market versus 19. Yet its 2026 year-to-date closings stand at 57 versus 71 in 2025, a 19.7% decline. One brisk month does not reverse a lower cumulative transaction count.

Talent's pending count fell from eight in September's republished comparator to four in October. Active monthly inventory moved from 24 to 19. Calculated supply therefore fell from 8.0 to 3.8 months, but both the numerator and denominator are small enough for the ratio to change sharply.

The median-price decline and higher price per square foot are best understood as different descriptions of the homes that closed, not a contradiction to be averaged away.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

Few sales, low supply and a selective pricing conversation.

October's small cohort moved relatively quickly but carried lower price measures.

Metric	Oct 2025	Sep 2026*	Oct 2026	Yearly change
Closed sales	3	4	4	+33.3%
Pending sales	2	2	2	+0.0%
Median price	$440,000	$393,000	$362,500	-17.6%
Median DOM	42	24	20	-22 days
Active inventory	12	8	10	-16.7%
Calculated MOS	4.0	2.0	2.5	-37.5%

Phoenix recorded four monthly closings versus three in October 2025. The $362,500 monthly median was below the prior year's $440,000, and the $240 price per square foot was below $250. Meanwhile median days on market fell to 20 from 42. The small closed group does not establish a precise citywide revaluation.

Phoenix's active monthly inventory was ten, up from eight in the republished September comparator and down from 12 one year ago. Four October closings yield 2.5 calculated months of supply, versus 2.0 in September and 4.0 a year ago. A tight arithmetic ratio can still coexist with negotiations on a home that is poorly positioned.

Year-to-date Phoenix closings total 39 versus 33 in 2025. That broader count suggests more completed transactions this year, even as the latest monthly median softened.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

Talent’s broader market finished October with less velocity.

The RVAR three-month perspective emphasizes longer market time and fewer closings.

RVAR existing	Oct 2025	Sep 2026	Oct 2026	What it is
Rolling closings	13	14	11	Three months
Median price	$380,000	$377,450	$370,000	Sale mix
Cum. median DOM	35	22	41	Sold homes
Active inventory	13	19	16	Month end
YoY sales change	—	—	-15.4%	Rolling sales
YoY price change	—	—	-2.6%	Rolling price

From August through October, Talent recorded 11 existing-home closings, down from 13 a year ago and 14 in the previous rolling window. Its cumulative median market time was 41 days versus 35 a year earlier and 22 in September’s rolling report.

The rolling median price was $370,000 versus $380,000 a year earlier and $377,450 in the preceding window. Separately, RVAR recorded 16 active broader residential listings at October month-end, versus 13 last year. Neither statistic should be substituted for the DOMUS monthly $415,000 median or 19 active listings.

Talent’s rolling Momentum and Health readings offer a second opinion about the market mechanics; they are not simply a rebranding of the latest monthly numbers.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

More rolling sales came with slower selling time.

The market can close more homes without making the process faster for every seller.

RVAR existing	Oct 2025	Sep 2026	Oct 2026	What it is
Rolling closings	10	12	15	Three months
Median price	$405,000	$445,500	$426,000	Sale mix
Cum. median DOM	38	21	47	Sold homes
Active inventory	11	9	12	Month end
YoY sales change	—	—	+50.0%	Rolling sales
YoY price change	—	—	+5.2%	Rolling price

Phoenix had 15 existing-home closings in the August–October rolling window, versus ten a year earlier and 12 in the preceding window. Its rolling median price was $426,000 versus $405,000 a year earlier—a 5.2% increase for this source-defined population.

Cumulative median market time lengthened to 47 days from 38 a year ago and 21 in September. Active RVAR residential inventory reached 12, versus 11 last October and nine in September. That is a more cautious speed signal than the 20-day October-only DOMUS monthly median.

The contrast reinforces that transaction volume, price and velocity do not always change together. Sellers should evaluate the actual response to their price and presentation.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

22 / NEW CONSTRUCTION | LIMITED DATA

A small construction sample cannot anchor the whole market.

Keep new-home figures separate from existing-home medians and forecasts.

New construction	Talent Oct	Phoenix Oct	Talent Sep	Phoenix Sep
RVAR rolling sales	2	0	6	0
RVAR rolling median	Not qualified	Not available	$355,000	Not available
RVAR cumulative DOM	Not available	Not available	266 days	Not available
DOMUS monthly price	$377,900	Not available	Not available	Not available
RVAR active listings*	16	12	19	9
Qualified model outlook	Not available	Not available	—	—

RVAR reports two new-construction Talent closings in the August–October window, versus one a year earlier; Phoenix reported zero in both years. Neither town has a qualified construction median price or cumulative DOM for the current RVAR window. Blank is not zero and should not be converted into a fabricated median.
DOMUS separately lists an October Talent new-construction sale-price statistic of $377,900, without a matching count on the summary row; Phoenix shows no current entry. The two sources have different reporting populations, and these sparse observations should not be used to value the broad existing-home inventory.

Our model does not provide qualified new-construction Market Outlook or Cycle results for these towns. A new-home buyer or seller needs actual available subdivision homes, builder terms, warranty and financing comparisons.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

23 / PRICING A HOME TO COMPETE

The right asking price is set against alternatives—not medians.

Talent and Phoenix sellers should begin with what a qualified buyer can purchase today.

Pricing question	Talent signal	Phoenix signal	Best evidence	Decision
Sold alternatives	5 monthly	4 monthly	Comparable sales	Test mix
Current choices	19 monthly	10 monthly	Active listings	Compete
Market speed	15 monthly DOM	20 monthly DOM	Similar homes	Position
Rolling tempo	41 RVAR DOM	47 RVAR DOM	Listing history	Allow time
Price level	$415k monthly	$362.5k monthly	Property CMA	Do not anchor
Launch response	Showings	Showings	Qualified inquiries	Adjust

A good comparative market analysis starts with recent sold homes that a buyer would regard as reasonable substitutes, adjusted thoughtfully for home size, renovation quality, lot, location, age, condition and meaningful features. A small-town median is a market indicator, not a list-price recommendation.
Next compare active competitors and pending properties where their terms and history are known. A home's first weeks of exposure matter: photos, accurate details, access for showings and price alignment help buyers decide whether to tour and write. Price reductions can follow if the market response is weak, but a competitive first launch is preferable.

The real objective is the strongest probable net outcome, considering carrying costs and the risk of an overlong listing—not winning a contest for the most ambitious initial asking price.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

An advantage comes from knowing the exact competition.

Small-market averages help frame the search; the property itself determines diligence and offer terms.

