

THE COMMUNITIES · OCTOBER 2026

# Fairbanks Ranch

# $5.2m

MEDIAN SALE · LAST 90 DAYS

## The market report · October 2026

Nothing sold here in October, so the large figures cover the last 90 days, August 3rd to October 31st, 2026: five homes. Beside each: July to September, and the twelve months to October 31st.

01

LAST 90 DAYS
AUG 3–OCT 31, 2026

| $5.2m | $805 | 90.3% | 66 | 5 |
|---|---|---|---|---|
| MEDIAN SALE | PRICE PER SQ FT | OF ORIGINAL ASK | TOTAL DAYS ON MARKET | CLOSINGS |
| Q3 2026: $5.45m<br>12 months: $5.2m | Q3 2026: $853<br>12 months: $813 | Q3 2026: 88.4%<br>12 months: 91.2% | Q3 2026: 81<br>12 months: 87.5 | Q3 2026: 6<br>12 months: 29 |

### WHAT IT MEANS IF YOU'RE BUYING

Nothing closed in Fairbanks Ranch in October. It's on track for about five this quarter, against 9 in the same three months last year. There are 10 homes for sale right now, up from 8 at the start of October. At the pace homes have sold over the last year, that's about 4.1 months' worth.

Counting earlier listings, three of the 10 homes for sale have cut the price.

If you're buying, there's time to be selective, and each home's history will tell you how much room there is. Tell me what you're after and I'll show you what's selling in that range.

02

THIS QUARTER AND THE SEVEN BEFORE

# The Card

## THIS QUARTER Q4 2026

| 0 | $5.2m | 5 | 0 | 9 |
|---|---|---|---|---|
| CLOSED SO FAR | MEDIAN, 90 DAYS | FORECAST | IN ESCROW NOW | SAME QUARTER LAST YEAR |

Nothing has closed yet this quarter, so the median shown is the last 90 days, August 3rd to October 31st: five homes.

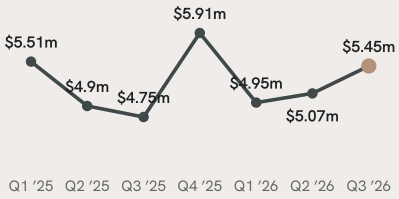
## QUARTER BY QUARTER MOST RECENT FIRST

| QUARTER | SALES | MEDIAN SALE | $ / SQ FT | TOTAL DAYS | OF ORIGINAL |
|---|---|---|---|---|---|
| **Q4 2026 so far** | **0** | — | — | — | — |
| Q3 2026 | 6 | $5.45m | $853 | 81 | 88.4% |
| Q2 2026 | 8 | $5.07m | $780 | 39.5 | 91.9% |
| Q1 2026 | 10 | $4.95m | $749 | 158.5 | 91.1% |
| Q4 2025 | 9 | $5.91m | $901 | 79 | 94.1% |
| Q3 2025 | 10 | $4.75m | $782 | 112 | 84.3% |
| Q2 2025 | 5 | $4.9m | $933 | 13 | 98.7% |
| Q1 2025 | 6 | $5.51m | $908 | 89 | 85.2% |

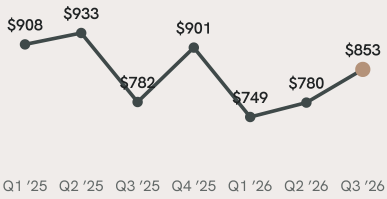
Every quarter shows its medians, however many homes sold; a dash means nothing sold. Total days count every listing of the home.

