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Winter Park Single-Family Market Report

September 2026

REPORT PERIOD	CURRENT INVENTORY SNAPSHOT	PROPERTY TYPE
August 1, 2025 – August 31, 2026	September 23, 2026	Single Family Homes

Market in one sentence

In Winter Park, closed-buyer activity increased 25.7% in the latest six months while median sale price increased 18.2% and aggregate median days to contract lengthened from 27 to 35 days.

Real Buyers **380**	Current Listings **133**	Pending Listings **42**	Months of Supply **4.7**
Median Sale Price **$1,161,500**	Median Sold $/SF **$486.95**	Median Days to Contract **33**	Cash Transactions **48.9%**

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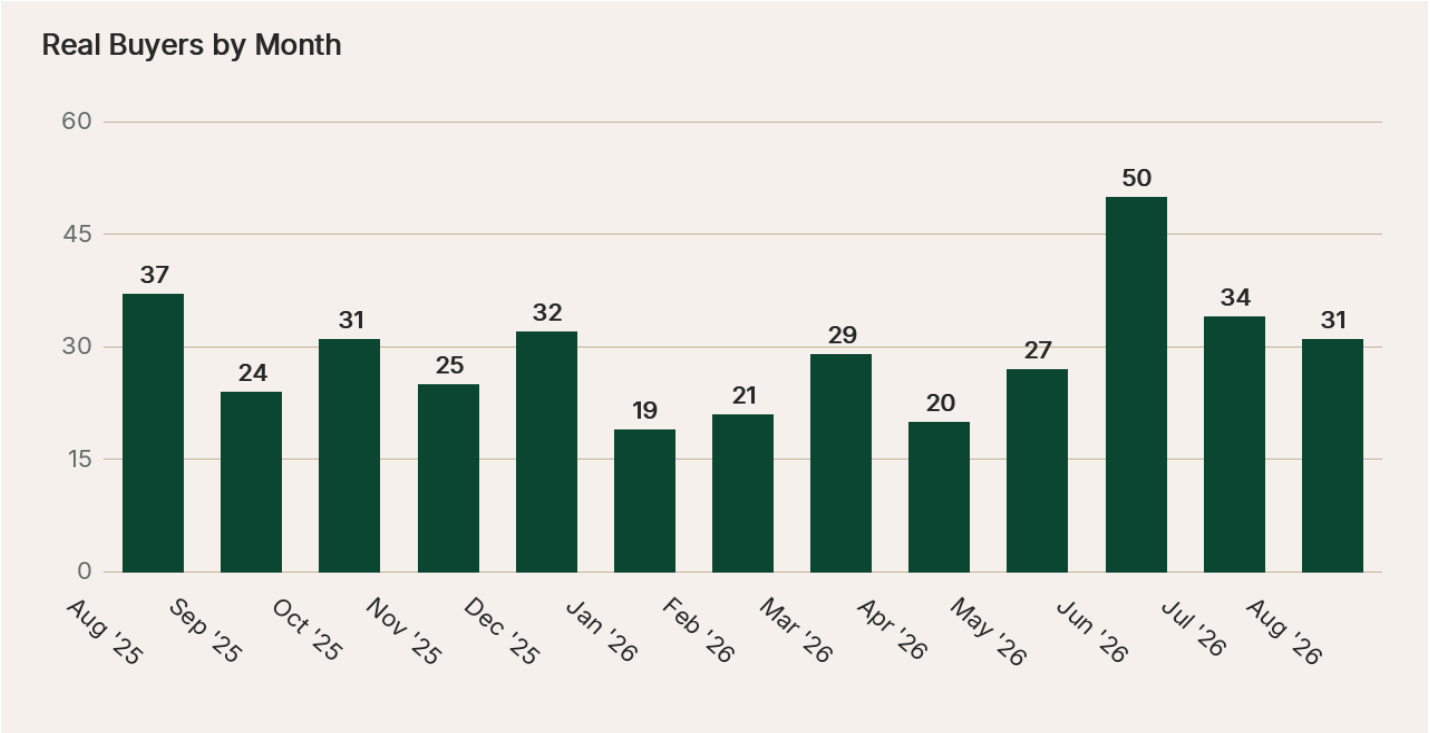
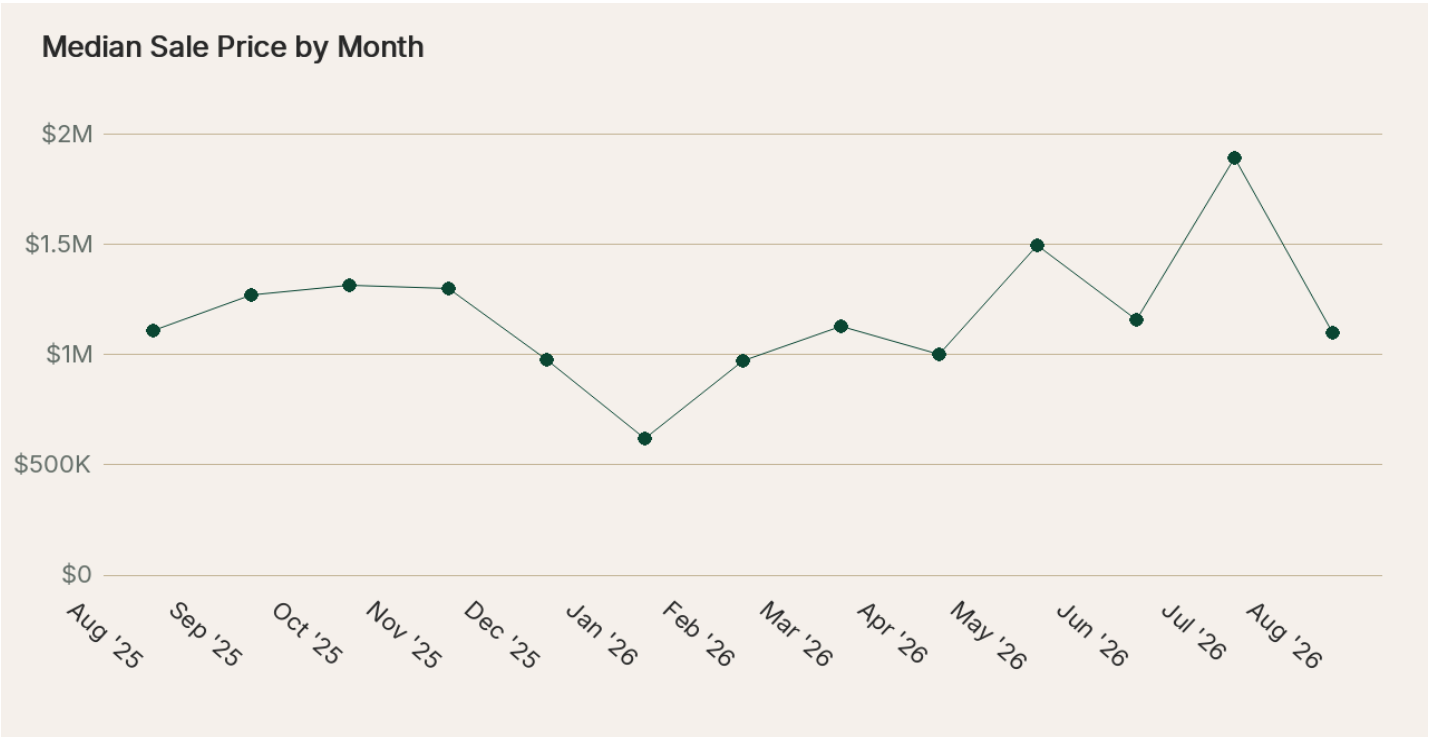
What is changing