Buyer test	Talent	Phoenix	Evidence	Action
Asking price	Compare	Compare	Sold comps	Offer range
Market duration	41 rolling DOM	47 rolling DOM	History	Inspect
Inventory choices	Review 19 SFR	Review 10 SFR	Active MLS	Shortlist
Condition	Investigate	Investigate	Inspection	Budget
Financing	Confirm	Confirm	Lender	Terms
Negotiation	Specific home	Specific home	Offer terms	Strategy

Talent and Phoenix offer different inventory mixes, but neither market can be reduced to its October median or supply ratio. Build a shortlist around the buyer's budget, essential layout, location, accessibility, condition and long-term needs. Then compare actual properties side by side.

Where a home has been on the market longer, ask whether the time reflects pricing, condition, access, buyer financing or a mismatch with the likely buyer pool. When an attractive listing is newly launched and well positioned, be ready to discuss legitimate multiple-offer risk rather than assume the overall market is soft.

General inspections, specialized inspections where warranted, appraisal conditions, insurance and financing all affect the total purchase decision. Understand what can be confirmed before removing contingencies.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

25 / FOUR MARKET VIEWS

Momentum and Health depend on the reporting window.

Monthly and rolling lenses offer complementary readings rather than one townwide grade.

October market context	Momentum	Market Health
Talent monthly SFR	64.0	62.2
Talent RVAR existing	44.0	50.2
Phoenix monthly SFR	45.2	45.9
Phoenix RVAR existing	34.5	43.7

Talent's October monthly Market Momentum / Health readings were 64.0 / 62.2, while its rolling existing-home readings were 44.0 / 50.2. Phoenix's monthly readings were 45.2 / 45.9; its rolling readings were 34.5 / 43.7. The gaps reflect different transaction windows and available inputs.

The Talent monthly model is supported by only five closings and responds strongly to the sharp improvement in monthly median market time. Talent's wider rolling market shows a much slower cumulative market-time reading. Phoenix's rolling score is restrained by longer cumulative market time and weaker market-speed mechanics, despite more sales.

The model score should prompt a question about its components, not substitute for looking at the sales counts.

> The same town can have two valid readings because the source populations and time windows differ.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories. SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

26 / THE SOURCE-CONSISTENCY TEST

Useful comparisons begin with a consistent population.

The reporting definitions are part of the market story—not an optional technicality.

Reporting concept	DOMUS monthly	RVAR existing
Observed period	October only	August–October
Median market time	Month closed cohort	Cumulative 3-month closed cohort
Inventory	Monthly SFR listings	Broad UGB residential snapshot
Forecast coverage	Not qualified	Eligible source-specific centers

DOMUS monthly single-family data are built from one calendar month's sales and active listings; RVAR existing-home data cover three overlapping calendar months and a separate urban-growth-boundary reporting scope. RVAR inventory also includes more residential property categories than existing sales alone.
The October report's September comparison rows can differ from September's archived source records. We preserve the archived predecessor for model score changes, while using the October publication's own comparison values for same-publication monthly descriptions.

When an input is absent—for example, current Phoenix new-construction price—our report displays it as unavailable. We do not invent missing medians, combine incompatible sources, or claim a forecast for an unsupported branch.

> Data quality is not a hidden technical detail; it is how we keep decisions from being driven by false comparisons.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories. SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

Start with market position, presentation and a credible price.

Our work begins before a listing goes live and continues through inspection, negotiation and closing.

Before launch

Evaluate current competition and closed comparable homes with attention to the buyer's alternatives. Walk through the home, identify practical repairs and improvements, and decide where preparation is likely to increase net proceeds rather than simply cost money.

During marketing

Coordinate attractive professional photographs, clear listing details, access for showings, open houses when appropriate and a communication rhythm the seller prefers. Monitor actual showing response, qualified inquiries and changes among competing homes—not just page views.

When offers arrive

Compare contract terms as well as price: financing certainty, appraisal issues, earnest money, inspection requests, closing schedule and probable net. The seller retains the decision; our role is to explain the evidence and protect their interests.

> Price to attract the right buyer at launch, then react promptly to evidence rather than hope.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

28 / EVALUATING A PROPOSAL

The strongest offer is the one most likely to close well.

A small market makes each buyer's qualifications and timing especially relevant.

Offer element	Decision consideration
Price and net	Credits, costs and closing timing
Financing	Lender and appraisal risk
Inspection	Property findings and real costs
Contingencies	Clearance and execution certainty
Closing date	Seller needs and two-home coordination

The highest nominal purchase price is only one component of an offer. Compare financing and lender confidence, appraisal exposure, inspection timelines, contingencies, earnest money, proposed repairs, closing date and estimated seller net. A less spectacular headline price can sometimes be more dependable.

Use actual contractors and specialists when substantial repair questions arise. During diligence, respond quickly and keep negotiations tied to credible costs and market evidence rather than assumptions. A broker's fiduciary duty is to help the client pursue the strongest feasible result, not decide for them.

Keep the household's desired move and closing timeline in view; a contingent offer or delayed closing can have costs that a simple price comparison misses.

> We evaluate the whole contract, its probability of completion and the net result.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October.

Make the property comparison before the offer.

A negotiated price is only as good as the home, financing and diligence behind it.

Define needs

Decide what matters most: single-level living, neighborhood, proximity to work, outdoor space, room configuration, accessibility, long-term use and maintenance. Budget and lender terms should be clear before a time-sensitive listing appears.

Investigate the home

A professional general inspection is the baseline; order other specialist evaluations when the property warrants them. Confirm insurance availability, title matters, permits, material systems and expected ownership expenses. Do not assume two homes with similar asking prices have similar future costs.

Choose offer terms

Evaluate recent sold and active substitutes, the listing's marketing history, and the seller's stated preferences. The October statistics can shape the negotiation questions, but the specific home determines where leverage actually exists.

> Understand the property and the complete cost before letting a monthly median dictate an offer.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

One move often requires two coordinated decisions.

Selling, purchasing, financing and timing must work as one plan.

Planning question	Evidence to establish
Current home value	Property-specific CMA and likely net
Replacement home	Actual supply and competing listings
Financing	Preapproval, reserves and expenses
Closing coordination	Contingencies, dates and flexibility

Owners planning a move between Talent, Phoenix or another Southern Oregon community should estimate realistic sale proceeds from property-specific comps and compare those proceeds with the cost of replacement housing. The October reports are background, not substitute appraisals.

