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Winter Garden Area (34787) Single-Family Market Report

September 2026

REPORT PERIOD	CURRENT INVENTORY SNAPSHOT	PROPERTY TYPE
August 1, 2025 – August 31, 2026	September 25, 2026	Single Family Homes

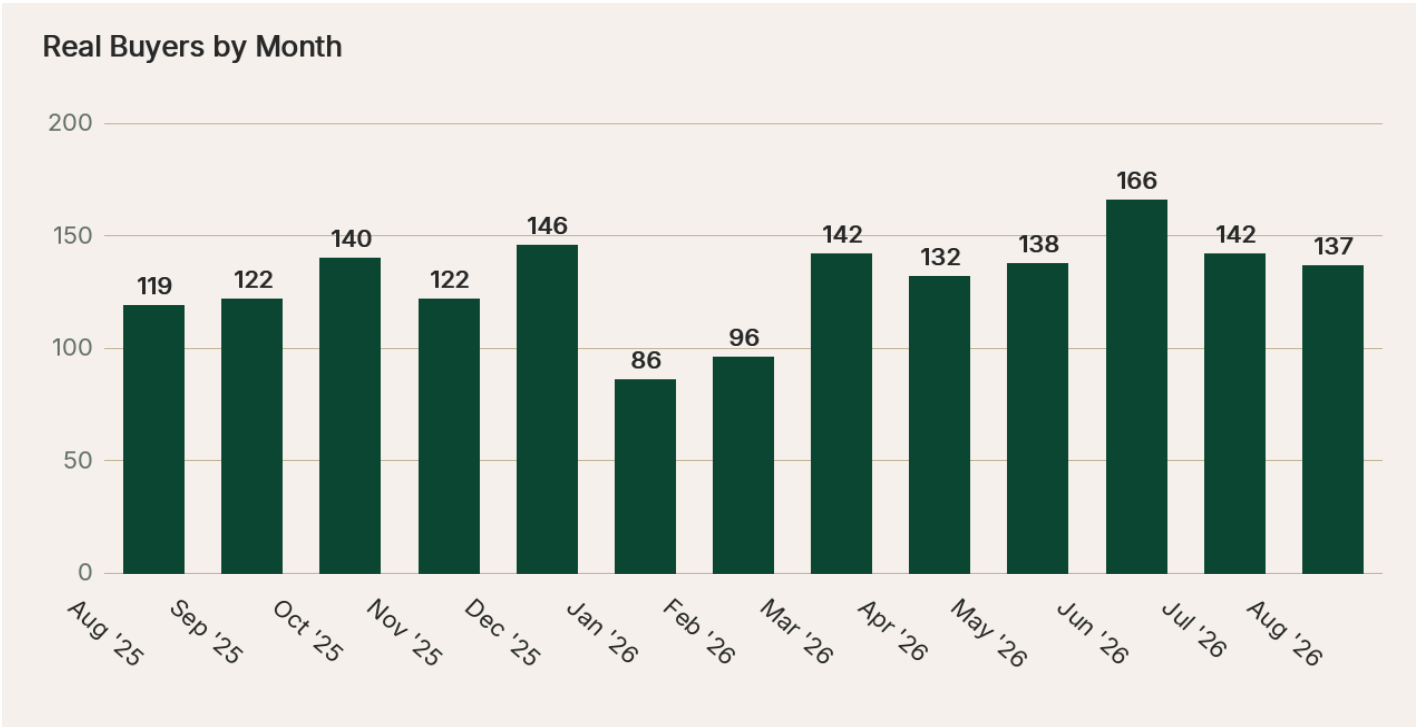
Market in one sentence

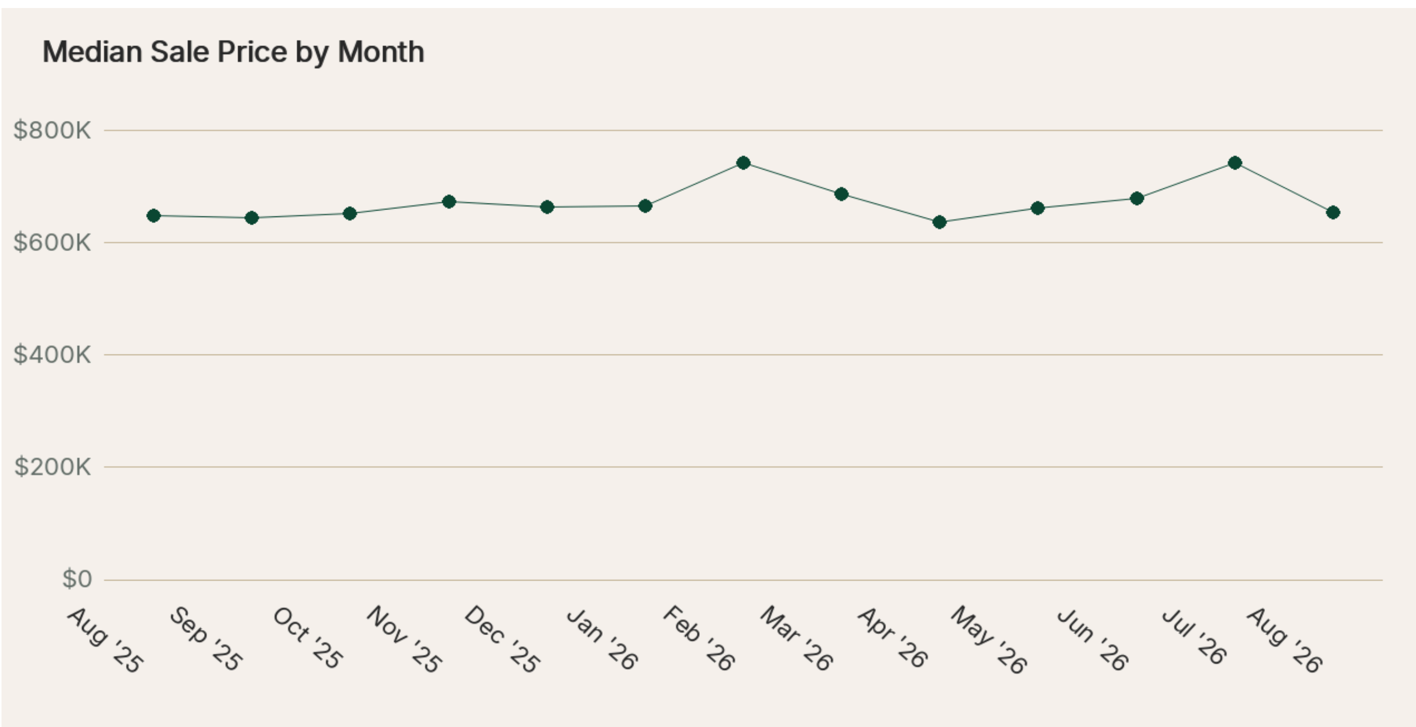
In the Winter Garden (34787) market, Real Buyer activity increased 20.4% in the latest six months, while the median sale price increased 1.1%, and median days to contract shortened from 52 to 31 days.

Real Buyers	Current Listings	Pending Listings	Months of Supply
1,688	**448**	**235**	**3.4**

Median Sale Price	Median Sold $/SF	Median Days to Contract	Cash Transactions
$671,912	**$258.76**	**41**	**22.9%**

