DANHOLM COLLECTION

Windermere Single-Family Market Report

September 2026

REPORT PERIOD	CURRENT INVENTORY SNAPSHOT	PROPERTY TYPE
August 1, 2025 – August 31, 2026	September 19, 2026	Single Family Homes

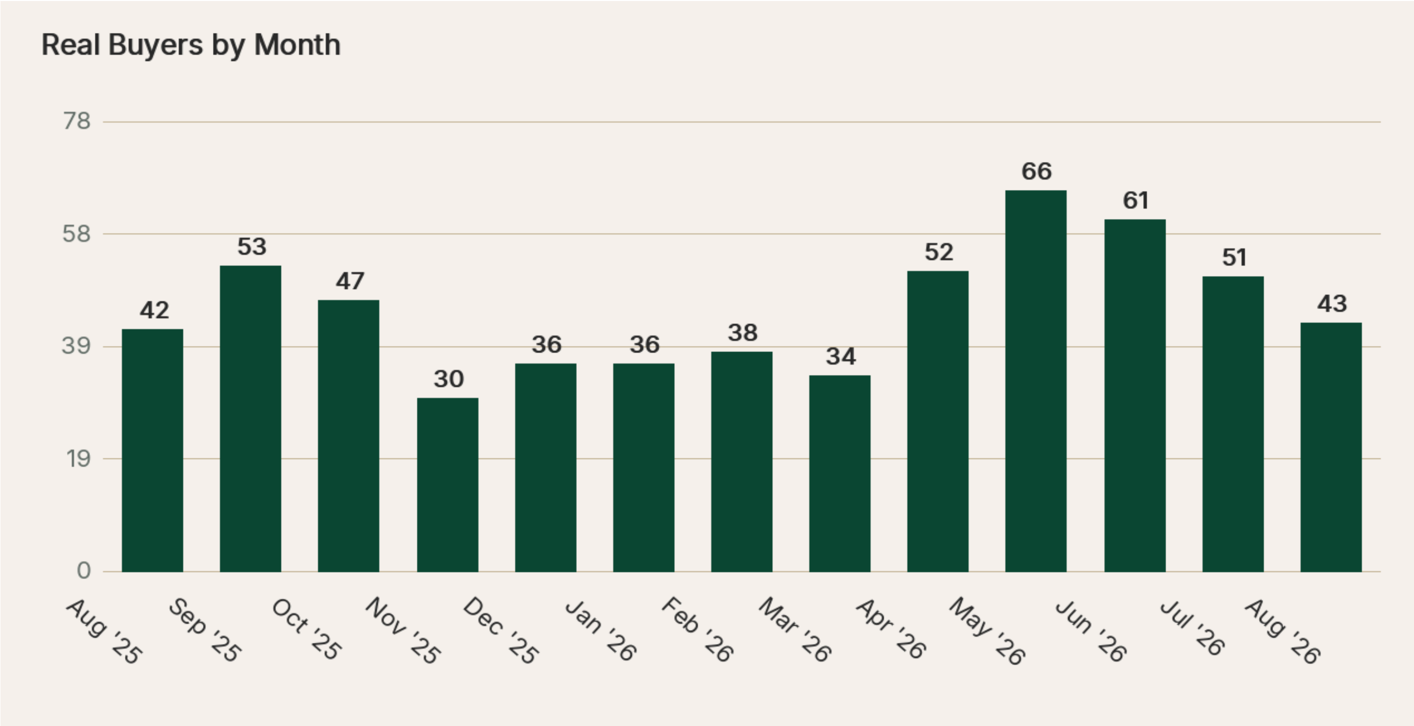
Market in one sentence

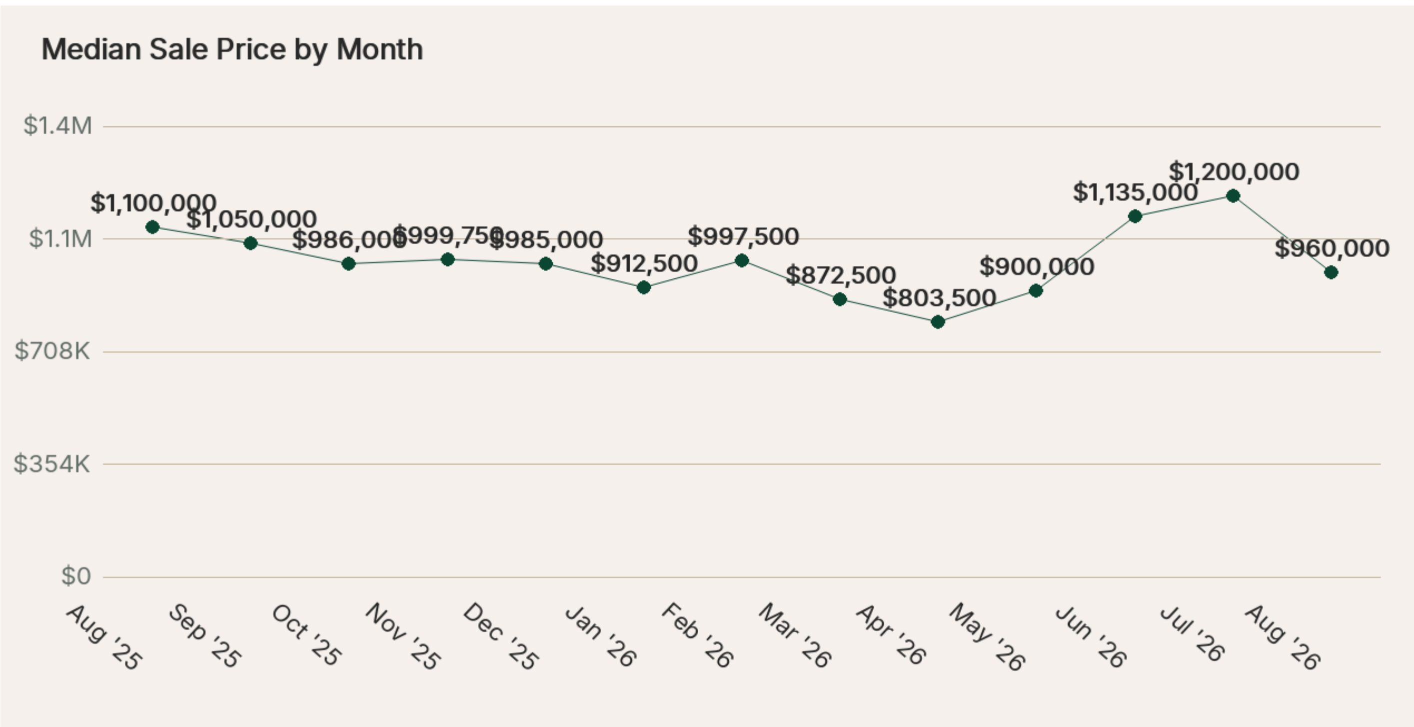
In Windermere (34786), closed-buyer activity rose 27.9% in the latest six months while the aggregate median days to contract shortened from 46 to 34 days; median sale price fell 3.7% as median sold price per square foot rose 7.3%.

Real Buyers	Current Listings	Pending Listings	Months of Supply
589	179	32	3.9

Median Sale Price	Median Sold $/SF	Median Days to Contract	Cash Transactions
$990,000	$308.02	40	33.3%