Consider whether to sell first, buy first or coordinate both closings. Each approach changes the need for temporary housing, cash reserves, appraisal risk, loan contingencies and carrying costs. A flexible closing window may be worth more than a small anticipated change in a market forecast.

One practical test

We recommend planning early and discussing your objectives before deciding on a listing date. A written market analysis and in-person property review help narrow pricing and sequence choices.

> Choose the plan that works across plausible outcomes—not the one that requires a forecast to be exact.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

31 / WHAT TO WATCH NEXT

November should test both liquidity and marketing time.

Look for persistence in the next overlapping window and the next monthly contract counts.

Next signal	Why it matters
Talent rolling sales	Does 11 stabilize or weaken further?
Talent DOM	Does the 41-day reading ease?
Phoenix rolling sales	Does the 15-sale window persist?
Phoenix DOM	Does the 47-day reading ease?
Monthly pendings	Are buyers committing to new offers?

For Talent, watch whether rolling closings stabilize after falling from 23 in July to 11 in October, and whether cumulative median DOM retreats from 41. Watch pending-sales activity after the October monthly count of four. A genuine improvement needs more than one quick-closing sample.

For Phoenix, watch whether its higher rolling closing count holds up while cumulative median time eases from 47. Look for changes in the two-contract monthly pending pipeline and in competing inventory. New listings should be judged by their actual comparability, not just the count.

The next RVAR report will cover September–November, sharing two months with the current window. A trend is strengthened by persistent evidence across measures; it is not established by adding overlapping three-month sales totals.

> Our focus is the evidence that would change price, preparation, negotiation or timing.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

Five lenses. A better market conversation.

We explain the ingredients as well as the scores so the report teaches, not just reports.

Public market lens	The question it answers
Market Momentum	What is accelerating or slowing?
Market Health	How well is this market functioning?
Buyer / Seller Leverage	Who has stronger negotiating mechanics?
Market Outlook	What are the qualified future centers?
Market Cycle	Which historical phase patterns fit?
Source consistency	Which homes, period and measure?

Market Momentum asks what is changing. Market Health asks how well the market is functioning. Buyer/Seller Leverage asks who may have greater negotiating room. Market Outlook describes model centers for future source-defined statistics. Market Cycle compares current patterns with ten historical phase prototypes.

Our operating principle

Each lens is only as broad as its source population, time window and available data. Small monthly samples can cause rapid score changes; rolling three-month windows smooth some volatility but overlap and are not independent monthly totals. Forecasts organize planning rather than promise a specific home price.

Know what each lens measures and use the components to understand the headline.

SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations. SOURCE NOTES | October-origin, qualified RVAR rolling existing-home model centers. Target horizons are 1/3/6/12 months; inventory is a month-end snapshot. No calibrated predictive bands are asserted.

DOMUS and RVAR: two towns, different reporting areas

DOMUS / OREGON DATA SHARE

October single-family results use separate Talent and Phoenix community reporting areas, not necessarily RVAR urban-growth-boundary (UGB) populations. Talent: 5 closings / 19 active = 3.8 months of supply; Phoenix: 4 / 10 = 2.5. January-October YTD is separately reported.

RVAR / SOUTHERN OREGON MLS

In each UGB, August-October rolling existing-home closings were 11 in Talent and 15 in Phoenix; separate new-construction closings were 2 and 0. The 16 Talent and 12 Phoenix active listings are October 31 residential snapshots shared across branches, not inventory for each segment. Source differences do not establish rural sales or inventory counts.

33 / MARKET MOMENTUM AND HEALTH

Talent and Phoenix moved in different directions by source.

The four context paths show why we should ask what a score contains before interpreting it.

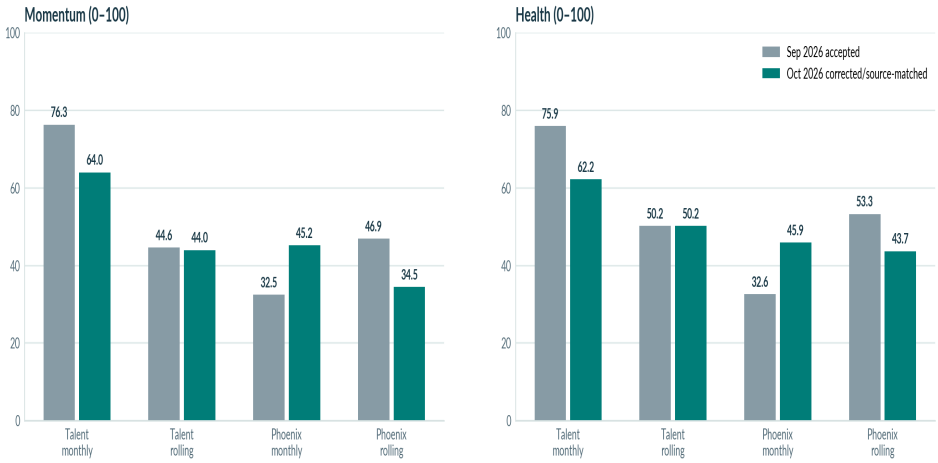


Figure 10. Sep to Oct 2026 Momentum and Health, by town and compatible source context (0–100 diagnostics).

Talent's monthly Momentum / Health moved from 76.3 / 75.9 in September's archived model to 64.0 / 62.2 in October's corrected calculation. Its rolling existing-home reading changed from 44.6 / 50.2 to 44.0 / 50.2. The monthly score cooled, while the rolling reading remained close to September on its composite even as market time worsened.

Phoenix's monthly reading moved from 32.5 / 32.6 to 45.2 / 45.9. Its rolling context moved from 46.9 / 53.3 to 34.5 / 43.7. Those opposite model directions are not contradictory: monthly closings were faster, while its rolling existing-home speed deteriorated. The plotted positions are normalized indicators on 0–100 scales; the diagonal and midpoints are orientation guides, not universal buyer/seller thresholds.

> **Compare each context to its own earlier reading; then examine sales, market time and inventory to explain the movement.**

SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations. SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

34 / THE INGREDIENTS OF MARKET MOMENTUM

Momentum is a composite—its ingredients can disagree.

Market speed, liquidity, pricing and demand do not necessarily move in the same direction.