What is changing





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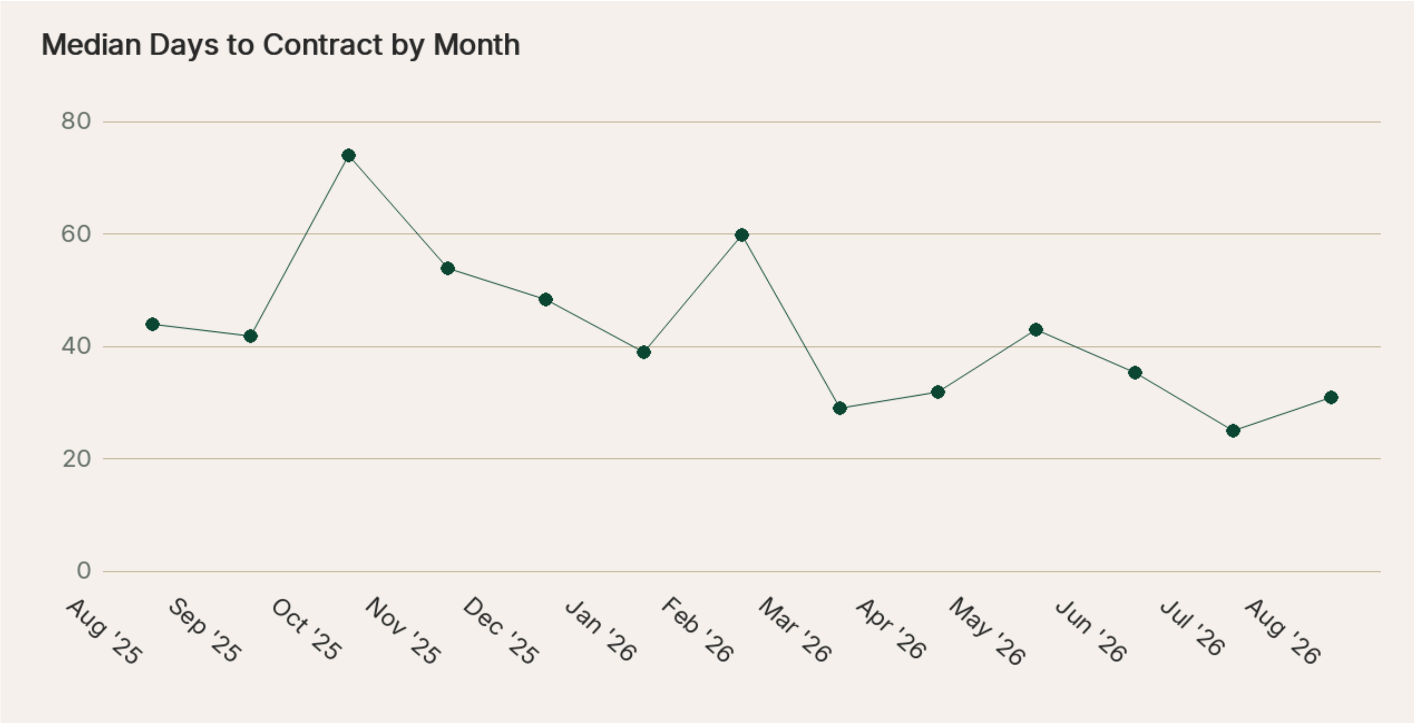

Latest 6 Months vs Previous 6 Months

Metric	Previous	Latest	Change
Real Buyers	712	857	↑ **+20.4%**
Median Sale Price	$667,500	$675,000	↑ **+1.1%**
Median Sold $/SF	$259.15	$258.73	↓ **−0.2%**
Median Days to Contract	52	31	↓ **21 days**
Median Sale Price / Last List Price	98.0%	98.0%	→ **+0.0 pt**
Cash Share	20.8%	23.3%	↑ **+2.6 pt**