What is changing





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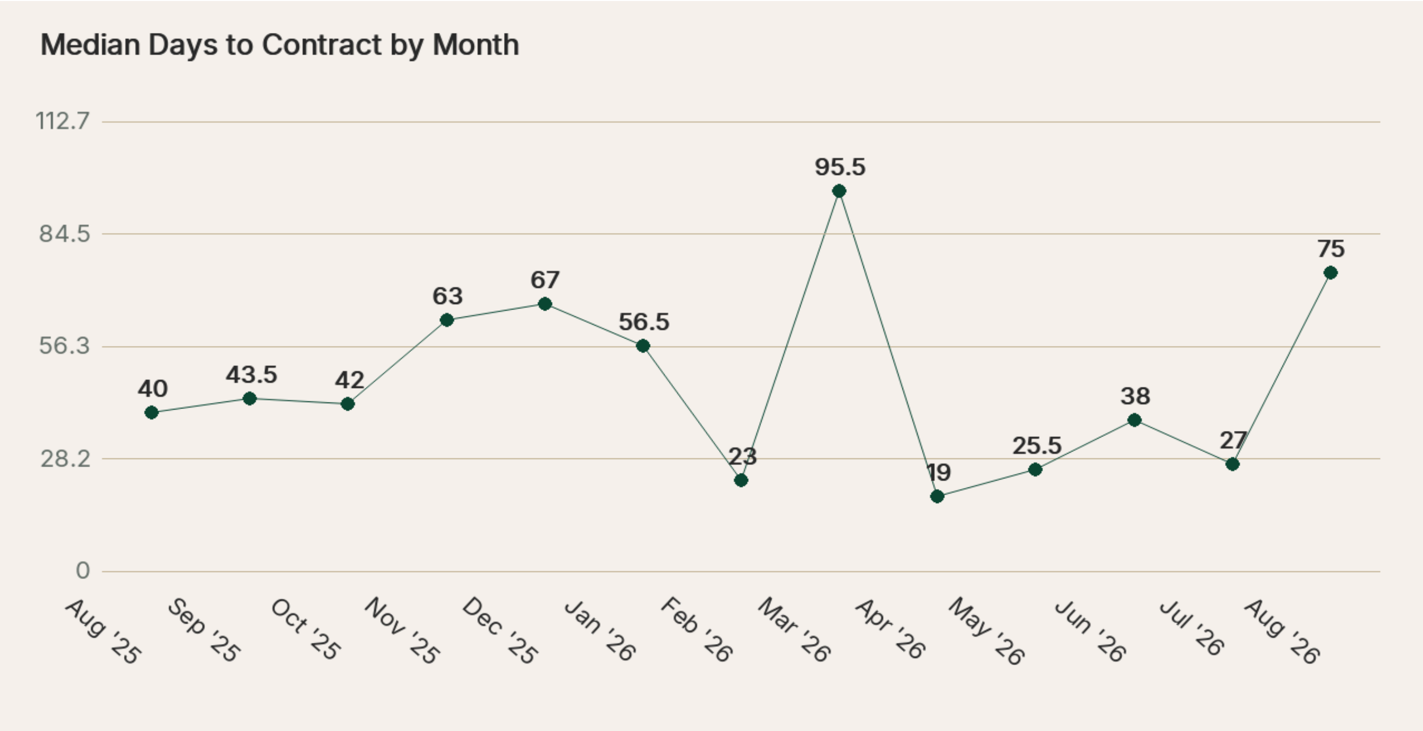


Latest 6 Months vs Previous 6 Months

Metric	Previous	Latest	Change
Cash Share	34.6%	31.9%	↓ −2.7 pt
Real Buyers	240	307	↑ +27.9%
Median Sold $/SF	$298.41	$320.19	↑ +7.3%
Median Sale Price	$1,012,082	$975,000	↓ −3.7%
Median Sale Price / Last List Price	97.0%	97.0%	→ +0.0 pt
Median Days to Contract	46	34	↓ 12 days