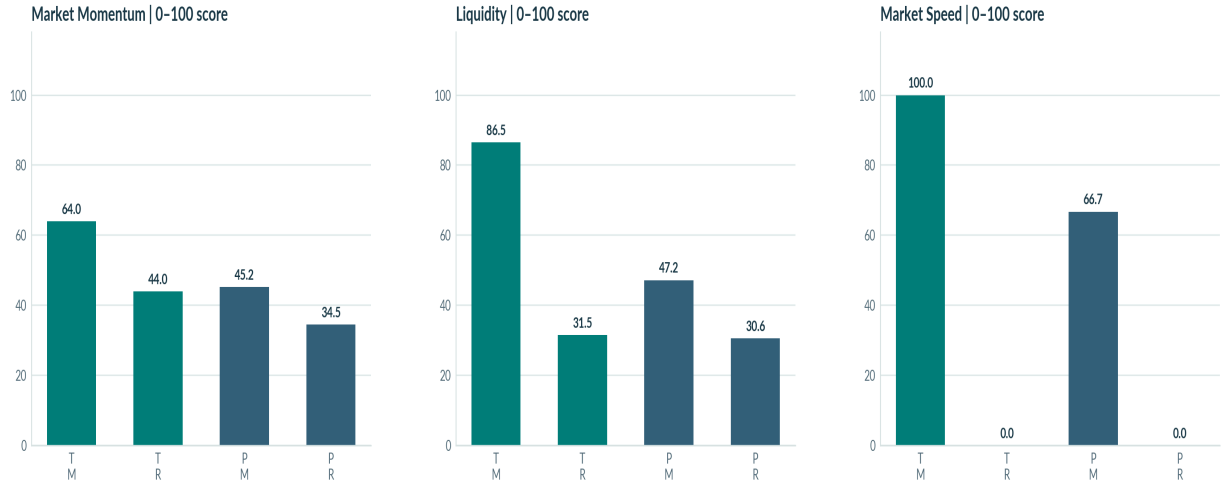


Figure 11. Market Momentum, Liquidity and Market Speed across four October source contexts.

Market Momentum combines supported components covering Price Momentum, Inventory Momentum, Demand Momentum, Liquidity, Pricing Efficiency and Market Speed. Buyer and Seller Pressure describe changing negotiating mechanics. Some monthly DOMUS inputs have less history or smaller samples than the longer RVAR series; the scores should not be compared as if their reliability were identical.

In October the bounded Market Speed component was 100.0 for Talent monthly, 66.7 for Phoenix monthly, and 0.0 for both rolling existing-home contexts. A zero on that model scale is not zero home sales. It means the observed change in cumulative market time creates the weakest speed reading under the formula. Talent monthly liquidity was 86.5 while its rolling liquidity was 31.5; Phoenix monthly was 47.2 versus 30.6 rolling. That contrast helps explain why a single Momentum number is never the full story.

Ask which components are leading and which are warning lights.

SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

35 / MARKET HEALTH & LEVERAGE

Overall condition and negotiation opportunity are distinct.

A market can have few listings and still present opportunities for a particular buyer.

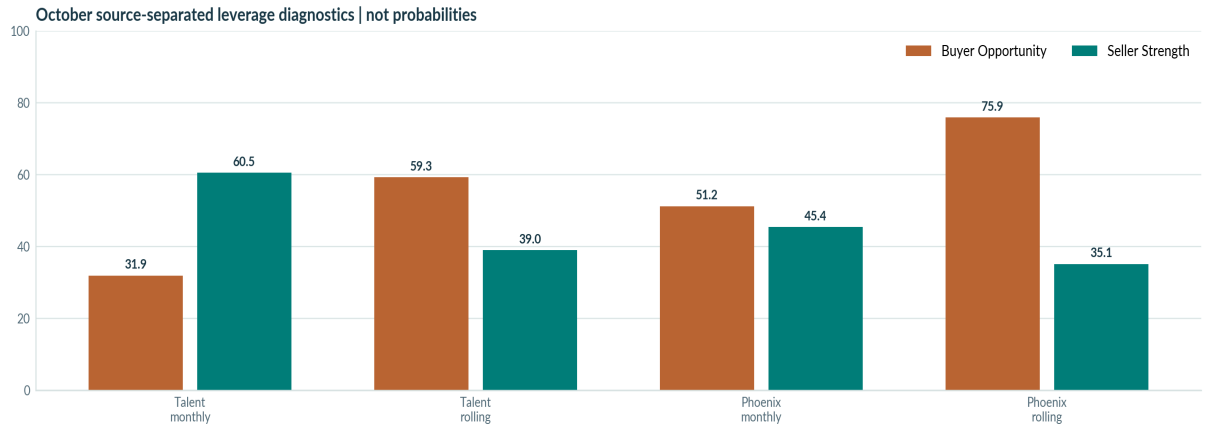


Figure 12. October Buyer Opportunity and Seller Strength, monthly versus rolling existing homes.

Market Health synthesizes the supported activity, supply, liquidity, pricing and risk inputs into a 0–100 diagnostic. Buyer Opportunity emphasizes potentially favorable buyer conditions; Seller Strength emphasizes the countervailing seller position. Their values do not predict a discount, closing odds or the selling price of an individual home.

Talent's October Buyer Opportunity / Seller Strength was 31.9 / 60.5 in the monthly view, but 59.3 / 39.0 in rolling existing homes. Phoenix was 51.2 / 45.4 monthly and 75.9 / 35.1 rolling. This reinforces how much the longer market-time readings matter in the rolling views. Price, condition, competition and listing response remain the practical test of leverage. A buyer score is a reason to investigate, not an automatic concession request.

A useful leverage reading starts a negotiation discussion; it does not decide the outcome.

SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations.

The qualified model centers offer a measured forward view.

These estimates describe future rolling market statistics, not what one house will sell for.

RVAR rolling	Oct observed	Nov 2026	Jan 2027	Apr 2027	Oct 2027
Talent price	$370k	$384k	$388k	$400k	$382k
Phoenix price	$426k	$432k	$432k	$435k	$437k
Talent sales	11	13.5	13.6	13.0	13.0
Phoenix sales	15	13.6	13.5	12.3	14.7

The November 2026 rolling median-price center is approximately $384,000 for Talent versus its $370,000 observed October rolling median. Phoenix's November center is about $432,000 versus the current $426,000. Other horizons target January, April and October 2027; the model is not forecasting monthly DOMUS medians.

