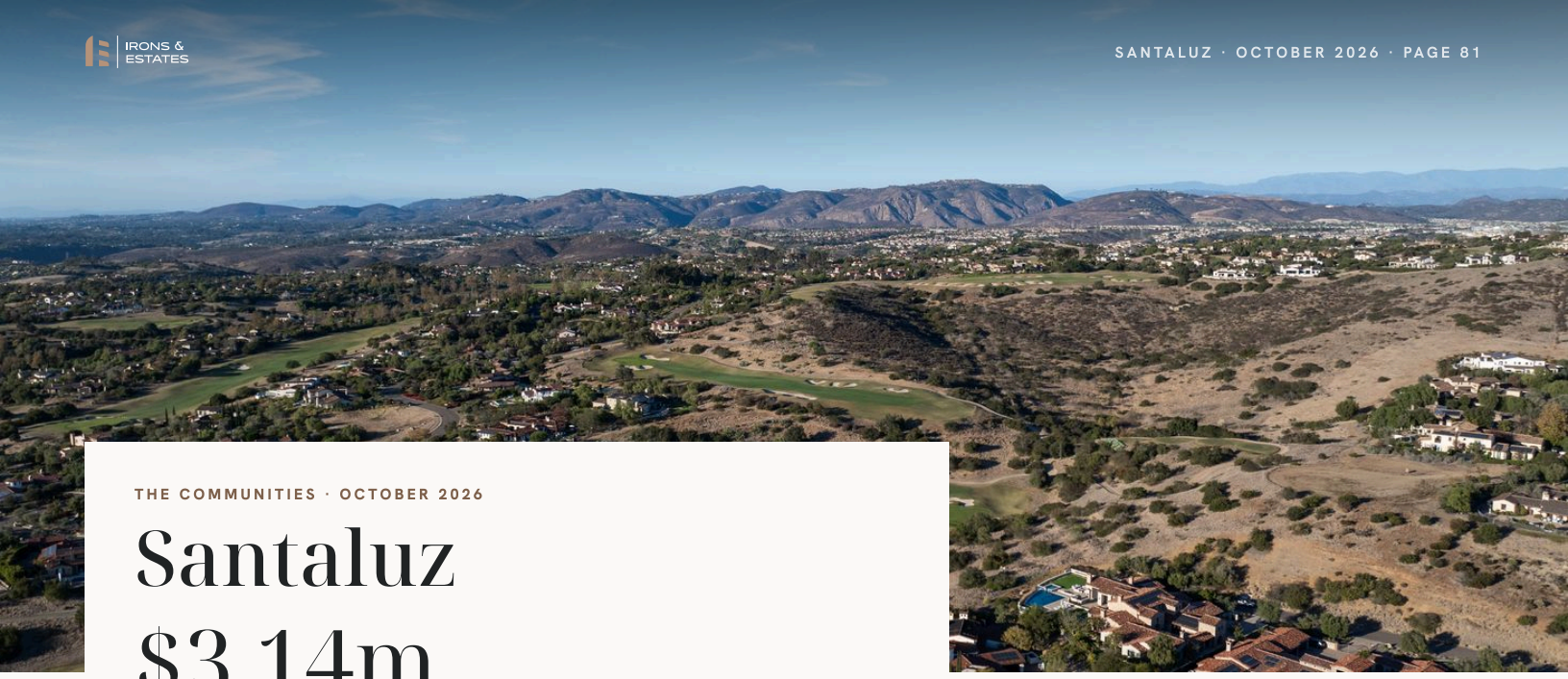


THE COMMUNITIES · OCTOBER 2026

Santaluz

$3.14m

MEDIAN SALE · OCT 2026

The market report · October 2026

The large figures cover October alone, however many homes sold. Beside each: July to September, and the twelve months to October 31st. A dash means nothing sold in October.

01
OCTOBER 2026

$3.14m	$926	94.8%	9	3
MEDIAN SALE	PRICE PER SQ FT	OF ORIGINAL ASK	TOTAL DAYS ON MARKET	CLOSINGS
Q3 2026: $5.79m 12 months: $3.23m	Q3 2026: $835 12 months: $794	Q3 2026: 92.9% 12 months: 92.9%	Q3 2026: 24 12 months: 24	Q3 2026: 10 12 months: 33

WHAT IT MEANS IF YOU'RE BUYING

This quarter is busier than last year. Santaluz closed three homes in October, and with four more in escrow it's on track for about 8 this quarter, against 4 in the same three months last year. There are 14 homes for sale right now, down from 15 at the start of October. At the pace homes have sold over the last year, that's about 5.1 months' worth.