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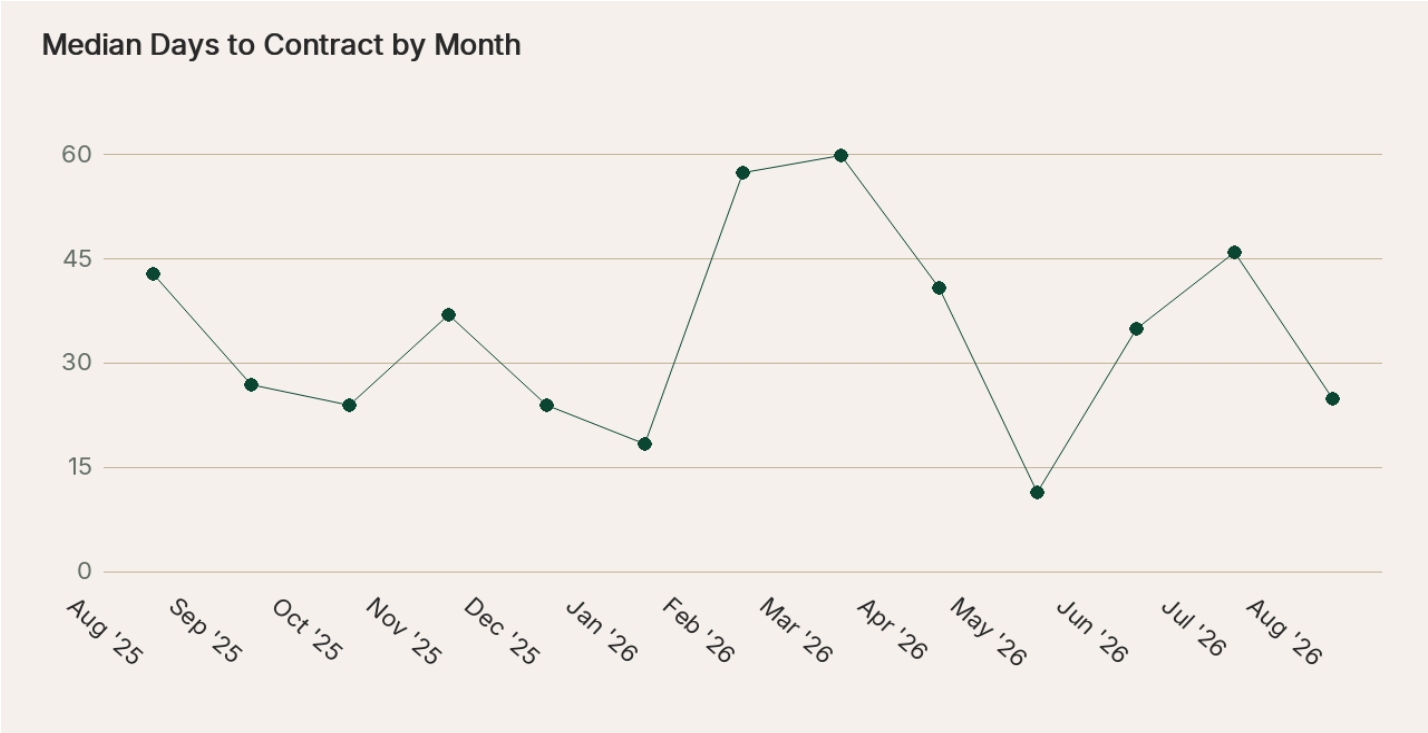