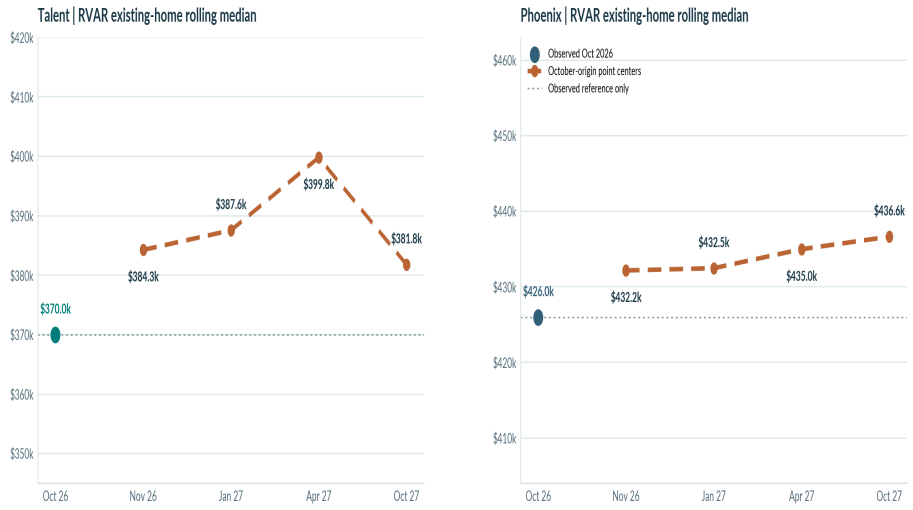


Figure 13. October observed RVAR rolling medians versus qualified future point centers; separate town scales, no intervals.

Talent's qualified November rolling-closings center is about 13.5 and Phoenix's about 13.6. As modeled averages, fractional sales values are normal outputs rather than fractions of actual homes. Inventory forecasts target a wider month-end RVAR snapshot, not an existing-home-only inventory. These mathematically qualified point centers were generated after October data were available. Their future ranges have not demonstrated the coverage needed for calibrated percentage bands, and no such bands appear in the public report.

SOURCE NOTES | October-origin, qualified RVAR rolling existing-home model centers. Target horizons are 1/3/6/12 months; inventory is a month-end snapshot. No calibrated predictive bands are asserted.

SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories.

Talent's price centers describe a market, not a house.

The observed October closing mix is separate from four October-origin modeled future rolling-median centers.

RVAR EXISTING-HOME ROLLING MEDIAN | OBSERVED OCTOBER VS QUALIFIED CENTERS



THE OCTOBER-ORIGIN NUMERICAL CENTERS | EXACT SOURCE-DEFINED TARGET WINDOWS

Target month	Rolling median	Trailing three-month sale window
Oct 2026 observed	$370,000	Aug–Oct 2026 reported rolling sales
Nov 2026	$384,267	Sep–Nov 2026 target
Jan 2027	$387,562	Nov 2026–Jan 2027 target
Apr 2027	$399,805	Feb–Apr 2027 target
Oct 2027	$381,794	Aug–Oct 2027 target

The **October 2027 modeled center of $381,794** is **$11,794 above** the October 2026 observed rolling median (**3.19%** difference between distinct market statistics). This **does not** estimate an identical home's appreciation, a feasible list price, or the eventual transaction mix.

The April 2027 center is higher than the October 2027 center; the four horizons are individual modeled target-month centers, not a projected straight price path. **No calibrated public 80%/90% interval bands** are available; orange dashed connections are model-center presentation, not historical linear trendlines.

Buyer: test payment, inspections and truly comparable choices. Seller: test likely net proceeds, competition and holding costs—not a median-center timing rule.

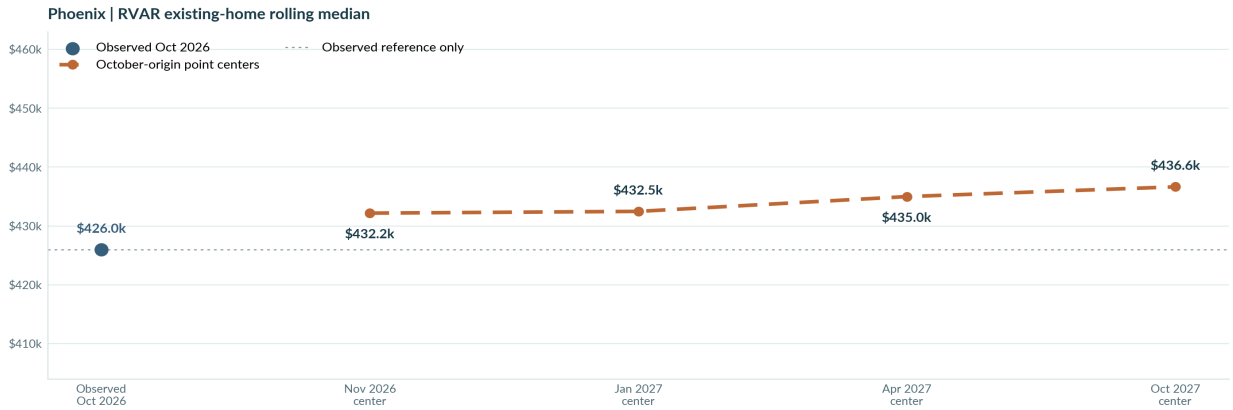
SOURCE NOTES | October-origin RVAR UGB existing-home Market Outlook, original qualified numerical point centers in the 40-page master. Publication and prospective issuance are not asserted; prediction intervals withheld.

38 / PHOENIX | MARKET OUTLOOK PRICE

Phoenix's price centers describe a market, not a house.

The observed October closing mix is separate from four October-origin modeled future rolling-median centers.

RVAR EXISTING-HOME ROLLING MEDIAN | OBSERVED OCTOBER VS QUALIFIED CENTERS



THE OCTOBER-ORIGIN NUMERICAL CENTERS | EXACT SOURCE-DEFINED TARGET WINDOWS

Target month	Rolling median	Trailing three-month sale window
Oct 2026 observed	$426,000	Aug–Oct 2026 reported rolling sales
Nov 2026	$432,170	Sep–Nov 2026 target
Jan 2027	$432,467	Nov 2026–Jan 2027 target
Apr 2027	$434,983	Feb–Apr 2027 target
Oct 2027	$436,641	Aug–Oct 2027 target

The **October 2027 modeled center of $436,641** is **$10,641 above** the October 2026 observed rolling median (**2.50%** difference between distinct market statistics). This **does not** estimate an identical home's appreciation, a feasible list price, or the eventual transaction mix.

A rising set of center values does not imply the resale value of a particular Phoenix property will rise by the same amount. **No calibrated public 80%/90% interval bands** are available; orange dashed connections are model-center presentation, not historical linear trendlines.