Homes priced right are moving. The homes that sold in October took a median of 9 days from the first listing to the sale, relistings included. They sold at a median of about 95% of their last asking price. Counting earlier listings, eight of the 14 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

3	$3.14m	8	4	4
CLOSED SO FAR	MEDIAN SO FAR	FORECAST	IN ESCROW NOW	SAME QUARTER LAST YEAR

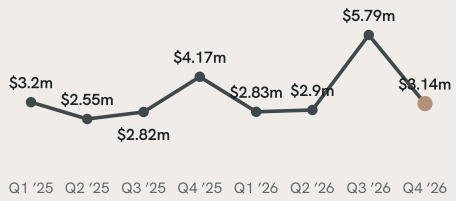
QUARTER BY QUARTER
MOST RECENT FIRST

QUARTER	SALES	MEDIAN SALE	$ / SQ FT	TOTAL DAYS	OF ORIGINAL
Q4 2026 so far	**3**	**$3.14m**	**$926**	**9**	**94.8%**
Q3 2026	10	$5.79m	$835	24	92.9%
Q2 2026	9	$2.9m	$794	18	96.0%
Q1 2026	9	$2.83m	$738	111.5	89.0%
Q4 2025	4	$4.17m	$784	33.5	85.7%
Q3 2025	6	$2.82m	$765	54	92.7%
Q2 2025	14	$2.55m	$825	25.5	97.0%
Q1 2025	13	$3.2m	$880	77	94.4%

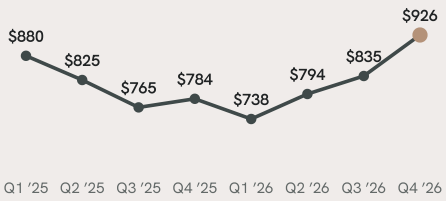
Every quarter shows its medians, however many homes sold; a dash means nothing sold. Total days count every listing of the home.

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

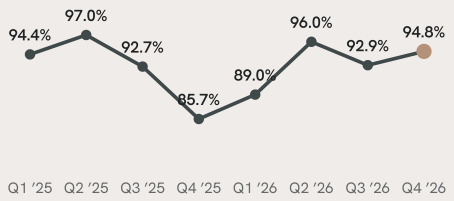
MEDIAN SALE



$ PER SQ FT



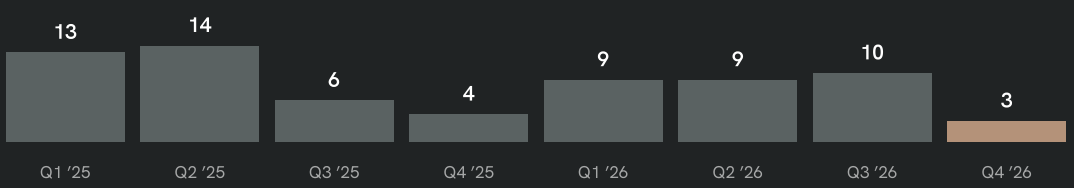
% OF ORIGINAL



SUPPLY

5.1 months of supply, down from 5.6 on October 4th. 14 for sale and 4 pending on November 1st, 2026.

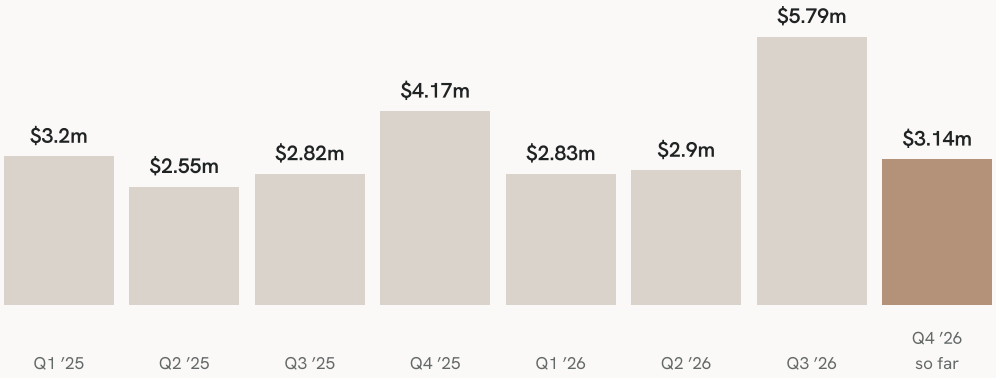
CLOSINGS BY QUARTER



03
EIGHT QUARTERS, OLDEST TO NEWEST

The trend

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

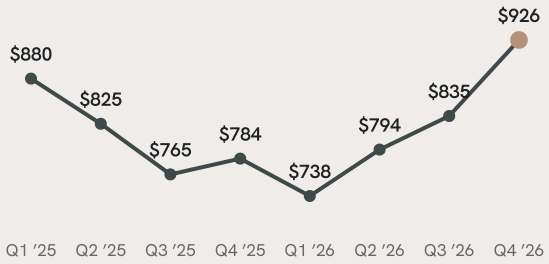


$3.23m

TWELVE-MONTH MEDIAN

The latest full quarter, July to September, closed at a median of $5.79m, up 100% from $2.9m 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