Market depth

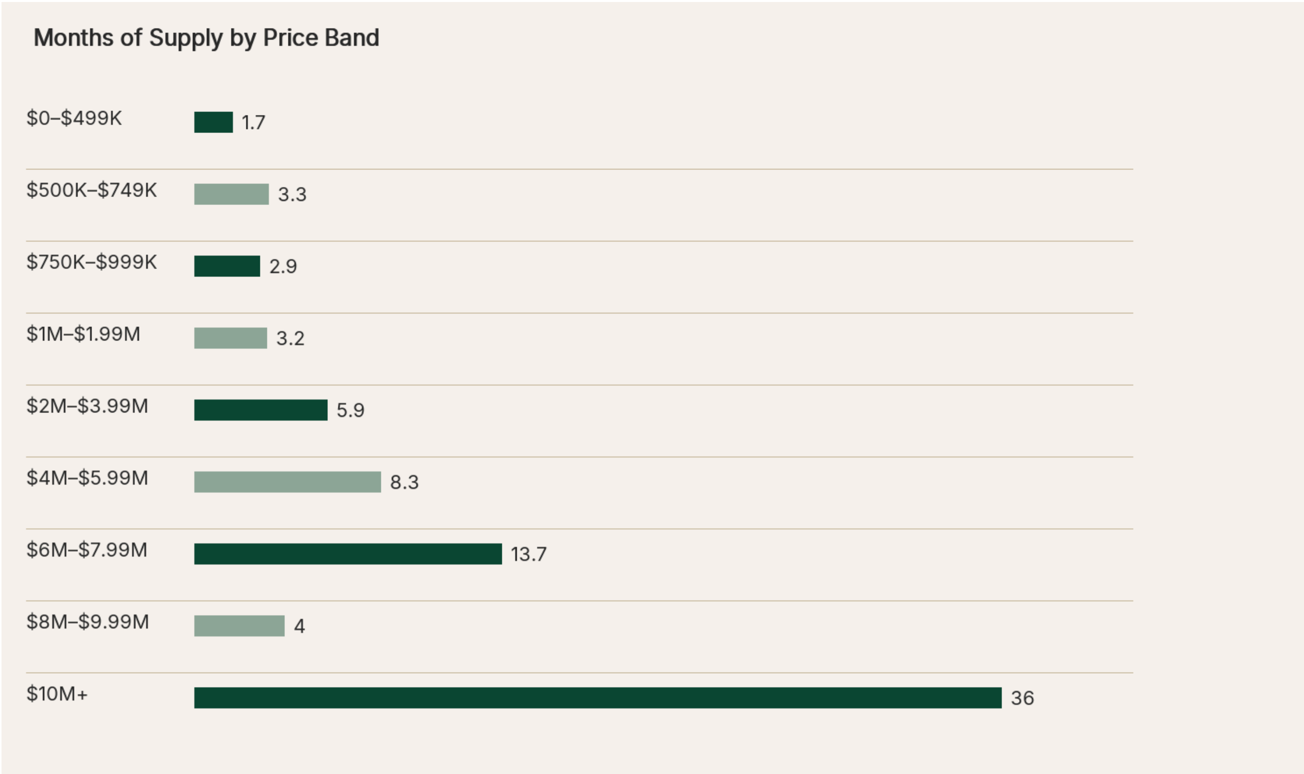
Where the buyers are

Price Band	Real Buyers	Current	Pending	Pace	Supply
$0–$499K	29	4	2	2.3	1.7
$500K–$749K	165	42	9	12.8	3.3
$750K–$999K	101	23	5	7.9	2.9
$1M–$1.99M	186	45	10	14.1	3.2
$2M–$3.99M	75	36	4	6.1	5.9
$4M–$5.99M	18	11	2	1.3	8.3
$6M–$7.99M	9	8	0	0.6	13.7
$8M–$9.99M	3	1	0	0.3	4.0
$10M+	3	9	0	0.3	36.0