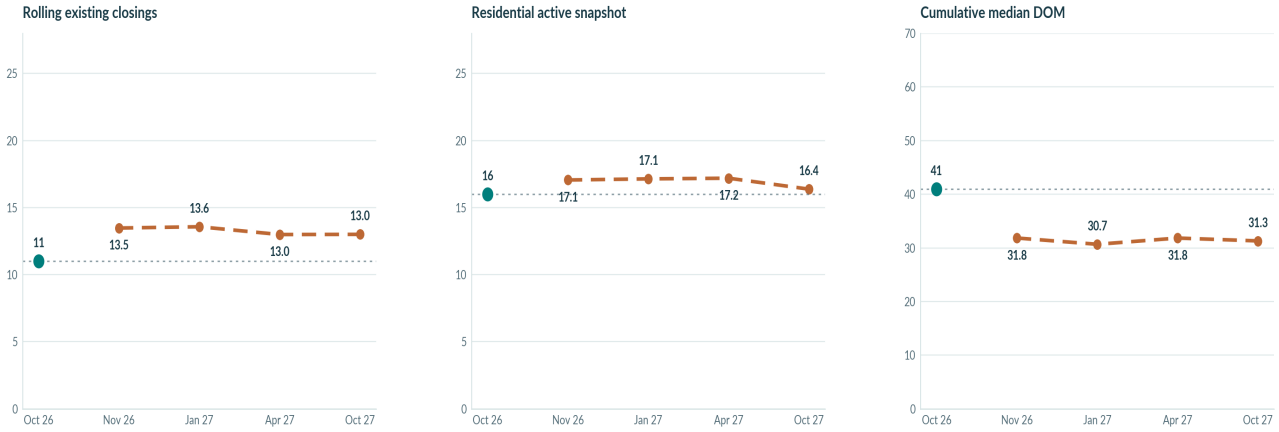
Buyer: test payment, inspections and truly comparable choices. Seller: test likely net proceeds, competition and holding costs—not a median-center timing rule.

SOURCE NOTES | October-origin RVAR UGB existing-home Market Outlook, original qualified numerical point centers in the 40-page master. Publication and prospective issuance are not asserted; prediction intervals withheld.

Talent: three different measures of market mechanics.

Rolling closings, month-end residential inventory and cumulative DOM have different target definitions.

REPORTED OCTOBER OBSERVATIONS AND OCTOBER-ORIGIN CENTERS | NOT INTERVALS



FORECAST-CENTER EVIDENCE | VALUES ARE AGGREGATE METRICS, NOT INDIVIDUAL TRANSACTIONS

Measure	Oct 26	Nov 26	Jan 27	Apr 27	Oct 27
Existing-home 3m closings	11	13.5	13.6	13.0	13.0
Residential active*	16	17.1	17.1	17.2	16.4
Cumulative median DOM	41	31.8	30.7	31.8	31.3

What the rows count: rolling closings are completed existing-home transactions in overlapping three-month UGB windows; cumulative median DOM is for those sold-home cohorts. **Residential active*** is a broader RVAR month-end inventory snapshot, not an existing-home-only count.

Talent's October **11 rolling closings and 41 cumulative DOM** make the case for close attention to buyer response despite limited listed alternatives. The forecast figures are **point centers**, not a timing guarantee. Do not calculate months of supply by dividing separate population rows.

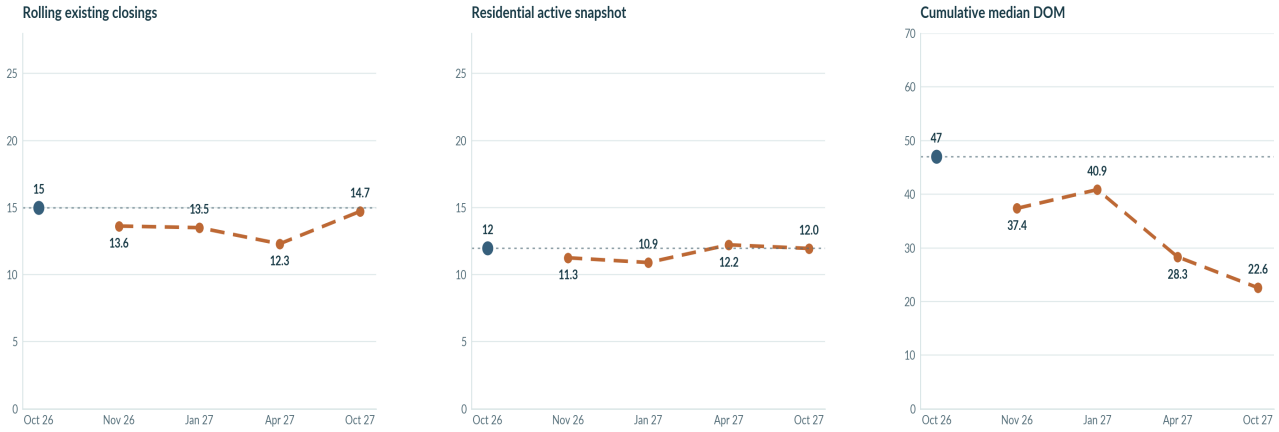
Watch new contract flow, direct substitutes and actual listing exposure before interpreting any future-model center.

SOURCE NOTES | October RVAR existing-home forecast centers and separately defined RVAR residential active-listing snapshot. *Different inventory scope; no hybrid ratio, calibrated bands or property-level predictions.

Phoenix: three different measures of market mechanics.

Rolling closings, month-end residential inventory and cumulative DOM have different target definitions.

REPORTED OCTOBER OBSERVATIONS AND OCTOBER-ORIGIN CENTERS | NOT INTERVALS



FORECAST-CENTER EVIDENCE | VALUES ARE AGGREGATE METRICS, NOT INDIVIDUAL TRANSACTIONS

Measure	Oct 26	Nov 26	Jan 27	Apr 27	Oct 27
Existing-home 3m closings	15	13.6	13.5	12.3	14.7
Residential active*	12	11.3	10.9	12.2	12.0
Cumulative median DOM	47	37.4	40.9	28.3	22.6

What the rows count: rolling closings are completed existing-home transactions in overlapping three-month UGB windows; cumulative median DOM is for those sold-home cohorts. **Residential active*** is a broader RVAR month-end inventory snapshot, not an existing-home-only count.

Phoenix's **15 rolling closings and 47 cumulative DOM** show that a greater transaction count need not mean faster sales. The forecast figures are **point centers**, not a timing guarantee. Do not calculate months of supply by dividing separate population rows.

Watch new contract flow, direct substitutes and actual listing exposure before interpreting any future-model center.