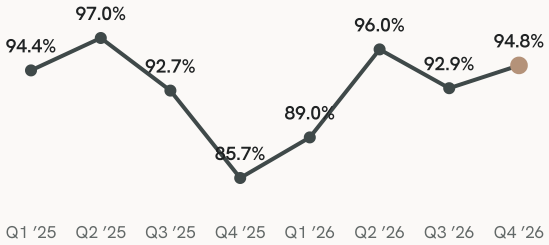


$794

TWELVE MONTHS

Price per square foot was $835 in July to September against $794 the quarter before. Check the lot every time you compare two homes on price per foot.

OF ORIGINAL ASK



92.9%

TWELVE MONTHS

Homes sold at a median of 92.9% of their first asking price in July to September, against 96.0% 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, Oct 2026	3	$3.14m	3,221	0.84 ac	$926
Sold, last 12 months	33	$3.23m	4,260	0.37 ac	$794
For sale, November 1st, 2026 (asking)	14	$6.62m	6,910	1.11 ac	$946

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	19	3,610	0.19 ac	$750	18	6	—	3.8 —
$4–5m	1	6,335	1.74 ac	$710	235	0	—	0.0 —
$5–6m	4	6,622	1.10 ac	$800	133	1	—	2.8 17-mo pace
$6–7m	5	6,009	1.43 ac	$1,040	24	0	—	0.0 —
$7–8m	4	7,431	1.29 ac	$1,000	39.5	1	▼ 67%	3.8 23-mo pace
$8–10m	0	—	—	—	—	3	▲ 50%	72.0 24-mo pace
$10m and up	0	—	—	—	—	3	—	no sales in 2 years

MONTHS OF SUPPLY BY PRICE RANGE



WHAT IT MEANS

Between $8 and $10 million, there is one more home for sale than on October 4th. Between $7 and $8 million, there are two fewer homes for sale than on October 4th. Nothing is for sale between $6 and $7 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 · AUG–OCT 2026

The Leaderboard

$7,400,000

1 · 8033 E ENTRADA DE LUZ · CLOSED 10/15/26

7,990 sq ft · 1.02 ac · first asked $7,800,000 · 7 total days



2 · CLOSED 8/22/26

8076 Entrada de Luz E

$7,150,000

6,655 sq ft · — · first asked $7,795,000 · 65 total days



3 · CLOSED 8/3/26

8084 Entrada De Luz East

$6,500,000

6,009 sq ft · 1.06 ac · first asked $6,995,000 · 24 total days



4 · CLOSED 8/17/26

8173 Doug Hill

$6,250,000

7,785 sq ft · 2.00 ac · first asked $6,795,000 · 125 total days

	ADDRESS	CLOSED	SQ FT	LOT	FIRST ASKED	SOLD	TOTAL DAYS
5	8024 Entrada De Luz West	9/23/26	5,620	0.68 ac	$6,150,000	**$6,150,000**	0
6	8136 Entrada de Luz E	8/18/26	6,339	1.13 ac	$5,999,000	**$5,425,000**	125
7	7805 Doug Hill	9/21/26	3,706	0.53 ac	$3,495,000	**$3,425,000**	6
8	7716 Briza Placida	8/10/26	4,735	0.29 ac	$3,499,000	**$3,225,000**	20
9	7936 Entrada De Luz W	10/7/26	3,221	0.84 ac	$3,400,000	**$3,140,000**	81
10	14390 Caminito Lazanja	8/28/26	3,990	0.26 ac	$2,730,000	**$2,730,000**	0

THE WINDOW

The ten highest sales from August 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.

