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Dr Phillips Area Single-Family Market Report

September 2026

REPORT PERIOD	CURRENT INVENTORY SNAPSHOT	PROPERTY TYPE
August 1, 2025 – August 31, 2026	September 24, 2026	Single Family Homes

Market in one sentence

In Dr Phillips Area, closed-buyer activity increased 14.0% in the latest six months while median sale price increased 22.4% and aggregate median days to contract shortened from 52 to 35 days.

Real Buyers	Current Listings	Pending Listings	Months of Supply
572	**182**	**37**	**4.2**

Median Sale Price	Median Sold $/SF	Median Days to Contract	Cash Transactions
$789,500	**$294.41**	**43**	**35.3%**

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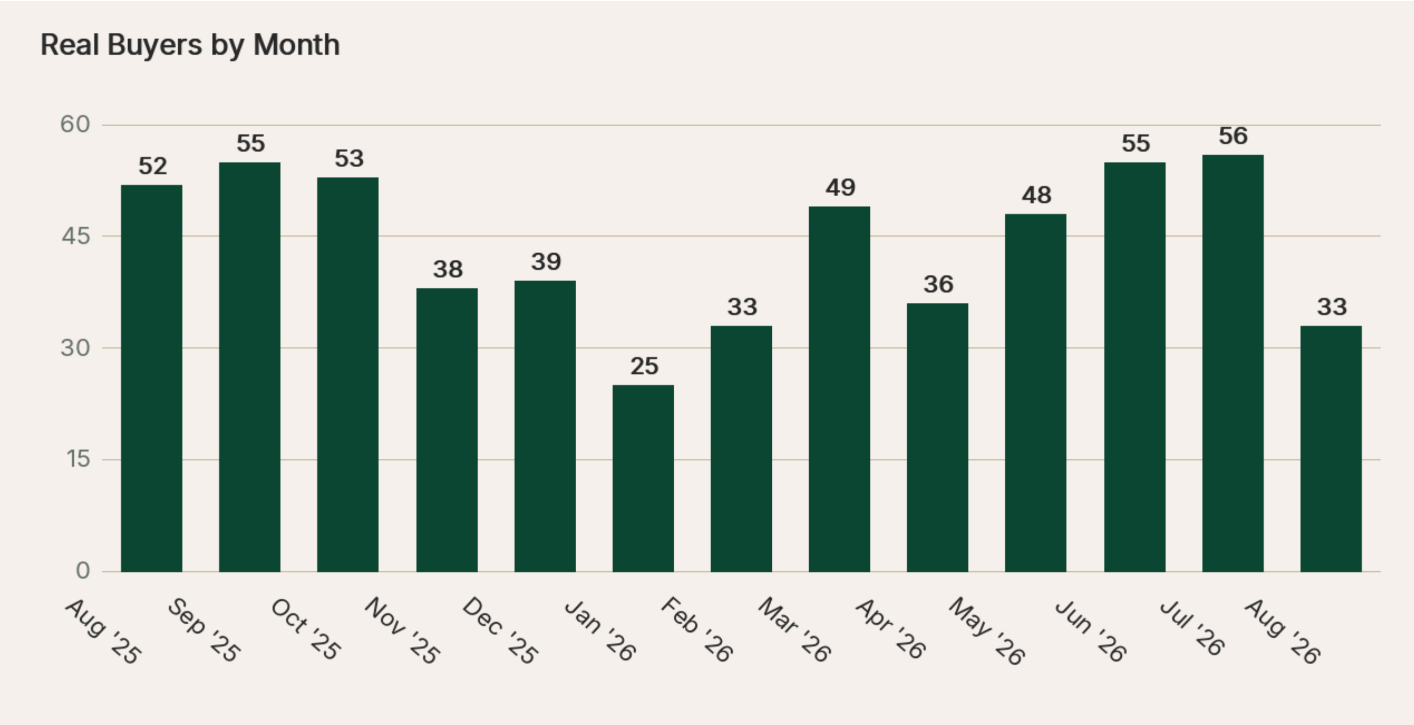
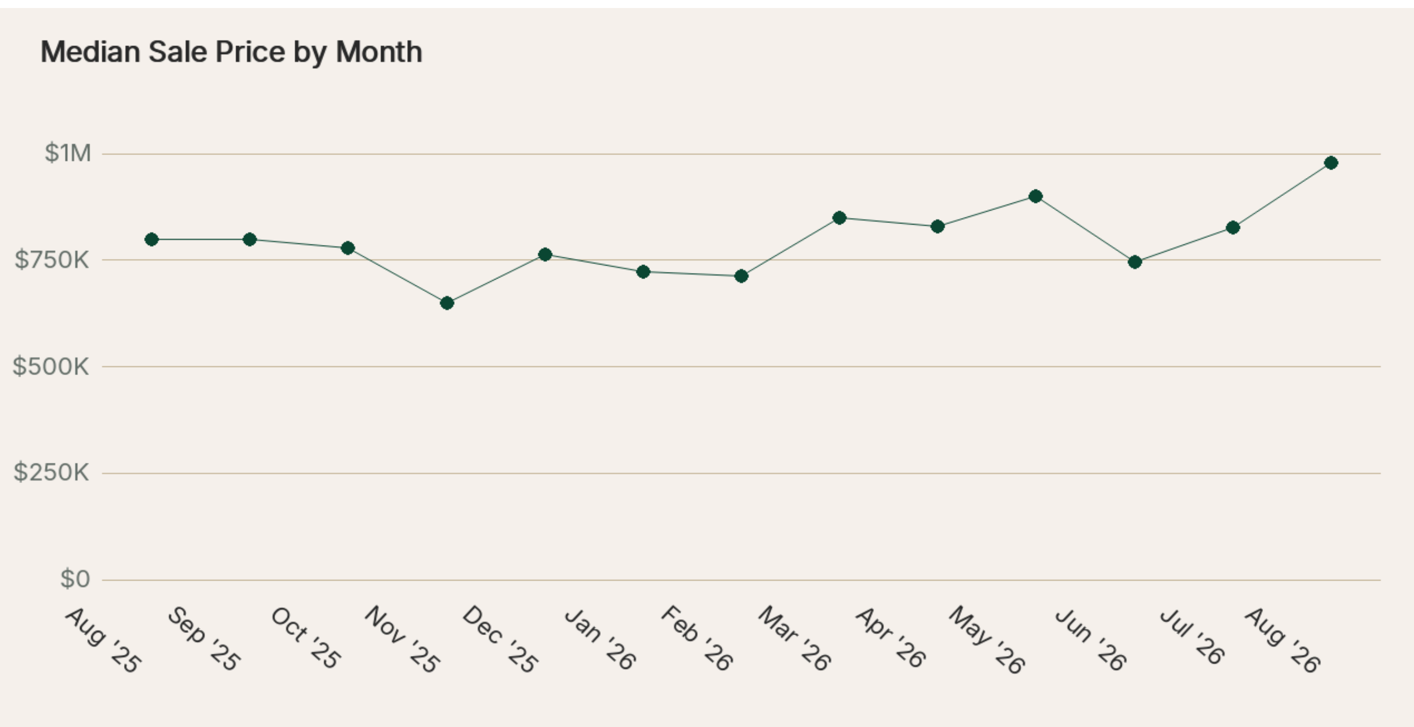
What is changing