SOURCE NOTES | October RVAR existing-home forecast centers and separately defined RVAR residential active-listing snapshot. *Different inventory scope; no hybrid ratio, calibrated bands or property-level predictions.

The calendar matters as much as the forecast number.

Each projected month-end has a defined rolling target and a different residential snapshot target.

WHAT THE FOUR OCTOBER-ORIGIN HORIZONS ACTUALLY TARGET

Forecast horizon	RVAR existing-home rolling target	Residential inventory date
+1 / Nov 2026	Sep 1–Nov 30, 2026	Nov 30, 2026
+3 / Jan 2027	Nov 1, 2026–Jan 31, 2027	Jan 31, 2027
+6 / Apr 2027	Feb 1–Apr 30, 2027	Apr 30, 2027
+12 / Oct 2027	Aug 1–Oct 31, 2027	Oct 31, 2027

FOUR QUALIFICATION BOUNDARIES

1. No certified probability bands. Backtested intervals have not demonstrated the held-out coverage required for public 80% or 90% prediction intervals. The figure curves show only point-estimate centers; do not infer an upper or lower band from the graph scale.

2. No cross-population transfers. The October-only DOMUS single-family outlook and both towns' sparse new-construction forecasts/Cycle are withheld. The existing-home rolling model cannot fill those gaps. RVAR residential active inventory is a separate snapshot and not a denominator for an existing-home-only months-of-supply calculation.

3. No backdated issuance. Model calculations were assembled after October source data became available; preserved research records do not establish that any public real-time forecast was issued on October 31. V1.2 reproduces the numerical centers already disclosed in the original Website Edition; it does not promote a new engine release.

4. No implicit forecasting from a dashed history line. Historical linear fits summarize observed overlapping records, which are not independent month-by-month transactions. They are separate from the forward-model centers and are not statistical evidence of confidence or exact same-home price appreciation.

The best decision plan remains viable when prices, loan costs, inventory or marketing time depart from the centers.

SOURCE NOTES | RVAR original archived records; October candidate model governance and accepted Talent/Phoenix Website Edition forecast qualifications. No recalibration or engine promotion performed.

Two nearby towns. Different decisions to test.

Conditional checklists translate observed competition into questions without asserting alternative-model probabilities.

OBSERVED OCTOBER EVIDENCE | NOT FORECAST CLAIMS

Metric	Talent	Phoenix
DOMUS October monthly closings	5 sold	4 sold
DOMUS monthly median DOM	15 days	20 days
RVAR existing 3m closings	11 sold	15 sold
RVAR cumulative median DOM	41 days	47 days
RVAR residential active inventory	16	12

HOW BUYERS AND SELLERS CAN RESPOND TO LATER VERIFIED DATA

If a later release documents...	Buyer focus	Seller focus
More pendings; stable available choices	Compare financing and scarce features	Compare fresh competition
Longer market time persists	Review repairs, listing history and terms	Address key objections
New comparable listings increase	Assess improved substitution options	Test list price and showings

Talent: an October-only fast median and a slower rolling cohort are compatible; the five monthly closings are not representative of every neighborhood. **Phoenix:** rolling closings rose as market time lengthened; larger flow need not restore seller leverage automatically. Both interpretations require an on-site review and a written property-specific CMA.

For a household both selling and buying, compare **sale proceeds, replacement inventory, loan terms, risk reserves, desired possession and the possibility of unequal market speeds**. These conditional tests are **planning questions**, not additional forecasts from the model.

Your timing. Your options. A clearer view of the market. The decision is about the home—not a score.

SOURCE NOTES | DOMUS / Oregon Data Share October 2026, Talent p.15 / Phoenix p.12; RVAR existing August–October and Oct 31 residential snapshot; qualified center restrictions inherited.

A model supports better questions, not automatic timing advice.

The future depends on the particular property, costs and competing choices.

For sellers

Do not postpone a listing simply because a later rolling-median point center looks higher. Compare the potential future change with carrying costs, repairs, competing homes, seasonality and the price range supported by current property-specific evidence.

For buyers

Do not assume a lower forecast price on a rolling index guarantees a discount on a desirable listing. Investigate the seller's circumstances, time on market, inspection findings and alternatives. If an offer only works when future prices follow the model exactly, it is fragile.

For households moving

Treat forecasts as scenarios in a complete two-sided plan: selling the current home, buying the next, qualifying for financing and coordinating a realistic closing. The best decision can be to act sooner or later depending on household constraints.

The model center is an input to a decision—not the decision itself.

SOURCE NOTES | October-origin, qualified RVAR rolling existing-home model centers. Target horizons are 1/3/6/12 months; inventory is a month-end snapshot. No calibrated predictive bands are asserted.

Balanced Transition and Early Recovery are leading fits—not probabilities.

Both towns show a diffuse mix of phase characteristics rather than a decisive regime.

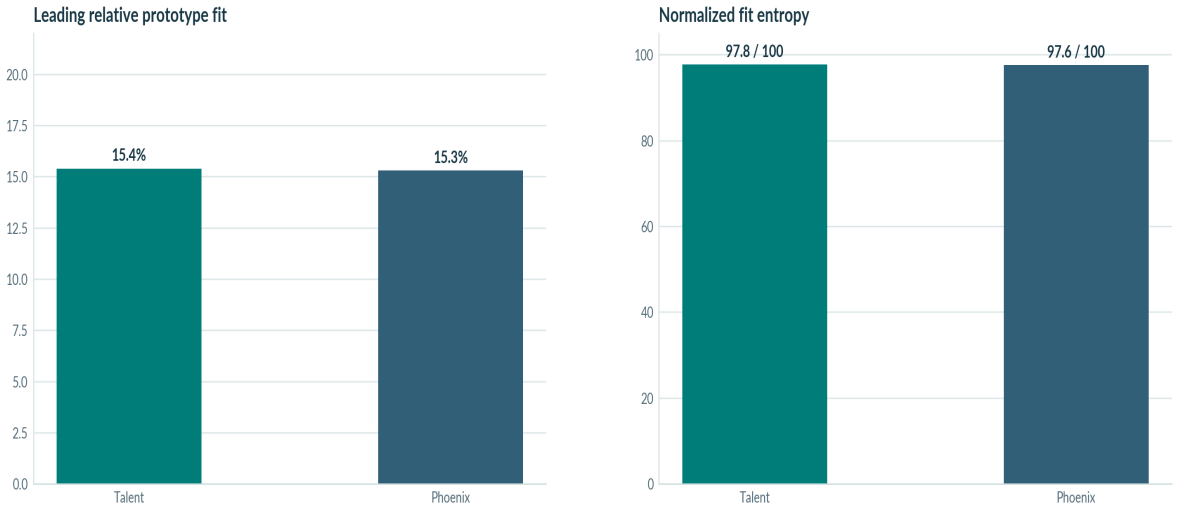


Figure 14. Leading phase relative-fit weight and normalized fit entropy for Talent and Phoenix.

