Beyond the asking price

A practical guide to reading the Pinecrest market - and planning the home you sell and the one you buy next.

One move can involve two different markets.
A homeowner selling in one price range and buying in another should study both sets of alternatives. A village-wide median cannot show that contrast.

1 / Start with your price range

Price range	Active	Contract[1]	Closed[2]	Median sale[2]
Up to $1.5M	0	0	6	$1.333M
Over $1.5M-$2.2M	7	5	33	$1.730M
Over $2.2M-$3M	11	6	25	$2.757M
Over $3M-$5M	19	11	31	$4.125M
Over $5M-$8M	37	2	13	$6.350M
Over $8M	34	2	8	$12.700M

[1] Active With Contract + Pending. Inventory refreshed Nov 11, 2026, grouped by asking price.
[2] Supplied closings observed May 8-Nov 4, 2026, grouped by sale price. Historical sales and current inventory measure different things.

2 / Three findings worth remembering

Entry opportunities have occurred, but were absent from this snapshot. Six homes closed at $1.5M or less in the supplied period; none were Active in that range. Prepare your financing, priorities and renovation limits before an option appears.

Much of the available inventory sits at the upper end. Seventy-one Active homes were asking over $5M. That gives a reason to examine competing properties closely; it does not establish a standard discount or predict how long a specific home will take to sell.

The home you own and the home you want deserve separate comparisons. For a move, compare a supported sale-price range, realistic purchase options and the cash needed between them, including transaction costs and planned work.

What these numbers cannot tell you: This is a supplied sample, not a certified complete census. It does not establish appreciation, market-wide days on market, months of supply or an individual home’s value. Refresh inventory before making a decision.

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A real comparison, plus a short decision check you can use before your next move.

3 / Two five-bedroom pool homes. $285,000 apart.

Closed sale	10330 SW 71st Ave	10235 SW 58th Ct
Price / closing date	$2.275M / Aug 3, 2026	$2.56M / Jun 22, 2026
Reported living area	2,789 sq. ft.	3,004 sq. ft.
Lot	15,178 sq. ft.	17,500 sq. ft.
Kitchen: photo impression	More contemporary	More traditional
Roof: listing information	Installation date not shown	New roof advertised
Flood zone: MLS-reported	AE	X

The more contemporary kitchen did not come with the higher closing price. The $2.56M home offered more reported living area and land, plus an advertised new roof. Our photo review and neighborhood discussion raised further questions about usable layout and street setting. Those impressions still need an in-person check.

This pair illustrates differences; it does not isolate a dollar premium for any feature. Verify improvements and living area. Zone X does not mean no flood risk or guarantee no insurance requirement.

4 / Ask better questions before spending more

Before paying for finishes: Could you change the kitchen later? Could you change the street, lot or basic layout as easily? Separate fixable preferences from constraints you would live with.

Before pricing a home: Choose three genuinely similar closed sales and three current alternatives. Explain the differences in setting, usable space, condition and major systems. A nearby sale alone is not enough.

Before choosing your next home: Write down three non-negotiables, two acceptable compromises and the work you are willing to manage. Include natural light, outdoor space and daily routines alongside bedrooms and square footage.

Want to apply this to your own move?
Text **PINECREST** to **786.795.8814** for a comparison tailored to your home or search. Tell me the address or target area, approximate price range and timing.

Sources: Nov 11, 2026 SEFMLS inventory export; original May 8-Nov 4 closing sample and Agent Full reports A11991721 / A12003460. Condos/townhomes and two previously excluded special offerings omitted from inventory. One duplicate closing removed. Kitchen descriptions are photo impressions; roof is an unverified listing claim.

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