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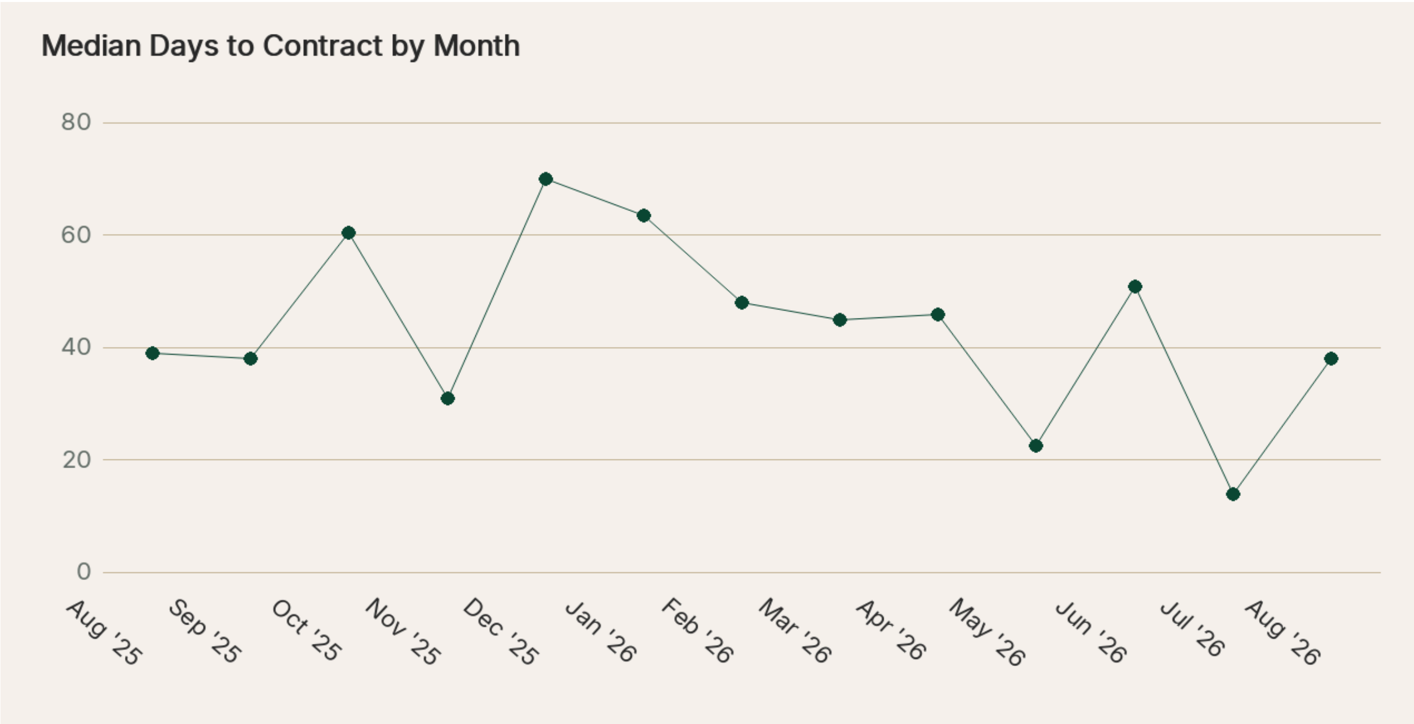
What is changing