Talent's leading October Market Cycle phase is Balanced Transition with 15.4% relative fit; Early Recovery is close behind at 14.6%. Phoenix's leading phase is Early Recovery at 15.3%, followed by Balanced Transition at 14.1%. These percentages distribute mathematical resemblance across ten prototype phases; they are not odds of a future market event.

Normalized entropy is high in both: 97.8 for Talent and 97.6 for Phoenix on a 0–100 scale. Values near 100 mean the fit is spread broadly rather than concentrated in a single phase. Labeling either town as being in one certain regime would overstate the evidence. Cycle adds perspective about recurring patterns, but the most helpful inputs remain current comps, buyer interest, inventory, market time and a household's actual objectives.

Interpret phase fit as descriptive context, not a sale-date forecast.

SOURCE NOTES | October RVAR existing-home Market Cycle, using prior September accepted state and historical phase prototypes. Phase weights are relative fit, not chances of future events.

45 / FORECAST ACCOUNTABILITY

A useful forecast system must expose what it cannot yet claim.

We keep performance evidence separate from promises about future outcomes.

What we can use

Our qualified existing-home Market Outlook centers use frozen source-specific formulas and named future report windows. Historical records are compared with later market results, and an established model-monitoring process watches both error and persistent directional bias. A point forecast is a center, not a guarantee.

Historical testing of proposed probability bands has not demonstrated the coverage needed to certify local confidence ranges, and the broader interval research remains unqualified for public probability claims. The same standard applies here: we will not attach 80% or 90% probability labels to unvalidated ranges.

What is not yet established

Monthly DOMUS and sparse new-construction forecasts and Cycle results remain excluded when their required data or validation are missing. A missing branch is not a zero price, a zero probability or an invitation to substitute an unrelated source.

Our most useful discipline is to publish supported observations and explain them, then retain the deeper computational record separately so future performance can be evaluated.

Transparent limitations increase—not reduce—the usefulness of decision support.

SOURCE NOTES | October-origin, qualified RVAR rolling existing-home model centers. Target horizons are 1/3/6/12 months; inventory is a month-end snapshot. No calibrated predictive bands are asserted. SOURCE NOTES | October RVAR existing-home Market Cycle, using prior September accepted state and historical phase prototypes. Phase weights are relative fit, not chances of future events.

Five lenses. One better decision process.

Use the questions to translate a city statistic into a specific-property strategy.

Market lens	What to discuss
Market Momentum	Demand, price, liquidity and speed
Market Health	Supported activity and supply inputs
Buyer/Seller Leverage	Actual negotiating position on a home
Market Outlook	Named horizons and uncertainty
Market Cycle	Fit among ten phase patterns

Start with the objective: buying a first home, downsizing, selling to relocate, reducing ownership costs or finding the right property for long-term living. Then match the source facts to the relevant town, market window and competing listings.

The five lenses identify different pieces of the decision. Momentum is movement; Health is overall functioning; Leverage is negotiation context; Outlook is a possible future center; Cycle is historical-pattern similarity. None is a substitute for professional property analysis.

In Talent, October's short monthly sale time must be read alongside weaker rolling liquidity. In Phoenix, more rolling sales must be read alongside longer cumulative market time. Both cases reward a carefully selected comparable-property set.

Jon & Jess provide complimentary monthly intelligence and are available to prepare a property-specific analysis and a workable buying or selling plan. Reports are educational tools, not estimates of any single home's market value.

SOURCE NOTES | DOMUS / Oregon Data Share, October 2026 Jackson County Market Summary: Talent p. 15; Phoenix p. 12. Monthly single-family transactions; September comparisons are those republished with October. SOURCE NOTES | RVAR / Southern Oregon MLS, Jackson County Residential Statistics as of October 31, 2026, p. 1. Existing homes are rolling August–October sales within UGB; inventory includes broader source-defined residential categories. SOURCE NOTES | Jon & Jess Market Intelligence: corrected October monthly supply calculated from source active listings / closings; Market Momentum and Health diagnostics use original September comparisons and October source vintage. Indicators are not valuations. SOURCE NOTES | October-origin, qualified RVAR rolling existing-home model centers. Target horizons are 1/3/6/12 months; inventory is a month-end snapshot. No calibrated predictive bands are asserted.

Definitions for the market narrative.

A useful market measure starts with its period, property population and source definition.

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.

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.

SOURCES | DOMUS and RVAR October 2026 reporting conventions; Jon & Jess Market Intelligence Field Guide.

Definitions for our five market lenses.

A score describes the specified market context; it is not a property appraisal, sales guarantee or automatic timing rule.

Market Momentum

A 0–100 picture of how pricing, inventory, demand, liquidity, market speed and negotiating pressure are moving. Its parts can disagree; the composition matters more than the headline.

Market Health & Leverage

A weighted picture of market functioning plus separate Buyer Opportunity and Seller Strength readings. It incorporates available supply, activity and pricing evidence, but does not promise a discount or premium.

Market Outlook

A model estimate of a specified future market statistic at a named horizon, using comparable historical observations. A point forecast is not a price estimate for an individual house.

Market Cycle

Relative resemblance of smoothed market conditions to ten predefined market-phase patterns. It reports leading fit and dispersion, not reliable odds of an upcoming turning point.

Numerical center / point forecast

The model's central estimate for a specific future source-defined period. It is not the likely sale price of a particular property.

Forecast horizon / target

How far ahead a forecast looks and the exact report period it targets. A one-month October-origin forecast describes the November reporting period.

Diagnostic confidence / reliability

Measures of data support and model coherence, not a direct probability of forecast success. They should be read alongside historical error and source limitations.

Phase weight / prototype fit

An index of how much a market state resembles a prototype phase. Weights total 100% across phases but are not probabilities that those phases will occur.

Normalized cycle entropy

A measure of how diffuse the ten phase weights are: values near 100 mean several phases fit similarly, not that the forecast is very certain.

Smoothing / persistence

Blending the current modeled state with the preceding state to reduce whipsaws from one unusual reporting month. It does not prevent uncertainty or abrupt real-world change.

> Your timing. Your options. A clearer view of the market.

Jon Barrows & Jessica Blackwell | Full Circle Real Estate | Ashland, Oregon