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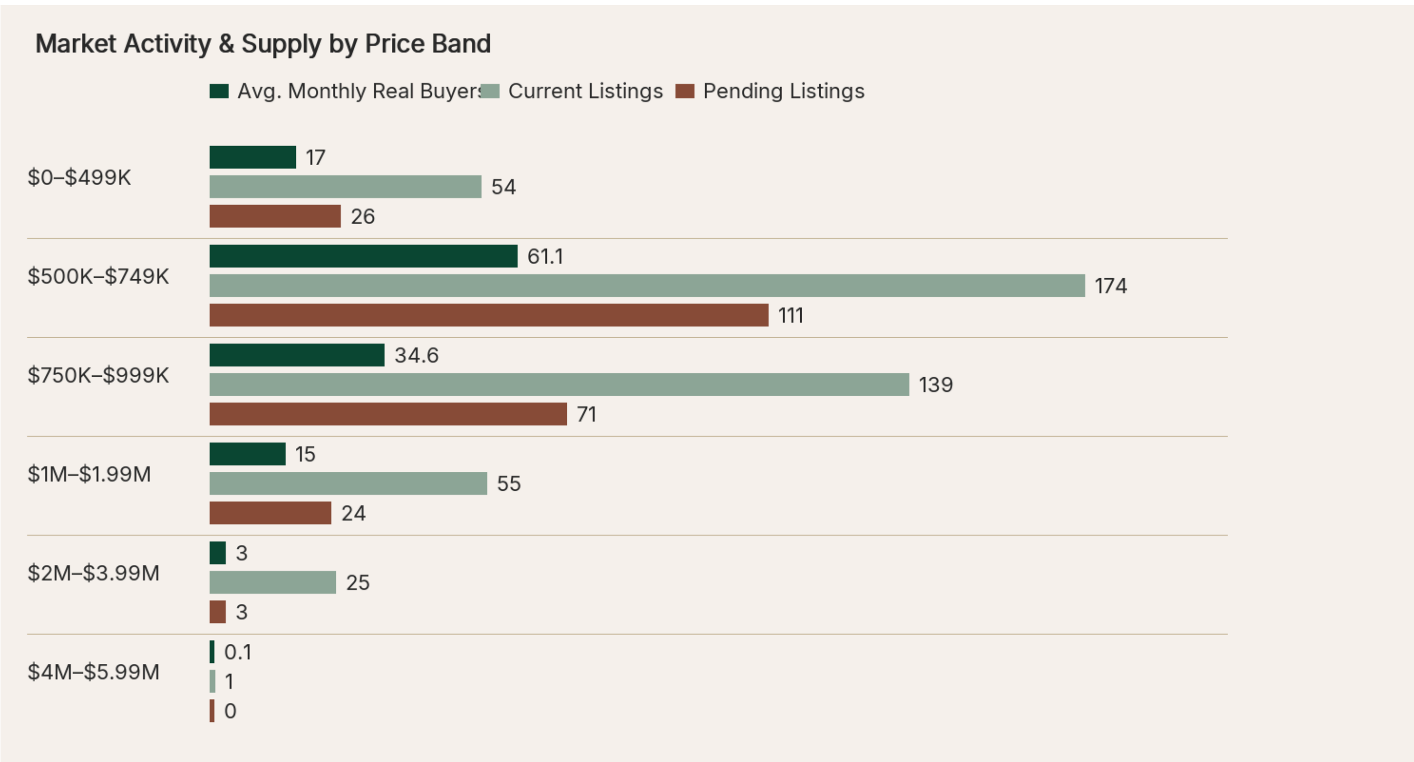
Market depth

Where the buyers are

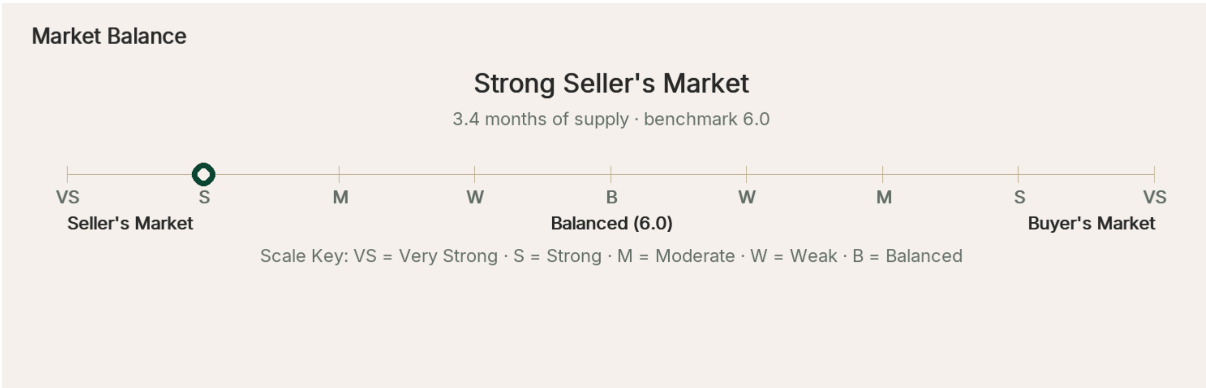
Price Band	Real Buyers	Current	Pending	Monthly Pace	Supply
$0–$499K	227	54	26	17.0	3.2
$500K–$749K	784	174	111	61.1	2.8
$750K–$999K	442	139	71	34.6	4.0
$1M–$1.99M	196	55	24	15.0	3.7
$2M–$3.99M	38	25	3	3.0	8.3
$4M–$5.99M	1	1	0	0.1	12.0