06
ELEVEN SALES
AUG-OCT 2026

Closed sales



CLOSED 10/15/26
8033 E Entrada De Luz
7,990 sq ft · 6 bd · 1.02 ac · first asked $7,800,000 · 7 total days

$7,400,000
$926 / sq ft
94.9% of original



CLOSED 10/13/26
7675 Allegro Lane
3,117 sq ft · 3 bd · 0.14 ac · first asked $2,348,000 · 9 total days

$2,225,000
$714 / sq ft
94.8% of original



CLOSED 10/7/26
7936 Entrada De Luz W
3,221 sq ft · 3 bd · 0.84 ac · first asked $3,400,000 · 81 total days

$3,140,000
$975 / sq ft
92.4% of original



CLOSED 9/23/26
8024 Entrada De Luz West
5,620 sq ft · 4 bd · 0.68 ac · first asked $6,150,000 · 0 total days

$6,150,000
$1,094 / sq ft
100.0% of original



CLOSED 9/21/26
7805 Doug Hill
3,706 sq ft · 4 bd · 0.53 ac · first asked $3,495,000 · 6 total days

$3,425,000
$924 / sq ft
98.0% of original



CLOSED 8/28/26
14390 Caminito Lazanja
3,990 sq ft · 5 bd · 0.26 ac · first asked $2,730,000 · 0 total days

$2,730,000
$684 / sq ft
100.0% of original

06
ELEVEN SALES
AUG–OCT 2026

Closed sales (continued)



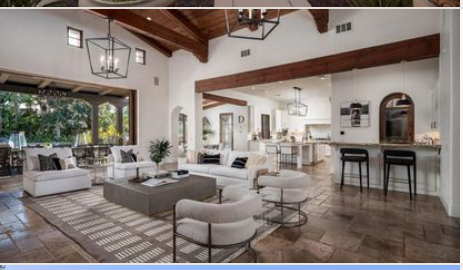
CLOSED 8/22/26
8076 Entrada de Luz E
6,655 sq ft · 5 bd · — · first asked $7,795,000 · 65 total days

$7,150,000
$1,074 / sq ft
91.7% of original



CLOSED 8/18/26
8136 Entrada de Luz E
6,339 sq ft · 5 bd · 1.13 ac · first asked $5,999,000 · 125 total days

$5,425,000
$856 / sq ft
90.4% of original



CLOSED 8/17/26
8173 Doug Hill
7,785 sq ft · 6 bd · 2.00 ac · first asked $6,795,000 · 125 total days

$6,250,000
$803 / sq ft
92.0% of original



CLOSED 8/10/26
7716 Briza Placida
4,735 sq ft · 5 bd · 0.29 ac · first asked $3,499,000 · 20 total days

$3,225,000
$681 / sq ft
92.2% of original



CLOSED 8/3/26
8084 Entrada De Luz East
6,009 sq ft · 4 bd · 1.06 ac · first asked $6,995,000 · 24 total days

$6,500,000
$1,082 / sq ft
92.9% of original

THE WINDOW

Every closing from August 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

5.1

14 homes are for sale today, against 15 on October 4th. At the pace homes have sold over the last year, that's 5.1 months of supply, down from 5.6 four weeks ago. Another four are in escrow.

FOR SALE · 14

MEDIAN ASK $6.62M

Days are total days, every listing counted

ADDRESS	ASK	SQ FT	DAYS
7714 Concerto	$2,395,000	3,038	6
7844 Sendero Angelica	$5,499,999	6,136	6
7555 Northern Lights	$8,995,000	8,293	27
7794 Doug Hill	$3,795,000	4,042	39
14980 Encendido	$11,500,000	7,788	57
8128 Run of the Knolls	$10,950,000	11,484	61
7929 Entrada De Luz East	$2,695,000	2,596	62

ADDRESS	ASK	SQ FT	DAYS
14760 Via Mantova	$2,376,000	3,802	80
8159 Doug Hill	$8,599,000	9,300	97
8459 Run of the Knolls	$2,650,000	2,232	162
8235 Caminito Santaluz Norte	$3,999,000	5,008	165
8187 Run of the Knolls	$11,800,000	8,000	192
8069 Entrada De Luz E	$7,750,000	7,684	347
8287 Run of the Knolls	$9,999,000	12,826	689

PENDING · 4

ADDRESS	LAST ASK	SQ FT	DAYS
7884 Entrada De Luz East	$7,950,000	7,676	15
7705 Allegro Lane	$2,439,000	3,117	136

ADDRESS	LAST ASK	SQ FT	DAYS
7795 Sendero Angelica	$7,295,000	7,311	481
8114 Sendero de la Pradera	$9,800,000	10,847	604

Days are total days, every listing counted.

08
CAME OFF WITHOUT SELLING, LAST 30 DAYS

Off the market

THE LAST 30 DAYS

One home came off the market here in the last 30 days and is already back for sale, so it is in the for-sale list.



A NOTE FROM AJ

If I were buying in Santaluz right now

I've spent a lot of time at Santaluz over the years, and I just sold a Hacienda del Sur on Entrada de Luz that I'm helping the owner renovate right now. The homes here vary more than people expect from one street to the next.

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