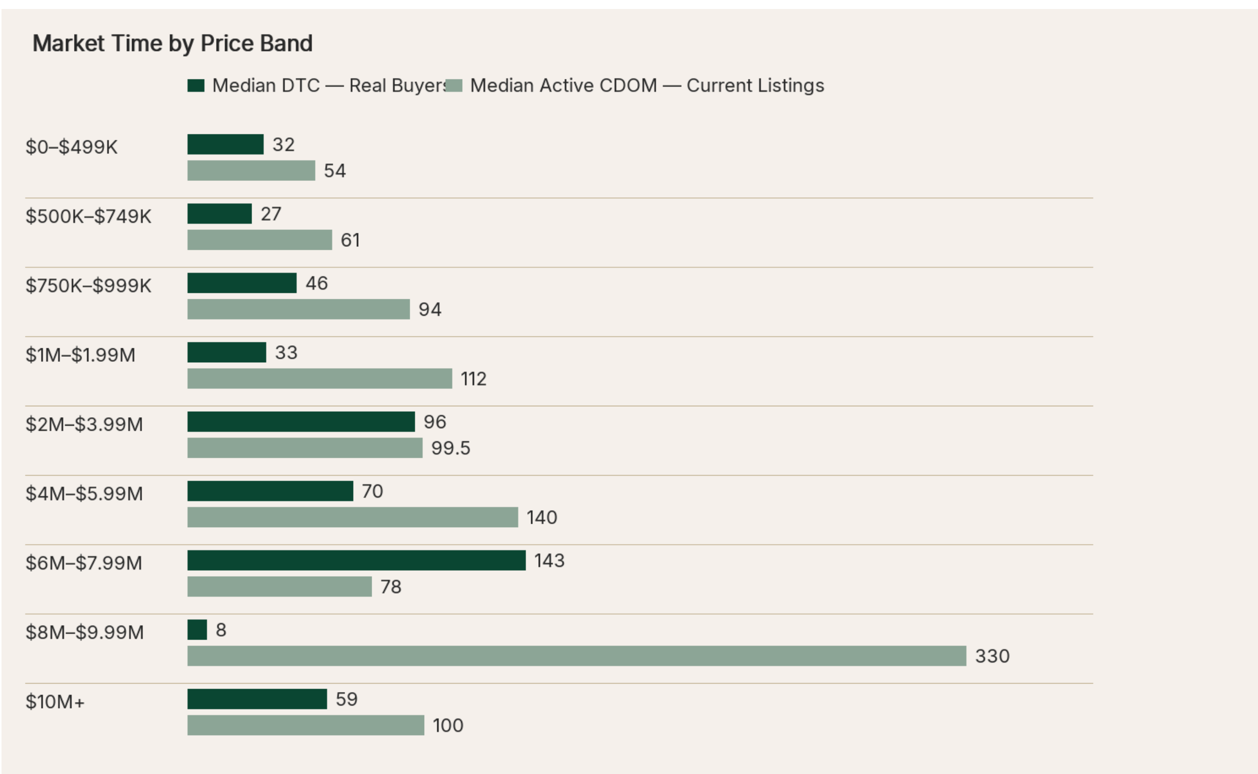
Market Activity & Supply by Price Band

Market depth

Months of Supply by Price Band



Market Time by Price Band



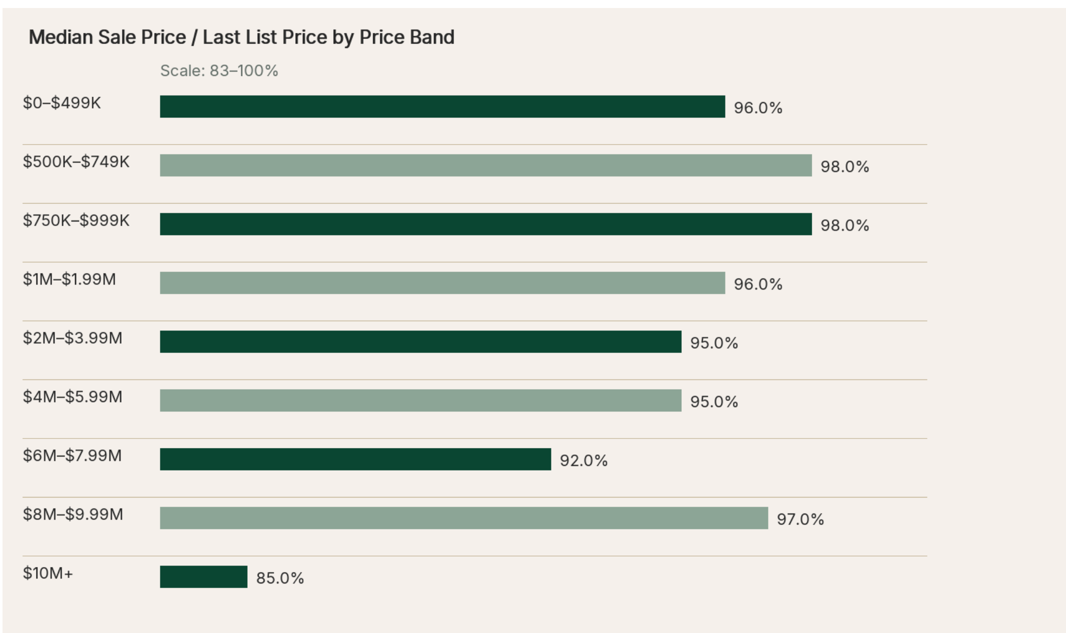
Closed-sale behavior

How transactions are clearing

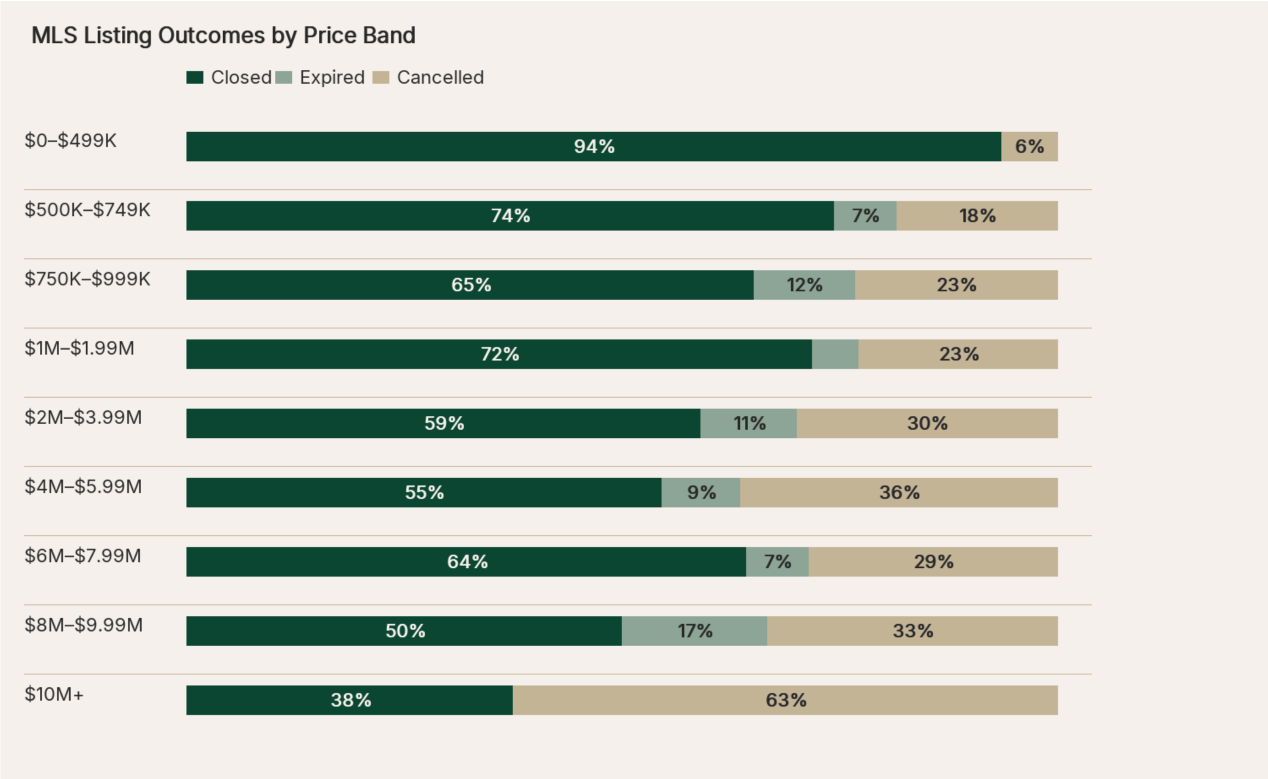
Price Band	Median Sale	Sold $/SF	DTC	Sale / Last List	Cash	Cash Share
$0–$499K	$480,000	$253.20	32	96.0%	12	41.4%
$500K–$749K	$620,000	$246.65	27	98.0%	44	26.7%
$750K–$999K	$850,000	$292.21	46	98.0%	41	40.6%
$1M–$1.99M	$1,263,750	$360.92	33	96.0%	58	31.2%
$2M–$3.99M	$2,583,750	$489.83	96	95.0%	31	41.3%
$4M–$5.99M	$4,700,000	$677.58	70	95.0%	4	22.2%
$6M–$7.99M	$6,600,000	$799.29	143	92.0%	4	44.4%
$8M–$9.99M	$8,500,000	$745.42	8	97.0%	1	33.3%
$10M+	$11,500,000	$1,192.30	59	85.0%	1	33.3%