Latest 6 Months vs Previous 6 Months

Metric	Previous	Latest	Change
Real Buyers	243	277	↑ **+14.0%**
Median Sale Price	$709,900	$869,000	↑ **+22.4%**
Median Sold $/SF	$286.39	$303.35	↑ **+5.9%**
Median Days to Contract	52	35	↓ **17 days**
Median Sale Price / Last List Price	96.0%	97.0%	↑ **+1.0 pt**
Cash Share	35.0%	35.7%	↑ **+0.8 pt**

Market depth

Where the buyers are

Price Band	Real Buyers	Current	Pending	Pace	Supply
$0–$499K	68	17	3	5.2	3.3
$500K–$749K	192	36	19	14.5	2.5
$750K–$999K	112	35	9	8.7	4.0
$1M–$1.99M	140	69	6	10.7	6.5
$2M–$3.99M	33	13	0	2.4	5.4
$4M–$5.99M	12	5	0	0.8	6.0
$6M–$7.99M	6	5	0	0.5	10.0
$8M–$9.99M	3	1	0	0.3	4.0
$10M+	6	1	0	0.3	3.0

Market Activity & Supply by Price Band

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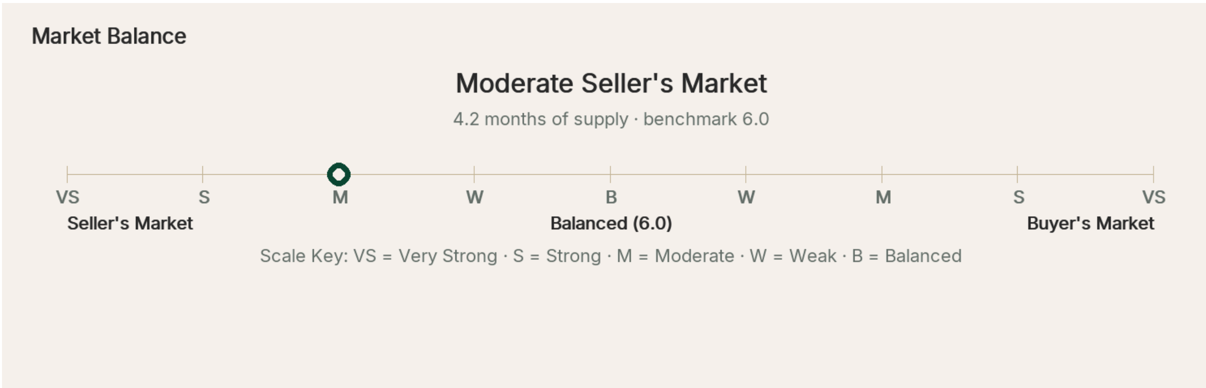
Market depth

