

THE COMMUNITIES · OCTOBER 2026

The Farms

$5.27m

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

$5.27m	$894	79.0%	84.5	2
MEDIAN SALE	PRICE PER SQ FT	OF ORIGINAL ASK	TOTAL DAYS ON MARKET	CLOSINGS
Q3 2026: $4.43m 12 months: $4.87m	Q3 2026: $697 12 months: $894	Q3 2026: 94.5% 12 months: 92.4%	Q3 2026: 21.5 12 months: 38.5	Q3 2026: 2 12 months: 6

WHAT IT MEANS IF YOU'RE BUYING

This quarter is busier than last year. The Farms closed two homes in October. It's on track for about three this quarter, against 1 in the same three months last year. There are two homes for sale right now, down from 3 at the start of October. At the pace homes have sold over the last year, that's about 4 months' worth.

Buyers are taking their time. The homes that sold in October took a median of 84.5 days from the first listing to the sale, relistings included. Every one of them sold below its first asking price, at a median of about 79% of it. Counting earlier listings, both 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

2	$5.27m	3	0	1
CLOSED SO FAR	MEDIAN SO FAR	FORECAST	IN ESCROW NOW	SAME QUARTER LAST YEAR

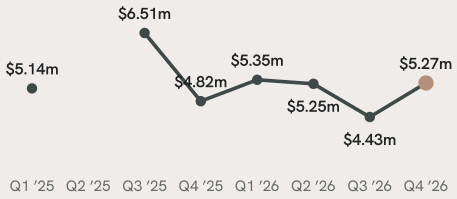
QUARTER BY QUARTER
MOST RECENT FIRST

QUARTER	SALES	MEDIAN SALE	$ / SQ FT	TOTAL DAYS	OF ORIGINAL
Q4 2026 so far	**2**	**$5.27m**	**$894**	**84.5**	**79.0%**
Q3 2026	2	$4.43m	$697	21.5	94.5%
Q2 2026	1	$5.25m	$955	44	95.5%
Q1 2026	1	$5.35m	$971	79	89.2%
Q4 2025	1	$4.82m	$869	26	89.3%
Q3 2025	2	$6.51m	$965	94	86.7%
Q2 2025	0	—	—	—	—
Q1 2025	1	$5.14m	$688	9	102.9%

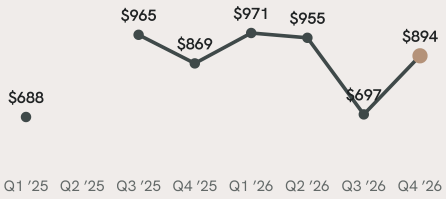
Every quarter shows its medians, however many homes sold; a dash means nothing sold. Total days count every listing of the home.

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

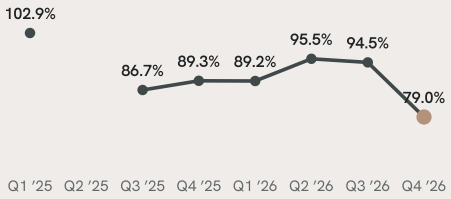
MEDIAN SALE



$ PER SQ FT



% OF ORIGINAL

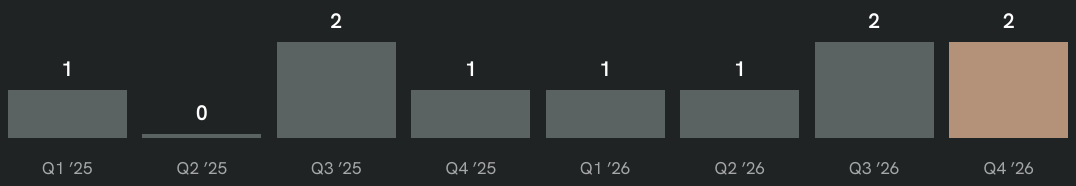


SUPPLY

4.0

months of supply, down from 6.5 on October 4th. 2 for sale and 0 pending on November 1st, 2026.

