

The 2026 Inventory Inflection

Cycle

Executive Summary

Aged-on-market days at the top end have quietly become our most reliable leading indicator. The signal is now flashing in three of seven primary markets we track.

The signal

Inventory aging past 180 days correlates with subsequent price softening within 2–3 quarters across our 12-year dataset.

Currently elevated in Aspen, Hamptons, and Park City — historically a precursor to advisor-led off-market activity.

Tactical posture

Buyers: prioritize off-market introductions in flagged markets — sellers are increasingly receptive to private trade.

Sellers: consider a quiet representation strategy before publicly listing; preserves optionality on price discovery.

This brief is prepared for the recipient's internal use. Figures are estimates based on multi-source aggregation and broker channel checks; not investment advice. © Maison Residential.