The Grand
2nd Quarter 2026
Market Report

Welcome to The Grand—we're thrilled to have you as part of the community!

The Burkardt GROUP

REALTYONEGROUP

As a homeowner, staying informed about local real estate trends is important, and we provide Quarterly Market Reports specific to The Grand to help keep you up to date. These reports are sent via email - THIS IS YOUR ONE AND ONLY MAILED REPORT. To be included, simply email your name and address to **Connect@TheBurkardtGroup.com**. We look forward to keeping you informed about real estate activity in The Grand!

**** Save this report with your 2026 Home Purchase documents****

The Grand
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Market Report

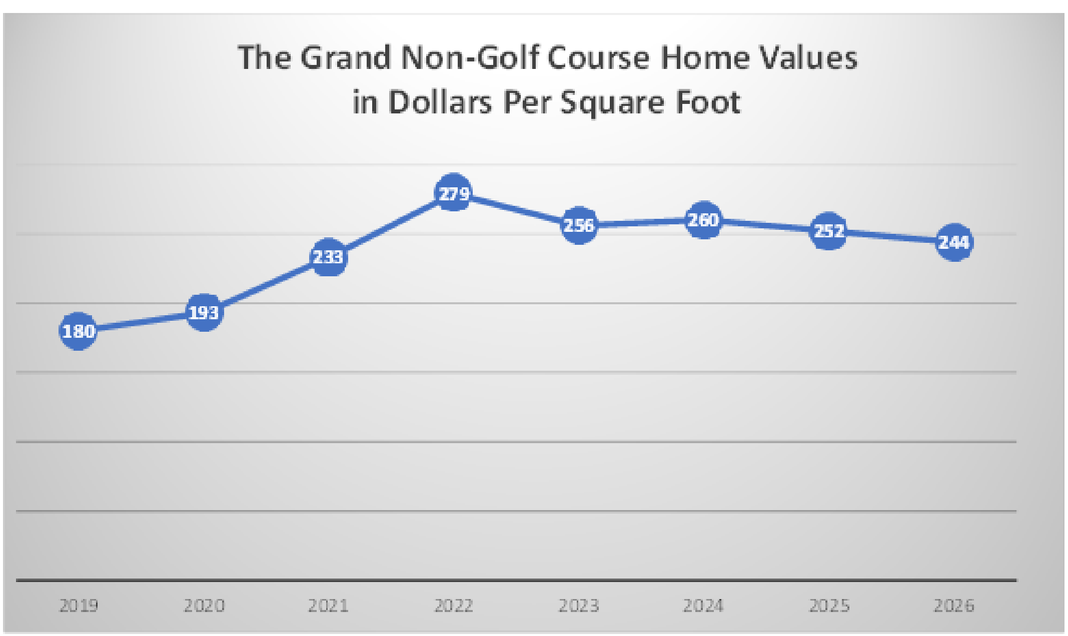
Karen Burkardt & Bob Garwood are full-time REALTORS® working as a team, available year-round to assist with your real estate needs.

This report covers all home sales in The Grand (except La Solana condos, for-sale-by-owner homes, and those sold by discount brokers outside the MLS). The data spans from 2019 through the second quarter of 2026 and includes both golf course and non-golf course homes. To give you the clearest picture, we've combined all 2026 sales —more data means more reliable insights!

We hope you find the information in this report helpful and insightful. Whether you're buying, selling, or just staying informed-- Our goal is to provide clear, reliable market data so you can make confident decisions. We appreciate your business and look forward to helping you with your real estate needs in the future.

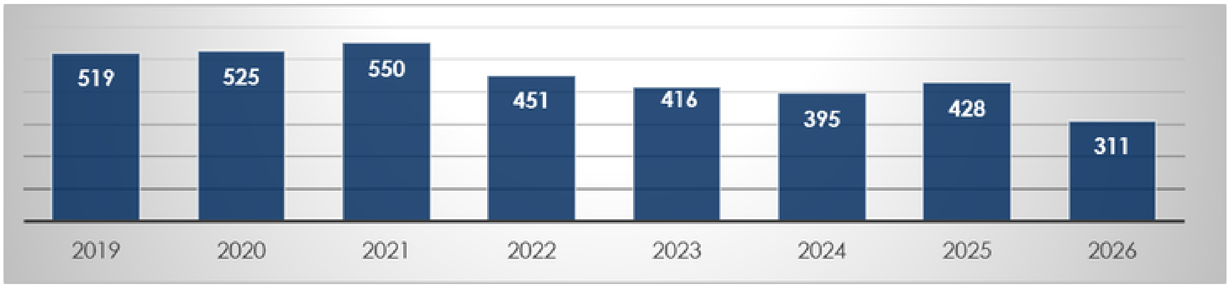
Here are 5 indicators we can use to help determine market conditions:
· Home prices
· Sales Volume
· The time it takes to sell a home, or days on market
· Home inventory- or the number of months needed to sell the current homes on market
· The difference, or discount, between the actual sales price and the listing price

HOME PRICES:
The average dollars per square foot is now at **$244** through the 2nd quarter of 2026. This is a decrease of **3.2%** during the first 2nd quarter of 2026.



SALES VOLUME:

Sales volume increased in 2025 and was higher than the previous 2 years. The volume of homes sold during Quarter 2 2026 is **60.75%** of 2025 total number of sales.



DAYS ON MARKET:

Homes in The Grand averaged **84** days on the market in 2025, **rising** to **97** days through Q2 of 2026. This reflects a **buyers market condition**.