Market Activity & Supply by Price Band

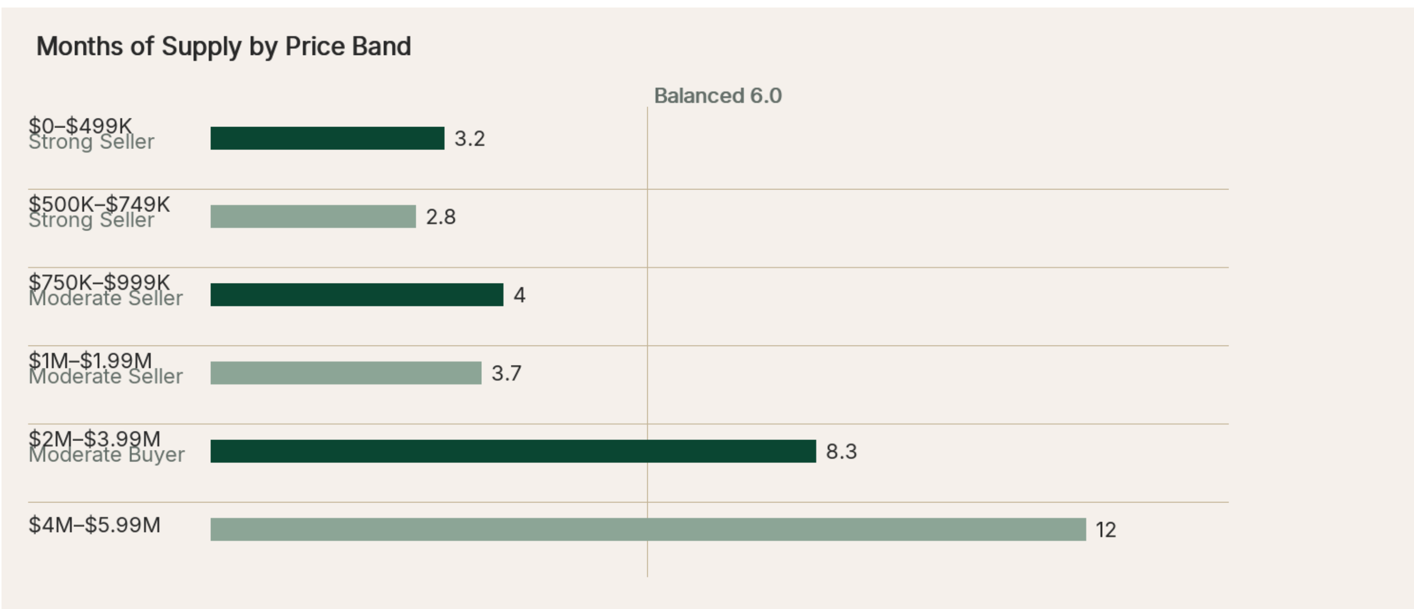


Market depth

Market Balance



Months of Supply by Price Band



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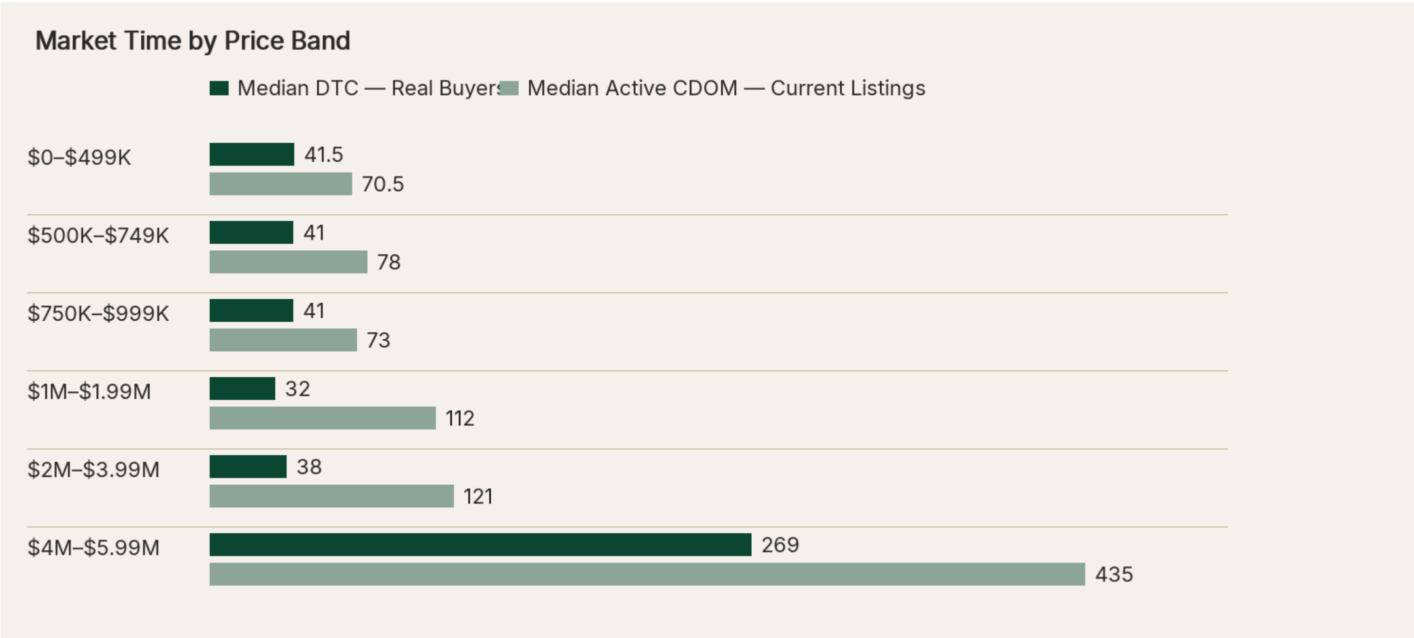
Market depth