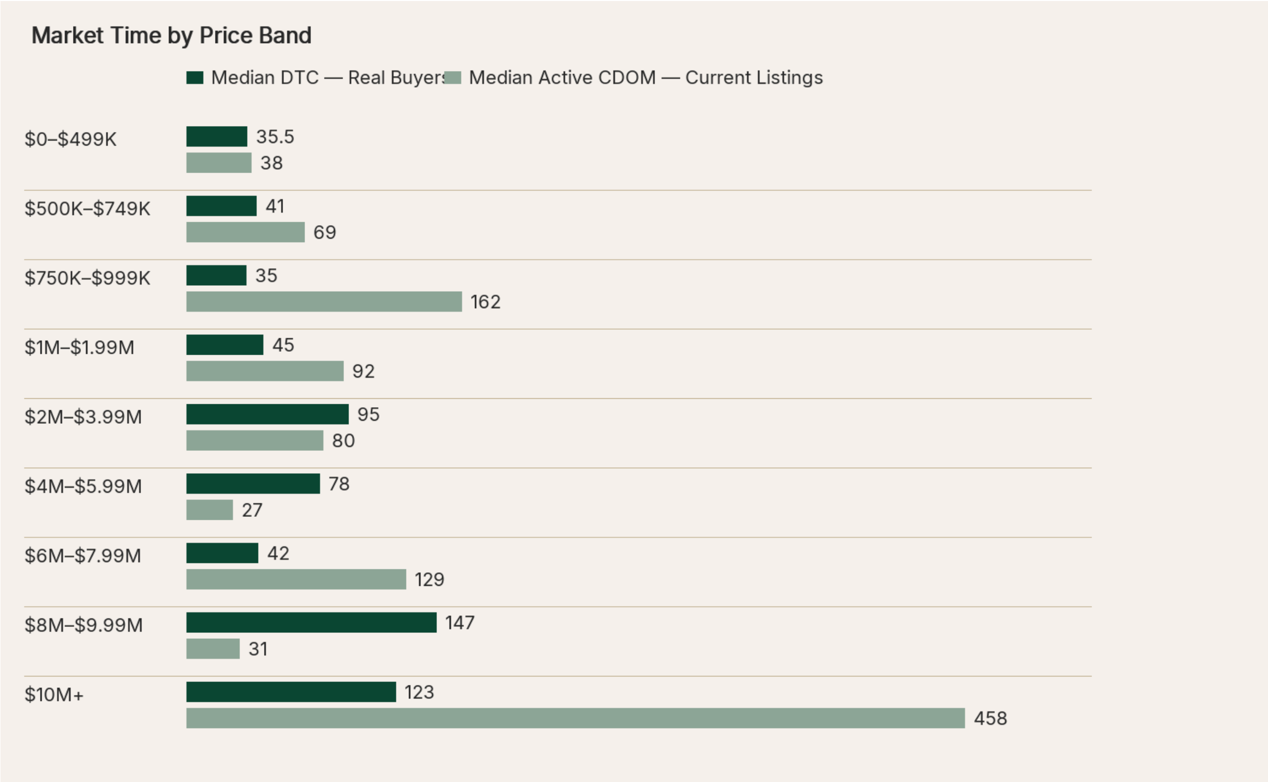
Market Balance



Months of Supply by Price Band

Market depth

Market Time by Price Band



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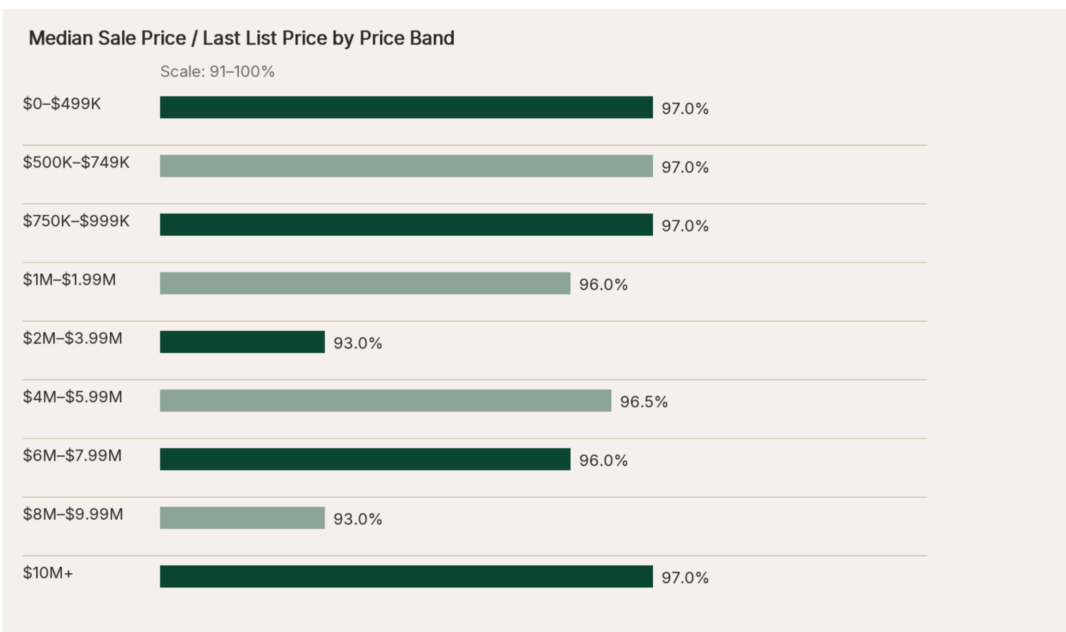
Closed-sale behavior

How transactions are clearing

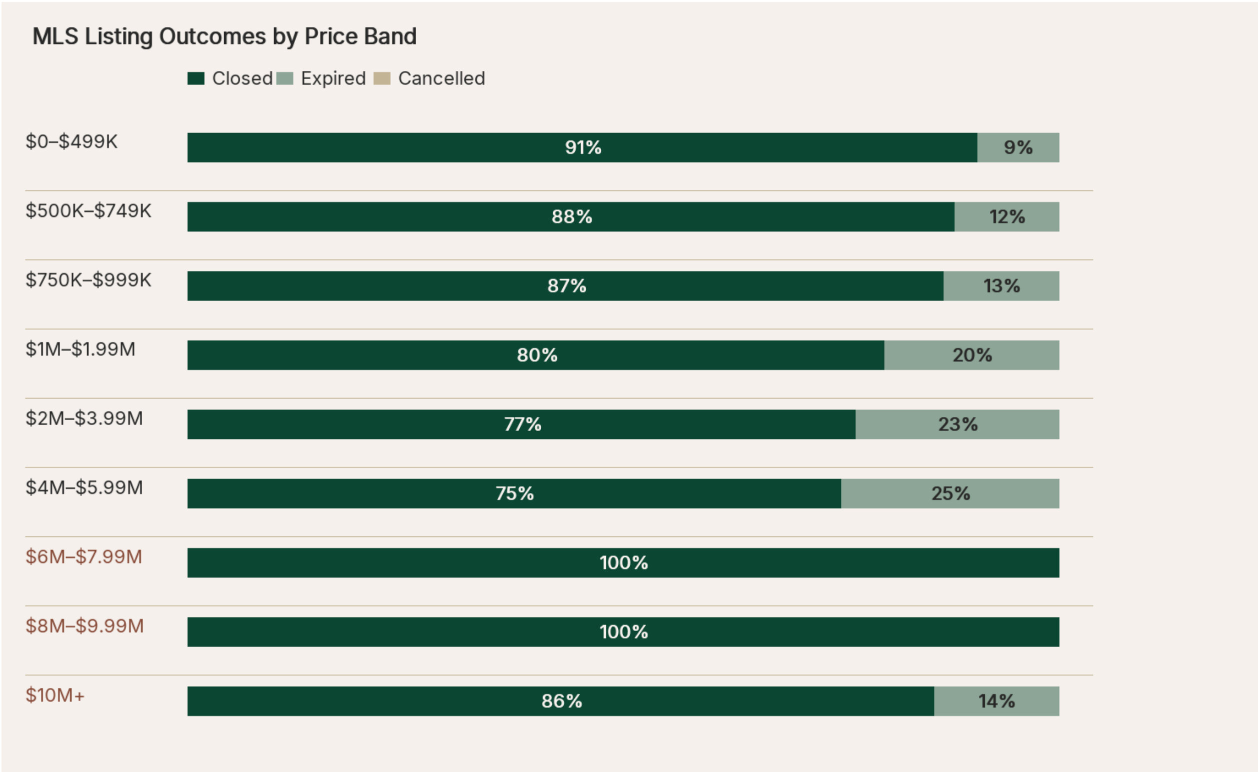
Price Band	Median Sale	Sold $/SF	DTC	Sale / Last List	Cash	Cash Share
$0–$499K	$422,500	$252.38	35.5	97.0%	23	33.8%
$500K–$749K	$601,000	$272.44	41	97.0%	43	22.4%
$750K–$999K	$862,500	$300.40	35	97.0%	40	35.7%
$1M–$1.99M	$1,280,000	$332.96	45	96.0%	53	37.9%
$2M–$3.99M	$2,700,000	$504.19	95	93.0%	20	60.6%
$4M–$5.99M	$4,925,000	$1,106.09	78	96.5%	11	91.7%
$6M–$7.99M	$6,995,000	$1,574.71	42	96.0%	4	66.7%
$8M–$9.99M	$9,250,000	$1,425.05	147	93.0%	2	66.7%
$10M+	$11,125,000	$1,622.13	123	97.0%	6	100.0%