Latest 6 Months vs Previous 6 Months

Metric	Previous	Latest	Change
Cash Share	50.7%	47.1%	↓ **−3.5 pt**
Real Buyers	152	191	↑ **+25.7%**
Median Sold $/SF	$486.76	$486.49	↓ **−0.1%**
Median Sale Price	$1,100,000	$1,300,000	↑ **+18.2%**
Median Sale Price / Last List Price	98.0%	97.0%	↓ **−1.0 pt**
Median Days to Contract	27	35	↑ **8 days**

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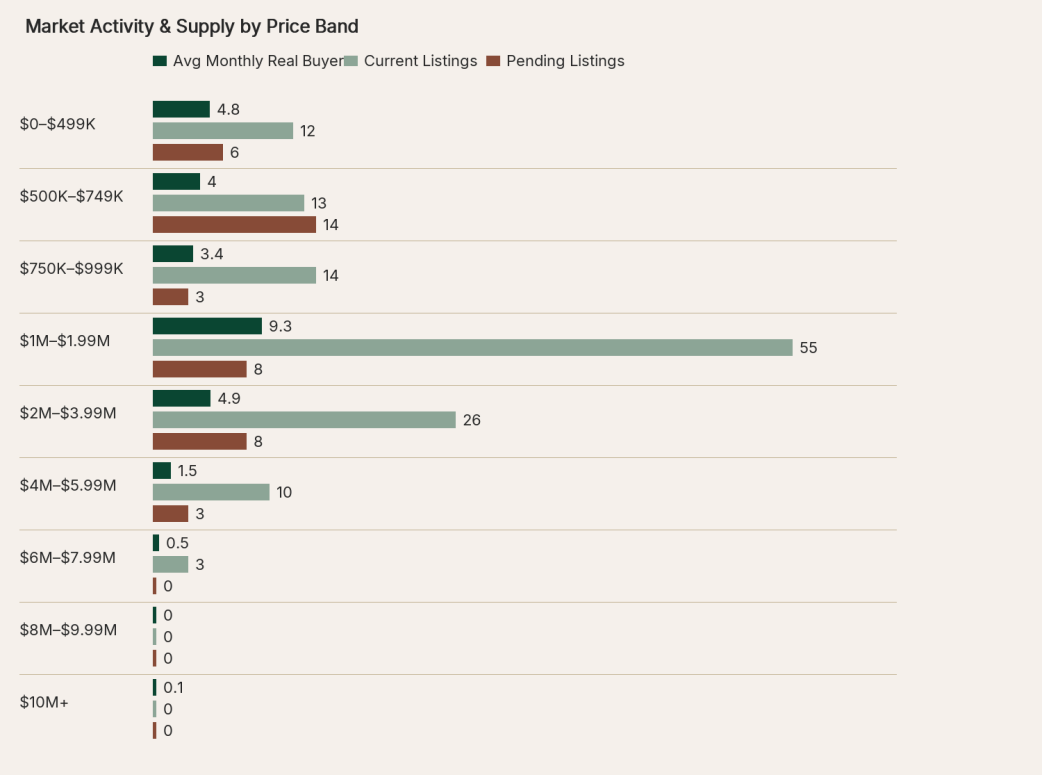
Market depth

Where the buyers are

Price Band	Real Buyers	Current	Pending	Pace	Supply
$0–$499K	63	12	6	4.8	2.5
$500K–$749K	53	13	14	4.0	3.3
$750K–$999K	48	14	3	3.4	4.1
$1M–$1.99M	124	55	8	9.3	5.9
$2M–$3.99M	65	26	8	4.9	5.3
$4M–$5.99M	20	10	3	1.5	6.7
$6M–$7.99M	6	3	0	0.5	6.0
$8M–$9.99M	0	0	0	0.0	—
$10M+	1	0	0	0.1	0.0