## EIGHT-QUARTER SHAPE · Q1 '25 TO Q4 '26 SO FAR

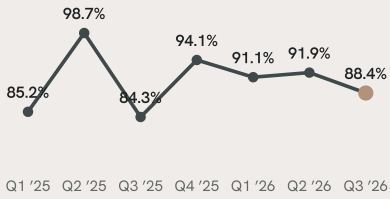
### MEDIAN SALE




### $ PER SQ FT



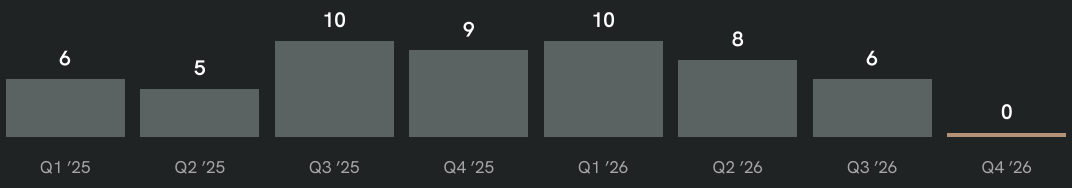

### % OF ORIGINAL




## SUPPLY

**4.1** months of supply, up from 2.9 on October 4th. 10 for sale and 0 pending on November 1st, 2026.

### CLOSINGS BY QUARTER

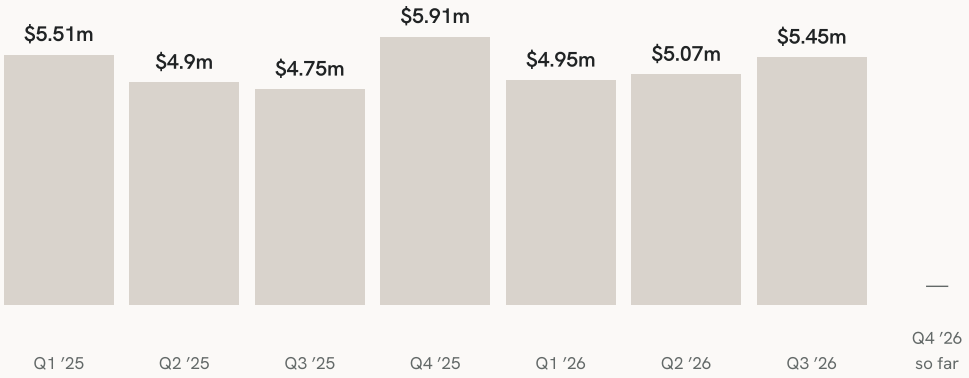


03

EIGHT QUARTERS, OLDEST TO NEWEST

# The trend

MEDIAN SALE PRICE, QUARTER BY QUARTER · Q4 '26 SO FAR IN GOLD

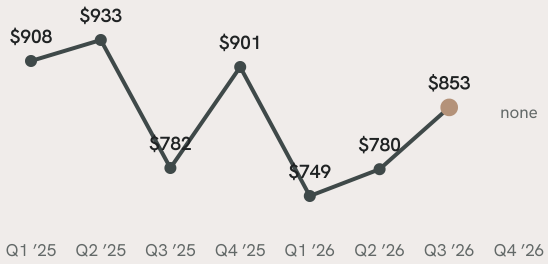



## $5.2m

TWELVE-MONTH MEDIAN

The latest full quarter, July to September, closed at a median of $5.45m, up 7% from $5.07m in April to June. One quarter mostly reflects which homes happened to sell, so I'd weigh the last two together.

PRICE PER SQ FT

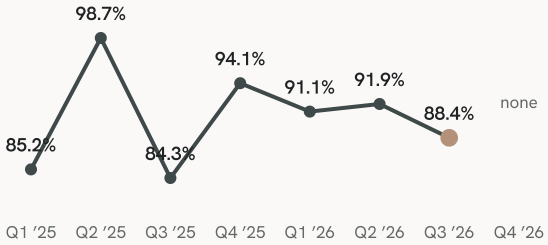



## $813

TWELVE MONTHS

Price per square foot was $853 in July to September against $780 the quarter before. Check the lot every time you compare two homes on price per foot.

OF ORIGINAL ASK




## 91.2%

TWELVE MONTHS

Homes sold at a median of 88.4% of their first asking price in July to September, against 91.9% in April to June. There is usually room between where a home starts and where it closes.

WHAT THE MONEY BOUGHT

| | HOMES | MEDIAN PRICE | MEDIAN SQ FT | MEDIAN LOT | $ / SQ FT |
|---|---|---|---|---|---|
| Sold, last 90 days | 5 | $5.2m | 6,459 | 1.25 ac | $805 |
| Sold, last 12 months | 29 | $5.2m | 6,459 | 1.22 ac | $813 |
| For sale, November 1st, 2026 (asking) | 10 | $7.57m | 7,859 | 1.34 ac | $897 |

First row: the last 90 days, as nothing sold in October. Asking prices are not sale prices, so read the last row on its own.

