

Q2 2026 Real Estate Market Report

2026 vs. 2025 Sales Analysis

A clear comparison of Q2 sold activity

This report compares closed home sales in University Park Country Club during Q2 2026 with the same quarter in 2025, highlighting changes in sales activity, pricing, negotiation, and market timing.

20	+17.6%	\$712,500	94%
Q2 2026 sales	sales volume	median sold price	average SP/LP

Market Metric	Q2 2026	Q2 2025	Change / Signal
Closed sales	20	17	+17.6%
Average list price	\$836,753	\$962,924	-13.1%
Average sold price	\$792,350	\$920,471	-13.9%
Median list price	\$749,500	\$895,000	-16.3%
Median sold price	\$712,500	\$850,000	-16.2%
Average list price / sq. ft.	\$337.74	\$381.29	-11.4%
Average sold price / sq. ft.	\$319.04	\$364.55	-12.5%
Average sold-to-list ratio	94%	96%	2 points lower
Median days to contract	65	41	58.5% slower
Median days to close	96	118	18.6% faster
Average size	2,411 sq. ft.	2,493 sq. ft.	-3.3%
Median size	2,559 sq. ft.	2,484 sq. ft.	+3.0%

Q2 2026 Market Summary

Metric	Year-over-Year Change	Market Signal
Sales volume	Up 17.6%	More activity
Median sold price	Down 16.2%	Lower pricing
Average sold price / sq. ft.	Down 12.5%	Softer values
Days to contract	Slower	Buyers more selective
Average SP/LP ratio	Lower	More negotiation
Days to close	Faster	Smoother closings

Q2 2026 recorded more home sales than Q2 2025, but at lower price levels. Buyers were more price-conscious, negotiated more aggressively, and took longer to make purchasing decisions. Once homes went under contract, however, transactions closed more quickly.

What this means for UPCC sellers

The increase in completed sales demonstrates that buyers remained active. However, lower prices, a lower average sold-to-list ratio, and longer marketing time show that buyers were selective and value-conscious. Accurate pricing, strong presentation, and property-specific positioning were especially important.

What this means for UPCC buyers

Buyers had more negotiating leverage than during Q2 2025 and generally took more time before committing. Even so, the higher number of completed sales confirms that well-positioned homes continued to attract buyers and close successfully.

Marina's perspective

Community-wide figures provide context, but they do not determine the value of an individual home. Neighborhood, view, condition, renovation quality, floor plan, privacy, and current competition can materially affect market response. A property-specific analysis remains the most reliable way to make a buying or selling decision.

Source: Stellar MLS statistics sheets for UPCC sold listings, Q2 2026 and Q2 2025. Statistics are calculated by column and may not represent the same individual listing across every minimum, maximum, average, or median field. Information is deemed reliable but not guaranteed. This independent real estate report is not affiliated with or endorsed by University Park Country Club or the University Park Community Association.