Market Activity & Supply by Price Band



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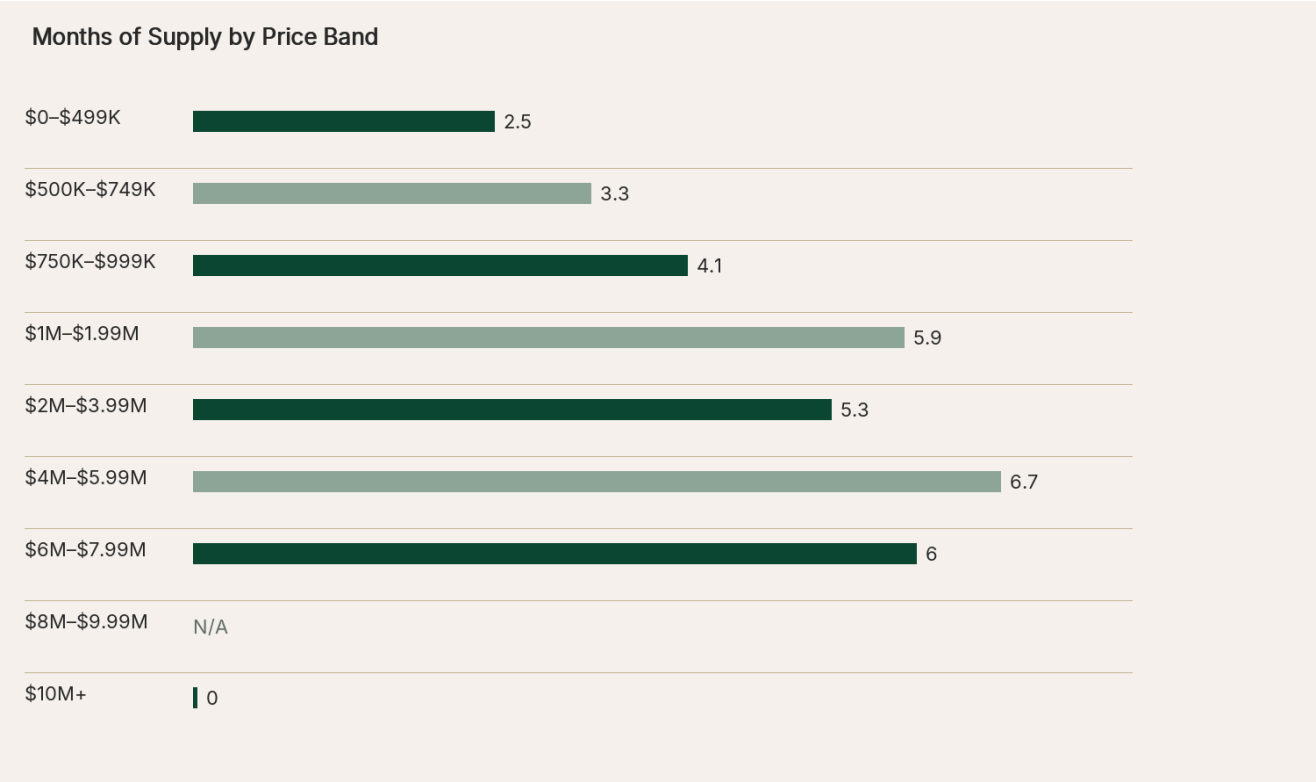
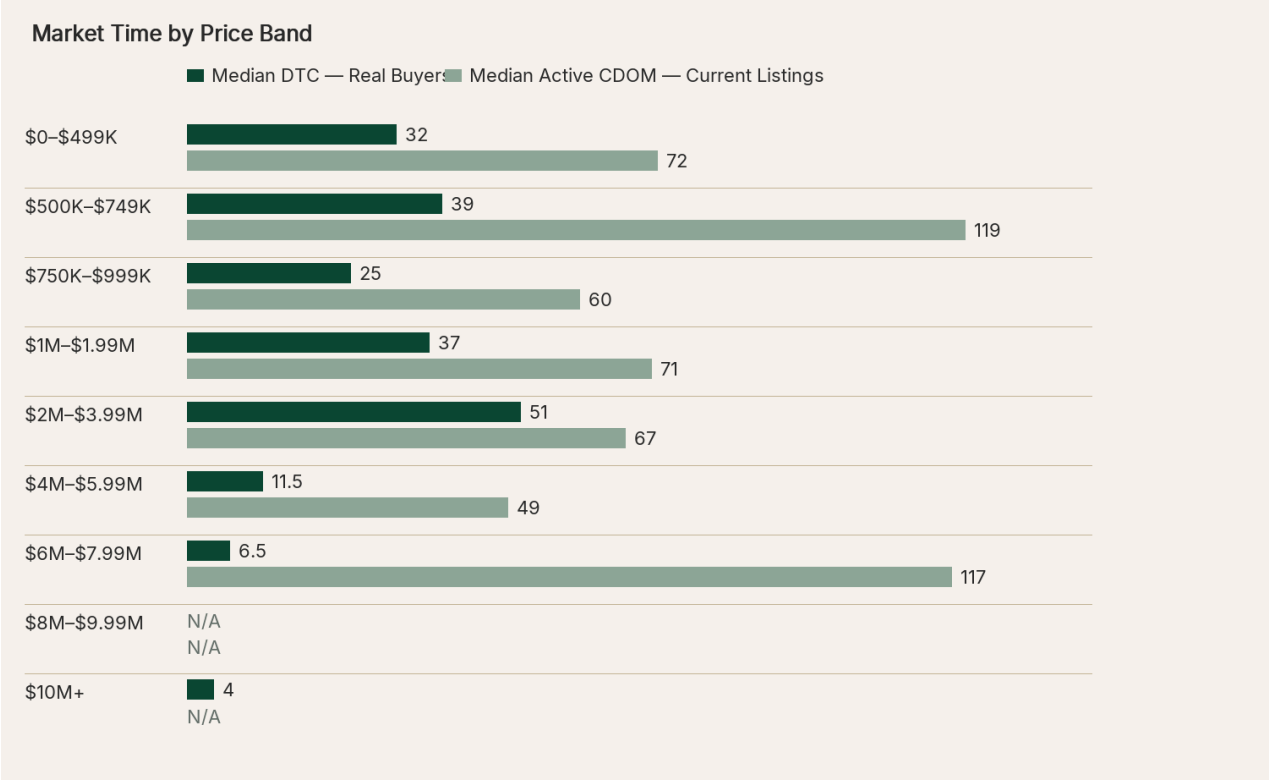
Market depth