Higher price bands are based on smaller transaction samples and should be read cautiously.

Median Sale Price / Last List Price by Price Band



MLS Listing Outcomes



What the outcomes show

Observed MLS listing outcomes are not probabilities and may include more than one record for the same property. Among bands with normal sample depth, the highest closed shares were recorded from $0 - $499,999 (91%), from $500,000 - $749,999 (88%) and from $750,000 - $999,999 (87%). At $10M+, of 7 observed outcome records, 6 closed and 1 expired. With only 7 records, that result should be treated as a factual observation, not a failure rate or a prediction of future listing outcomes.

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Bent's analysis

What the Numbers Mean

Closed-buyer activity increased from 243 in the previous six months to 277 in the latest six months, an increase of 14.0%. Median sale price increased 22.4% to $869,000. Median sold price per square foot increased 5.9% to $303.35. Aggregate median days to contract shortened from 52 to 35 days. The median sale-to-last-list ratio increased to 97.0% from 96.0%. Cash share increased from 35.0% to 35.7% (+0.8 percentage points). Current inventory stands at 182 active listings, equal to 4.2 months of supply using the latest 12-month closing pace. Months of supply is lower in $500,000 - $749,999 than in $6,000,000 - $7,999,999. $8,000,000 - $9,999,999 has 3 observed closed transactions. That sample is too small to support a stable conclusion about buyer or seller leverage. At 4.2 months of supply, the Dr Phillips Area is classified as a Moderate Seller's Market under the DANHOLM COLLECTION market-balance framework. At the market level, sellers are likely to hold modest negotiating leverage. Individual outcomes still depend on the property's pricing, condition, competitive set, and current alternatives. Market balance varies by price band. $2,000,000 - $3,999,999 is classified as a Weak Seller's Market at 5.4 months of supply. $6,000,000 - $7,999,999 is classified as a Strong Buyer's Market at 10.0 months of supply (limited recent closings - classification should be read cautiously).

For Sellers

Market conditions vary by price band. Current inventory stands at 182 active listings. In $0 - $499,999, median active CDOM is 38 days and median days to contract is 35.5 days. The median sale-to-last-list ratio increased to 97.0% from 96.0%. $0 - $499,999 currently shows 17 active listings. As values rise and samples thin, a property's immediate competitive set and the most relevant comparable sales should carry more weight than broader market medians.

For Buyers

Closed activity varies by price band. The report period recorded 572 Real Buyers. Pending inventory stands at 37 listings. $0 - $499,999 currently shows 17 active listings. Compare each property with its active competitive set and the most relevant recent sales rather than relying on broader market medians alone.

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Methodology / Data notes

Real Buyers are closed MLS listings with a valid Close Date inside the inclusive report period.

The report uses 13 months of closed-sale data for full-period statistics and monthly trend context. Months of Supply uses the monthly pace of closed buyers in the latest 12 complete calendar months within that 13-month window.

Market Balance classifications use the DANHOLM COLLECTION framework centered on a 6.0-month balanced-market benchmark and are derived from unrounded Months of Supply.

Contiguous empty price bands below the lowest occupied band and above the highest occupied band are omitted from presentation; internal zero bands remain visible.

MLS Listing Outcomes summarize observed SLD, EXP, and CAN records; they are not probabilities and may include more than one record for the same property.

Current Listings count strict ACT status only; pending statuses are reported separately.

Months of Supply equals ACT listings divided by that monthly pace (ACT / monthly pace).

Price bands use lower-inclusive and upper-exclusive boundaries; the final $10,000,000+ band is open-ended.

Medians ignore missing or invalid values and average the two middle observations for even samples.