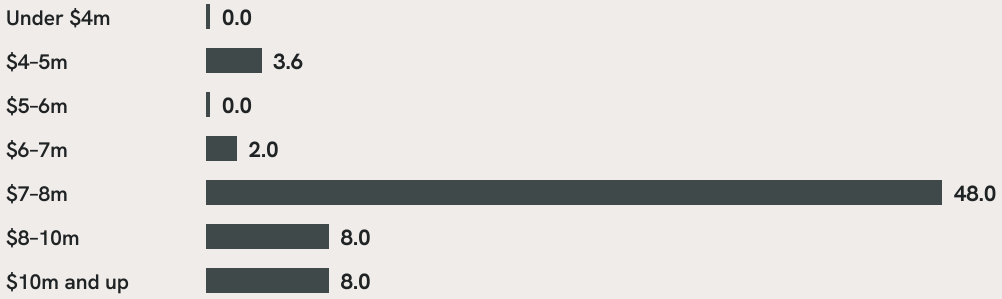
04

WHAT EACH PRICE RANGE BUYS, AND HOW IT'S MOVING

# The Range Finder

| PRICE RANGE | SOLD, 12 MO | MEDIAN SQ FT | MEDIAN LOT | $ / SQ FT | TOTAL DAYS | FOR SALE | VS OCT 4TH | SUPPLY (MO) |
|---|---|---|---|---|---|---|---|---|
| Under $4m | 2 | 5,190 | 1.82 ac | $698 | 157.5 | 0 | — | 0.0 — |
| $4–5m | 10 | 5,660 | 1.17 ac | $735 | 108 | 3 | ▲ 50% | 3.6 ▲ 80% |
| $5–6m | 6 | 6,057 | 1.11 ac | $853 | 53 | 0 | — | 0.0 — |
| $6–7m | 6 | 7,180 | 1.33 ac | $848 | 107.5 | 1 | — | 2.0 — |
| $7–8m | 2 | 7,281 | 1.20 ac | $1,032 | 94 | 4 | ▲ 33% | 48.0 24-mo pace |
| $8–10m | 2 | 8,597 | 2.37 ac | $1,011 | 158.5 | 1 | — | 8.0 24-mo pace |
| $10m and up | 1 | 31,068 | — | $901 | 238 | 1 | — | 8.0 24-mo pace |

MONTHS OF SUPPLY BY PRICE RANGE




WHAT IT MEANS

Between $4 and $5 million, there is one more home for sale than on October 4th. Nothing is for sale between $5 and $6 million right now.

Sold, size, lot, $/sq ft and total days: closings over the last twelve months, medians of however many sold. For sale: homes listed on November 1st, 2026, by asking price. Vs Oct 4th: the change in homes for sale since October 4th, up in green, down in red, a dash if the same. Supply: homes for sale divided by that range's monthly pace of sales, with its change since October 4th beneath. Where a range had fewer than six sales in twelve months, its pace reaches back by whole months until six sales, never past two years, and the months used show beneath.



THE TEN HIGHEST SALES · MAY–OCT 2026

# The Leaderboard

## $6,450,000

1 · 6089 AVENIDA ALTERAS · CLOSED 8/3/26

9,106 sq ft · 1.33 ac · first asked $6,995,000 · 51 total days



2 · CLOSED 7/6/26

### 16625 Via Lago Azul

**$6,173,000**

5,009 sq ft · 1.14 ac · first asked $7,495,000 · 226 total days



3 · CLOSED 6/8/26

### 16364 Via Cazadero

**$6,150,000**

7,569 sq ft · 1.02 ac · entered only to record the sale



4 · CLOSED 5/26/26

### 17538 Circa Oriente

**$6,063,320**

5,695 sq ft · — · entered only to record the sale

| | ADDRESS | CLOSED | SQ FT | LOT | FIRST ASKED | SOLD | TOTAL DAYS |
|---|---|---|---|---|---|---|---|
| 5 | 16614 Circa Del Sur | 6/16/26 | 6,790 | 1.71 ac | $6,399,000 | **$6,000,000** | 50 |
| 6 | 6056 Calle Camposeco | 9/15/26 | 7,406 | *1.40 ac* | $6,450,000 | **$5,703,750** | 81 |
| 7 | 16429 Avenida de los Olivos | 6/5/26 | 8,069 | 1.02 ac | $5,375,000 | **$5,375,000** | 25 |
| 8 | 16772 Camino Sierra Del Sur | 8/26/26 | 6,459 | 1.14 ac | $5,999,999 | **$5,200,000** | 263 |
| 9 | 17191 Camino de Montecillo | 9/15/26 | 5,655 | — | — | **$5,100,000** | — |
| 10 | 16591 Via Lago Azul | 9/17/26 | 4,711 | 1.17 ac | $4,995,000 | **$4,700,000** | 27 |

THE WINDOW

The ten highest sales from May 1st, 2026 to October 31st, 2026. The window starts with October and reaches back by whole months only until there are ten sales to rank. Days are total days on market across every listing of the home. A dash in first asked and days: a sale entered in the MLS only to record it, never marketed.