Months of Supply by Price Band



Market Time by Price Band



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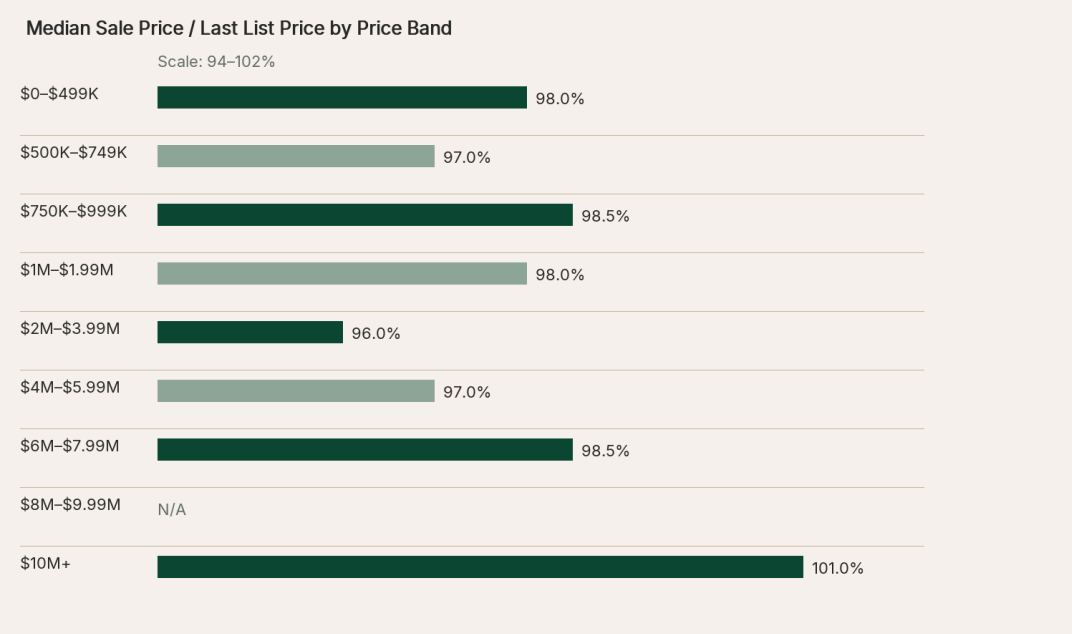
Closed-sale behavior

How transactions are clearing

Price Band	Median Sale	Sold $/SF	DTC	Sale / Last List	Cash	Cash Share
$0–$499K	$406,000	$298.66	32	98.0%	24	38.1%
$500K–$749K	$615,000	$390.57	39	97.0%	28	52.8%
$750K–$999K	$843,250	$443.74	25	98.5%	23	47.9%
$1M–$1.99M	$1,450,000	$499.08	37	98.0%	57	46.0%
$2M–$3.99M	$2,650,000	$655.37	51	96.0%	32	49.2%
$4M–$5.99M	$4,635,000	$872.22	11.5	97.0%	16	80.0%
$6M–$7.99M	$6,400,000	$1,130.40	6.5	98.5%	5	83.3%
$8M–$9.99M	—	—	—	—	0	—
$10M+	$13,000,000	$1,066.45	4	101.0%	1	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