Market Time by Price Band



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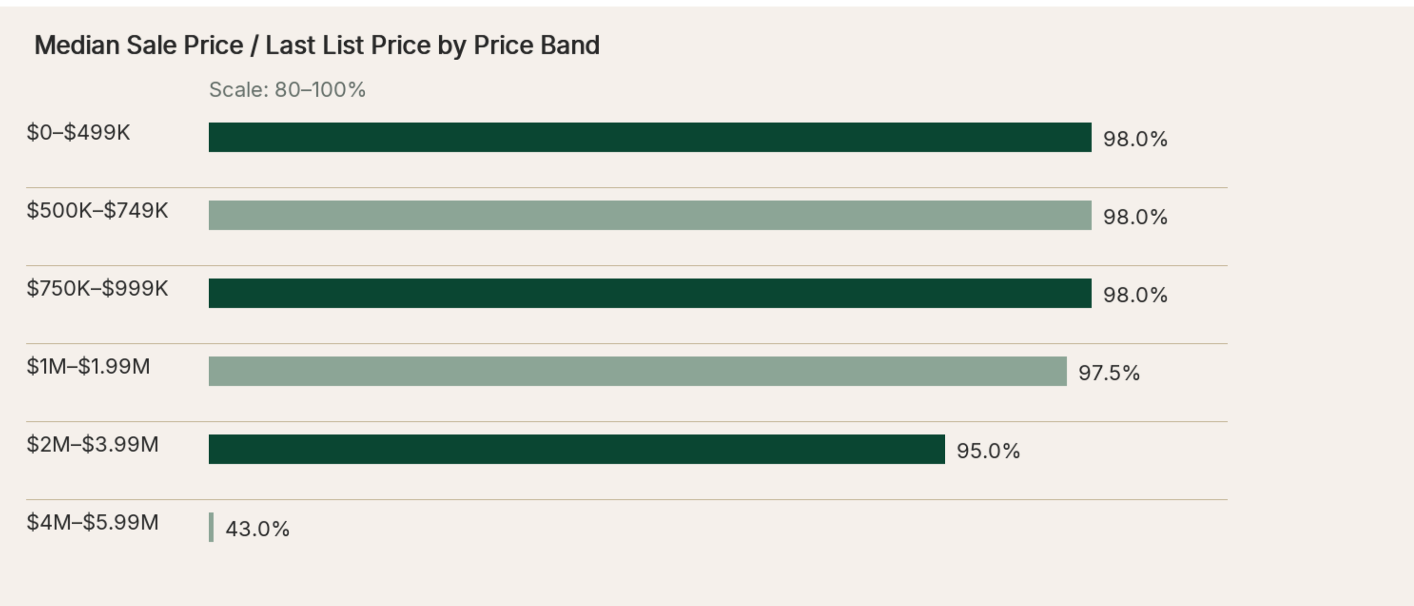
Closed-sale behavior

How transactions are clearing

Price Band	Median Sale	Sold $/SF	DTC	Sale / Last List	Cash	Cash Share
$0–$499K	$455,000	$258.10	41.5	98.0%	64	28.2%
$500K–$749K	$588,312	$248.11	41	98.0%	153	19.5%
$750K–$999K	$829,500	$260.17	41	98.0%	88	19.9%