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. The highest closed shares were recorded below $500,000 (94%), from $500,000-$749,999 (74%), and from $1,000,000-$1,999,999 (72%). At $10M+, three of eight observed outcome records were closed and five were canceled. With only eight records, that result should be treated as a factual observation, not a failure rate or a prediction of future listing outcomes.

Bent's analysis

What the Numbers Mean

Closed-buyer activity increased from 240 in the previous six months to 307 in the latest six months, an increase of 27.9%. Over the same periods, aggregate median days to contract shortened from 46 to 34 days. Pricing moved in different directions: median sale price declined 3.7% to $975,000, while median sold price per square foot increased 7.3% to $320.19. The median sale-to-last-list ratio remained 97%, and cash share declined from 34.6% to 31.9%. Current inventory stands at 179 active listings, equal to 3.9 months of supply using the latest 12-month closing pace. Conditions vary materially by price band. The $1M-$1.99M band combines the deepest transaction activity among the luxury bands with 3.2 months of supply, while supply rises to 5.9 months at $2M-$3.99M, 8.3 months at $4M-$5.99M, and 13.7 months at $6M-$7.99M. The $10M+ reading is 36 months, but it is based on only three closed transactions and should be treated as a thin-sample observation. Active inventory has also been exposed longer than successfully closed properties in several well-sampled bands. The largest clear gaps include $1M-$1.99M (112 days active CDOM versus 33 median closed DTC) and $4M-$5.99M (140 versus 70), with meaningful differences also present in $750K-$999K and $500K-$749K. This describes differing market exposure; it does not establish the cause.

For Sellers

Market conditions change materially as price rises. The $1M-$1.99M band recorded 186 closed transactions with 3.2 months of supply, giving it substantially more transaction depth than several higher tiers. Supply rises to 5.9 months at $2M-$3.99M, 8.3 months at $4M-$5.99M, and 13.7 months at $6M-$7.99M, while transaction counts become progressively smaller. At $10M+, nine current listings and a latest-12-month closing pace based on three sales produce a 36-month supply reading. Because that closing sample contains only three transactions, treat the figure as a factual snapshot rather than a stable market rate. As values rise and samples thin, the property's immediate competitive set and individual comparable properties should carry more weight than ZIP-code-wide medians.

For Buyers

Competition is relatively stronger in $1M-$1.99M, $500K-$749K, and $750K-$999K, where transaction depth is higher and supply is tighter. Above $2M, higher supply and generally longer market times may create more room for negotiation, although the evidence becomes progressively thinner. The $10M+ band is a notable thin-sample observation: nine current listings, 36 months of supply, and an 85% median sale-to-last-list ratio across only three closed transactions. Those figures point to buyer-favorable conditions in the observed sample, but three sales are not sufficient to treat them as a stable benchmark. Compare each property with the active competitive set and the most relevant recent transactions rather than relying on the overall Windermere median.

Methodology / Data notes

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

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

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.

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.

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.