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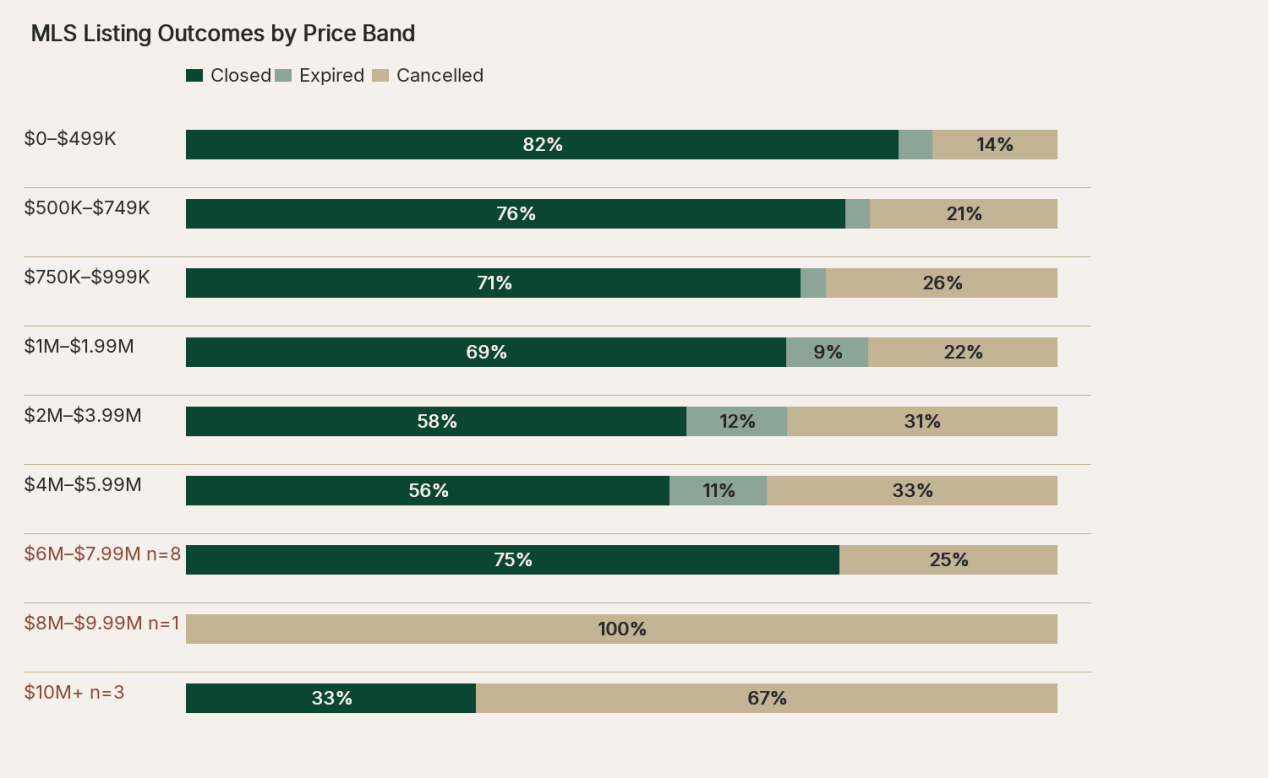
MLS Listing Outcomes



What the outcomes show

Observed MLS listing outcomes are not probabilities and may include more than one record for the same property. Among bands with normal sample depth, the highest closed shares were recorded from $0 - $499,999 (82%), from $500,000 - $749,999 (76%) and from $750,000 - $999,999 (71%). At $10M+, of 3 observed outcome records, 1 closed and 2 were canceled. With only 3 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

Cash share decreased from 50.7% to 47.1%. Closed-buyer activity increased from 152 in the previous six months to 191 in the latest six months, an increase of 25.7%. Median sold price per square foot decreased 0.1% to $486.49. Median sale price increased 18.2% to $1,300,000. Aggregate median days to contract lengthened from 27 to 35 days. Current inventory stands at 133 active listings, equal to 4.7 months of supply using the latest 12-month closing pace. Months of supply is lower in $0 - $499,999 than in $4,000,000 - $5,999,999. $10,000,000+ has 1 observed closed transaction. That sample is too small to support a stable conclusion about buyer or seller leverage.

For Sellers

Market conditions change materially by price band. Months of supply is lower in $0 - $499,999 than in $4,000,000 - $5,999,999. $10,000,000+ has 1 observed closed transaction. That sample is too small to support a stable conclusion about buyer or seller leverage. 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

Negotiating position depends on band-level supply and recent closed pace. Months of supply is lower in $0 - $499,999 than in $4,000,000 - $5,999,999. $10,000,000+ has 1 observed closed transaction. That sample is too small to support a stable conclusion about buyer or seller leverage. 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.

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.

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

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.

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