$1M–$1.99M	$1,200,000	$326.52	32	97.5%	63	32.1%
$2M–$3.99M	$2,430,500	$480.60	38	95.0%	19	50.0%
$4M–$5.99M	$4,300,000	$616.31	269	43.0%	0	0.0%

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

Median Sale Price / Last List Price by Price Band



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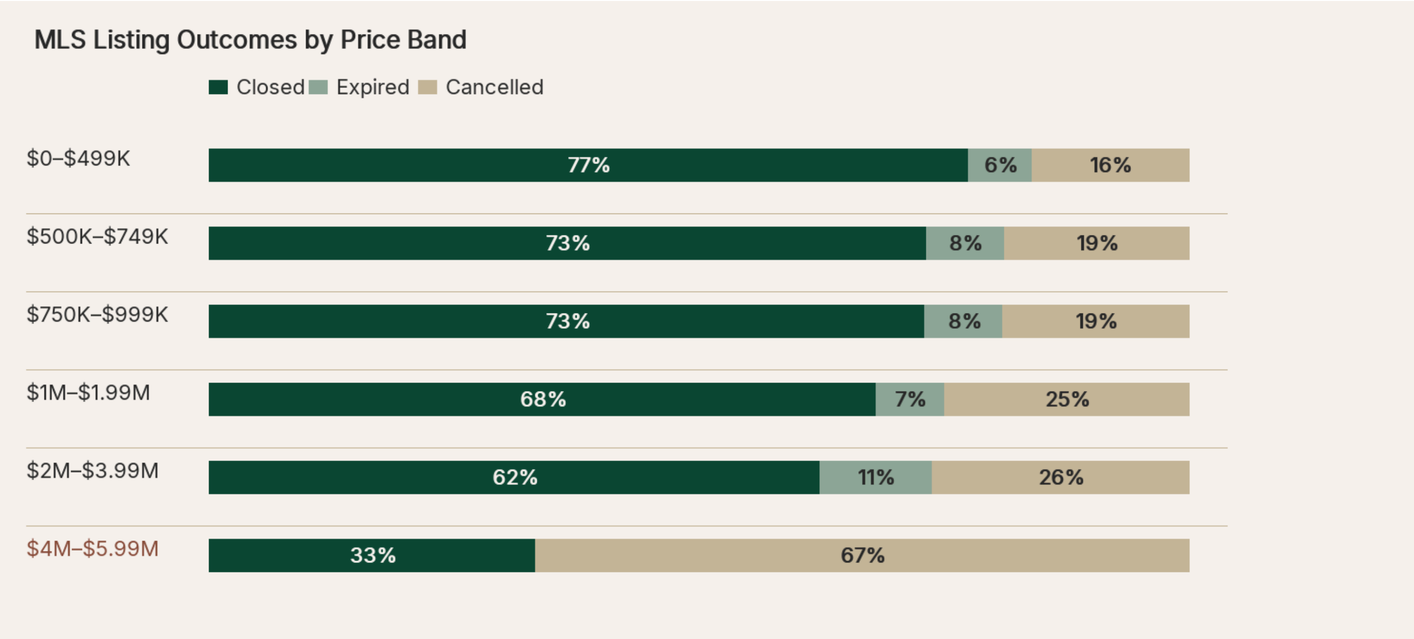
MLS Listing Outcomes