HOME INVENTORY:

Inventory is calculated by dividing active listings by average monthly sales. Here is a key we use to determine the market based on home inventory/sales:

Less than 2 months = Seller's market
2–4 months = Balanced
4 months+ = Buyer's market

The Grand currently has **2.59 months** of inventory—indicating a **Balanced** market.

LIST VS. SALE PRICE:

This metric helps gauge market strength:

A sale price 2% or more below list price = signals a Buyer's market
When the average sales price is above list price = Seller's market
0-2% below list price = Balanced/slight Seller's Market

Currently, homes are selling for about **97.33%** their final list price (or **2.7% below**), with many sellers lowering prices before closing. This percentage of discount between the initial asking price and the final sales price. This is the last indicator of a **buyer's market**.

Conclusion:

The Grand is in a buyers market.

What does this mean for you if you're buying or selling in today's market?

Sellers:
Pricing your home right from the start is crucial. Overpricing often leads to multiple reductions and extended time on the market. In today's buyers market, competitive pricing and strong presentation make all the difference.

Buyers:
It's a great time to negotiate! Fewer competing offers mean more room to ask for concessions—like seller-paid closing costs or contingent offers. Be sure to explore financing options with multiple lenders or your financial advisor to find the best fit, especially with fluctuating interest rates.

"When is the best time to sell?"

It's a question we hear often—and the best answer comes from the data. The chart below shows the percentage of homes sold each quarter over the past four years. By looking at seasonal trends and sales activity, you'll get a clearer picture of when the market tends to be most active—and how that might influence your own timing.

Year	1st Quarter	2nd Quarter	3rd Quarter	4th Quarter
2022	35.8%	33.1%	16.8%	14.3%
2023	20.0%	38.6%	19.5%	21.9%
2024	27.9%	33.4%	17.7%	21.0%
2025	28.7%	31.6%	18.8%	20.9%
Average	28.1%	34.2%	18.2%	19.5%

Thinking of buying or selling?

We're here to help you navigate this changing market and get the best price possible. Whether you're making a move or just exploring your options, we go above and beyond to support our clients and friends every step of the way. **Feel free to reach out for listings in The Grand, your personalized Home Value Report or any questions you may have! 623-428-9846!**

The Grand Home Sales History- 2019 through 2026

Non-Golf Course Homes

Year	Total Number Homes Sold	Average Sales Price, in 000	% change from previous year	Average List Price, in 000	% discount list price to sales price	Avg Dollars per Sq Ft, in 000	% change from the previous year	Average Days on the Market
2019	519	$316	9.7%	$321	-1.6%	$180	7.1%	50
2020	525	$333	5.4%	$339	-1.8%	$193	7.2%	54
2021	576	$403	21.0%	$402	0.2%	$233	20.7%	31
2022	451	$479	18.9%	$479	0.0%	$279	19.7%	30
2023	416	$452	-5.6%	$462	-2.2%	$256	-8.2%	74
2024	395	$456	0.9%	$465	-1.9%	$260	1.6%	81
2025	428	$443	-2.9%	$454	-2.4%	$252	-3.1%	92
2026 Q2	260	$439	-0.9%	$451	-2.7%	$244	-3.2%	97

Golf Course Homes

Year	Total Number Homes Sold	Average Sales Price, in 000	% change from previous year	Average List Price, in 000	% discount list price to sales price	Avg Dollars per Sq Ft, in 000	% change from the previous year	Average Days on the Market
2019	83	$543	7.7%	$560	-3.0%	$218	4.3%	69
2020	96	$542	-0.2%	$564	-3.9%	$231	6.0%	79
2021	96	$650	19.9%	$666	-2.4%	$265	14.7%	53
2022	60	$757	16.5%	$760	-0.4%	$316	19.2%	29
2023	87	$724	-4.4%	$746	-2.9%	$301	-4.7%	60
2024	78	$777	7.3%	$796	-2.4%	$313	4.0%	62
2025	78	$735	-5.4%	$763	-3.7%	$307	-2.1%	97
2026 Q2	51	$744	1.2%	$764	-2.6%	$302	-1.5%	67

Special Offer for Homeowners in The Grand

Many homeowners have asked us for regular home value updates to help track their property's worth—so we've made it simple!

If you'd like a **free**, personalized home value report delivered regularly, just email:

connect@theburkardtgroup.com

Include your home address and let us know if you'd prefer email or mail.
Your information stays private.
No pressure, no sales pitch—just helpful info, whenever you want it!

Thinking of Selling Your Home? Read This First

Sellers control two key things: price and presentation.
Buyers in The Grand are selective. A clean, well-staged home with minimal clutter makes a huge difference—think of it like a blind date: if the first impression isn't great, they move on fast.

✨ Staged homes sell over twice as fast and often at a higher price. That's why we provide professional staging tips and pay for a pro photographer to capture 30–70 high-quality listing photos. Since most buyers start online, stunning photos are what get them through your door—and help your home sell faster.

Supporting Our Clients—Before, During & After the Sale

We're committed to providing exceptional service and added value to our past, present, and future clients every day. Here's how we can help:

✔️ Quarterly Market Report for The Grand
✔️ Annual Home Value Update (or anytime upon request)
✔️ Trusted Contractor Referrals for your home projects
✔️ Help Securing Your Next Home in The Grand

Want to receive any of these? Just email **Connect@TheBurkardtGroup.com** and let us know what you're interested in. We're happy to help—no pressure, just value.

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