CLOSINGS BY QUARTER

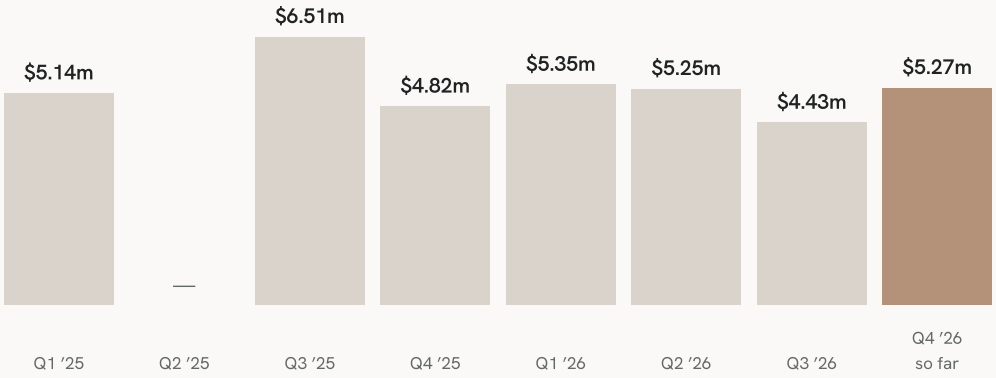


03

EIGHT QUARTERS, OLDEST TO NEWEST

The trend

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

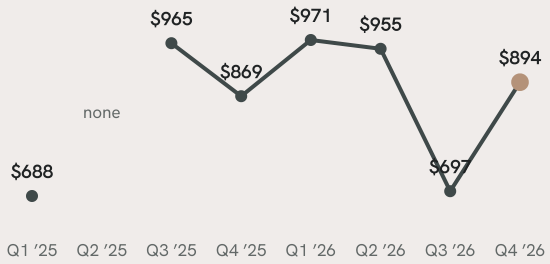


$4.87m

TWELVE-MONTH MEDIAN

The latest full quarter, July to September, closed at a median of $4.43m, down 16% from $5.25m 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

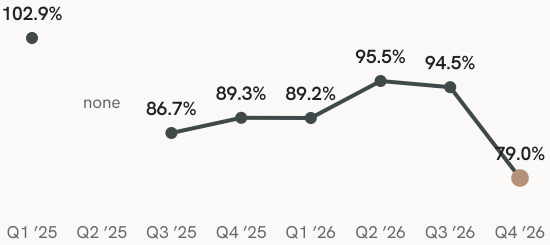


$894

TWELVE MONTHS

Price per square foot was $697 in July to September against $955 the quarter before. Check the lot every time you compare two homes on price per foot.

OF ORIGINAL ASK



92.4%

TWELVE MONTHS

Homes sold at a median of 94.5% of their first asking price in July to September, against 95.5% 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	2	$5.27m	5,866	0.91 ac	$894
Sold, last 12 months	6	$4.87m	5,505	0.72 ac	$894
For sale, November 1st, 2026 (asking)	2	$6.37m	7,176	0.83 ac	$941

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	0	—	—	—	—	0	—	—
$4–5m	3	5,367	0.74 ac	$838	14	1	—	4.8 24-mo pace
$5–6m	2	5,505	0.68 ac	$963	61.5	0	—	0.0 —
$6–7m	1	6,623	1.00 ac	$931	155	0	—	0.0 —
$7–8m	0	—	—	—	—	0	—	—
$8–10m	0	—	—	—	—	1	▼ 50%	24.0 24-mo pace
$10m and up	0	—	—	—	—	0	—	—

EVERY SALE LAST TWELVE MONTHS BY PRICE

ADDRESS	CLOSED	SQ FT	LOT	FIRST ASKED	SOLD	TOTAL DAYS
7891 Muirfield Way	10/8/26	6,623	1.00 ac	$9,995,000	**$6,165,000**	155
6968 Saint Andrews Rd	2/27/26	5,511	0.70 ac	$5,995,000	**$5,350,000**	79
7430 St. Andrews Rd	4/15/26	5,499	0.66 ac	$5,495,000	**$5,250,000**	44
7896 Saint Andrews Rd	8/10/26	5,367	0.74 ac	$4,495,000	**$4,495,000**	10
7566 St Andrews	10/16/26	5,108	0.82 ac	$4,550,000	**$4,380,000**	14
6999 Royal Birkdale Place	8/7/26	7,844	0.63 ac	$4,900,000	**$4,361,960**	33

Total days count every listing of the home in an unbroken run.

WHAT IT MEANS

Between $8 and $10 million, there is one fewer home for sale than on October 4th.

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.