What the outcomes show

Observed MLS listing outcomes are not probabilities and may include more than one record for the same property. Among price bands with sufficient sample depth, the highest share of closed outcomes was 77% below $500,000, followed by 73% in the $500,000 - $749,999 range and 73% in the $750,000 - $999,999 range.

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Bent's analysis

What the Numbers Mean

Real Buyer activity increased from 712 in the previous six months to 857 in the latest six months, an increase of 20.4%. The median sale price increased 1.1% to $675,000. Median sold price per square foot decreased 0.2% to $258.73. Median days to contract shortened from 52 to 31 days. The median sale-to-last-list ratio remained unchanged at 98.0%. Cash share increased from 20.8% to 23.3% (+2.6 percentage points). As of September 25, 2026, there were 448 active listings. Based on the Real Buyer pace of the latest 12 complete months, that represents 3.4 months of supply. Supply is considerably tighter in the $500,000-$749,999 range, at 2.8 months, than in the $2 million-$3.99 million range, at 8.3 months. The $4 million-$5.99 million range recorded only one Real Buyer, which is too small a sample to support a stable conclusion about buyer or seller leverage. At 3.4 months of supply, the Winter Garden (34787) market is classified as a Strong Seller's Market under the DANHOLM COLLECTION market-balance framework. At the market level, sellers are likely to hold greater negotiating leverage. Individual outcomes still depend on the property's pricing, condition, competitive set, and current alternatives. Market balance varies by price band. $1,000,000 - $1,999,999 is classified as a Moderate Seller's Market at 3.7 months of supply. $2,000,000 - $3,999,999 is classified as a Moderate Buyer's Market at 8.3 months of supply.

For Sellers

As of September 25, 2026, there were 448 active listings across the report area. In $0 - $499,999, median active CDOM is 70.5 days and median days to contract is 41.5 days. Compared with the previous six months, the median sale-to-last-list ratio remained unchanged at 98.0%. At higher price points, transaction samples become smaller, so a property's immediate competitive set and the most relevant comparable sales should carry more weight than broader market medians.

For Buyers

There were 1,688 Real Buyers during the report period. As of September 25, 2026, there were 448 active listings and 235 pending listings. Overall, the market has 3.4 months of supply based on the Real Buyer pace of the latest 12 complete months. 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

For this report, Real Buyers represent closed MLS listings with a valid Close Date within 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 Real 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 include only records with strict ACT status; 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.

The report area is ZIP code 34787 and includes all qualifying MLS records within that ZIP code, regardless of the MLS city field.