06
SIX SALES
JUL–OCT 2026

# Closed sales



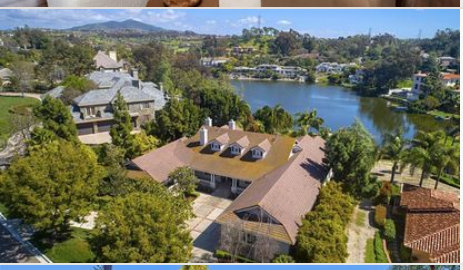
CLOSED 9/17/26
## 16591 Via Lago Azul
4,711 sq ft · 5 bd · 1.17 ac · first asked $4,995,000 · 27 total days

**$4,700,000**
$998 / sq ft
94.1% of original



CLOSED 9/15/26
## 6056 Calle Camposeco
7,406 sq ft · 6 bd · *1.40 ac* · first asked $6,450,000 · 81 total days

**$5,703,750**
$770 / sq ft
88.4% of original



CLOSED 9/15/26
## 17191 Camino de Montecillo
5,655 sq ft · 5 bd · — · entered only to record the sale, never marketed

**$5,100,000**
$902 / sq ft
— of original



CLOSED 8/26/26
## 16772 Camino Sierra Del Sur
6,459 sq ft · 6 bd · 1.14 ac · first asked $5,999,999 · 263 total days

**$5,200,000**
$805 / sq ft
86.7% of original



CLOSED 8/3/26
## 6089 Avenida Alteras
9,106 sq ft · 6 bd · 1.33 ac · first asked $6,995,000 · 51 total days

**$6,450,000**
$708 / sq ft
92.2% of original



CLOSED 7/6/26
## 16625 Via Lago Azul
5,009 sq ft · 4 bd · 1.14 ac · first asked $7,495,000 · 226 total days

**$6,173,000**
$1,232 / sq ft
82.4% of original

THE WINDOW

Every closing from July 1st, 2026 to October 31st, 2026, most recent first. October alone had fewer than six, so this page reaches back by whole months until it shows six. It is the only page that does.

07

AS OF NOVEMBER 1ST, 2026

# For sale and pending

MONTHS OF SUPPLY

## 4.1

Ten homes are for sale today, against 8 on October 4th. At the pace homes have sold over the last year, that's 4.1 months of supply, up from 2.9 four weeks ago.

FOR SALE · 10

MEDIAN ASK $7.57M

Days are total days, every listing counted

| ADDRESS | ASK | SQ FT | DAYS |
|---|---|---|---|
| 17949 Circa Oriente | $7,988,000 | 8,444 | 6 |
| 16866 Circa del Sur | $4,095,000 | 5,672 | 15 |
| 17185 Via Barranca Del Zorro | $7,650,000 | 7,726 | 41 |
| 17161 Camino Acampo | $7,900,000 | 5,911 | 60 |
| 6150 Avenida Alteras | $4,975,000 | 6,640 | 83 |

| ADDRESS | ASK | SQ FT | DAYS |
|---|---|---|---|
| 6102 Avenida Alteras | $9,999,000 | 9,250 | 111 |
| 6479 Calle Del Alcazar | $7,495,000 | 7,992 | 133 |
| 5860 Calle Camposeco | $6,898,000 | 9,944 | 211 |
| 17381 Circa Oriente | $4,299,000 | 5,562 | 474 |
| 6002 Via Posada Del Norte | $10,900,000 | 12,745 | 1928 |

PENDING · 0

Nothing is in escrow here today.

08
CAME OFF WITHOUT SELLING, LAST 30 DAYS

# Off the market

THE LAST 30 DAYS

Nothing here came off the market without selling in the last 30 days.



A NOTE FROM AJ

## If I were buying in Fairbanks Ranch right now

The market here is fairly balanced right now. That gives a buyer room to be selective without losing the home they want to a long wait.

If your range is between $6 and $7 million, that's where supply is tightest, at 2.0 months. I'd move faster there than anywhere else in Fairbanks Ranch.

Before you compare two homes on price per foot, compare the lots. A lot of the value here sits in the land, and price per foot hides it.

Some of the best opportunities I see are homes a buyer can make their own. My design and renovation background is how I help clients see what a home becomes and what the work is worth.

AJ Powers
BROKER/OWNER, IRONS & ESTATES

CALL OR TEXT AJ | EMAIL AJ