05

THE TEN HIGHEST SALES
FEB 2025–OCT 2026

The Leaderboard

1

CLOSED 7/21/25
NO PHOTOGRAPH ON FILE

7888 Muirfield Way

8,878 sq ft · 0.97 ac · first asked $10,495,000 · 16 total days

$9,000,000



2 · CLOSED 10/8/26

7891 Muirfield Way

$6,165,000

6,623 sq ft · 1.00 ac · first asked $9,995,000 · 155 total days



3 · CLOSED 2/27/26

6968 Saint Andrews Rd

$5,350,000

5,511 sq ft · 0.70 ac · first asked $5,995,000 · 79 total days



4 · CLOSED 4/15/26

7430 St. Andrews Rd

$5,250,000

5,499 sq ft · 0.66 ac · first asked $5,495,000 · 44 total days

	ADDRESS	CLOSED	SQ FT	LOT	FIRST ASKED	SOLD	TOTAL DAYS
5	6906 Royal Birkdale Pl	2/24/25	7,470	0.73 ac	$4,995,000	**$5,140,000**	9
6	6796 St Andrews Road	10/7/25	5,548	0.92 ac	$5,400,000	**$4,820,000**	26
7	7896 Saint Andrews Rd	8/10/26	5,367	0.74 ac	$4,495,000	**$4,495,000**	10
8	7566 St Andrews	10/16/26	5,108	0.82 ac	$4,550,000	**$4,380,000**	14
9	6999 Royal Birkdale Place	8/7/26	7,844	0.63 ac	$4,900,000	**$4,361,960**	33
10	8374 St Andrews Rd	9/23/25	4,393	0.87 ac	$4,595,000	**$4,025,000**	172

THE WINDOW

The ten highest sales from February 1st, 2025 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

SIX SALES
FEB–OCT 2026

Closed sales



CLOSED 10/16/26

7566 St Andrews

5,108 sq ft · 5 bd · 0.82 ac · first asked $4,550,000 · 14 total days

$4,380,000
$857 / sq ft
96.3% of original



CLOSED 10/8/26

7891 Muirfield Way

6,623 sq ft · 6 bd · 1.00 ac · first asked $9,995,000 · 155 total days

$6,165,000
$931 / sq ft
61.7% of original



CLOSED 8/10/26

7896 Saint Andrews Rd

5,367 sq ft · 4 bd · 0.74 ac · first asked $4,495,000 · 10 total days

$4,495,000
$838 / sq ft
100.0% of original



CLOSED 8/7/26

6999 Royal Birkdale Place

7,844 sq ft · 5 bd · 0.63 ac · first asked $4,900,000 · 33 total days

$4,361,960
$556 / sq ft
89.0% of original



CLOSED 4/15/26

7430 St. Andrews Rd

5,499 sq ft · 4 bd · 0.66 ac · first asked $5,495,000 · 44 total days

$5,250,000
$955 / sq ft
95.5% of original



CLOSED 2/27/26

6968 Saint Andrews Rd

5,511 sq ft · 4 bd · 0.70 ac · first asked $5,995,000 · 79 total days

$5,350,000
$971 / sq ft
89.2% of original

THE WINDOW

Every closing from February 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

4.0

Two homes are for sale today, against 3 on October 4th. At the pace homes have sold over the last year, that's 4.0 months of supply, down from 6.5 four weeks ago.



FOR SALE · 87 TOTAL DAYS

7825 Muirfield Way

4,200 sq ft · 5 bd · 0.60 ac · re-listed 7/6/26

$4,495,000

first asked $4,985,000



FOR SALE · 209 TOTAL DAYS

7756 St Andrews

10,153 sq ft · 5 bd · 1.07 ac · listed 4/6/26

$8,250,000

first asked $8,450,000

PENDING · 0

Nothing is in escrow here today.

SOLD RECENTLY
FEB–OCT 2026

ADDRESS	CLOSED	SQ FT	LOT	FIRST ASKED	SOLD	TOTAL DAYS
7566 St Andrews	10/16/26	5,108	0.82 ac	$4,550,000	**$4,380,000**	14
7891 Muirfield Way	10/8/26	6,623	1.00 ac	$9,995,000	**$6,165,000**	155
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The most recent sales, to set the homes for sale against.

Total days count every listing of the home in an unbroken run. Re-listed: the home was listed before and came back on the market.

08
CAME OFF WITHOUT SELLING, LAST 30 DAYS

Off the market

CAME OFF 10/15/26
6868 Spyglass Lane

$8,750,000
LAST ASK

$9,990,000
FIRST ASKED

477
TOTAL DAYS · 11,320 SQ FT · 2.39 AC

IF ONE WAS ON YOUR LIST

One home came off the market in the last 30 days without selling. If one of them was on your list, I can find out where it stands. Days are total days on market, counting every listing of the home in an unbroken run.



A NOTE FROM AJ

If I were buying in The Farms 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.

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