

The Fall 2026 Listing Calendar

Work backward from the closing date you want. Built from 25 months of realMLS sales data for the four North Jacksonville ZIPs.

Key dates, working backward from your close

If you want to...	Go live by	Under contract by	Why it matters
Be live for Realtor.com's Jacksonville "best week to buy" (Oct 25–31)	Sun, Oct 18	—	A week of photos, showings and saves before the most-searched week of the fall
Close before Thanksgiving (Nov 26)	Late September	Tue, Oct 27	Already tight — realistic only for homes priced to move in two weeks
Close by December 31 (2027 homestead date for your buyer)	Oct 25 – Nov 1	Tue, Dec 1	Contract in the low-competition November window; close while buyers still need the date
Avoid the January–February pile-up	No later than Nov 8	Before Dec 15	After this, you're choosing between a holiday listing and a 55-day January listing
Wait for the spring momentum week (Mar 22, 2027)	Mid-March 2027	April 2027	Most views and least discounting of the year — plus five more months of carrying costs

Your 6-week countdown to go-live

- **Week 6:** Pricing consult. Pull the last 90 days of sales and pendings on your street and price for the first 14 days.
- **Week 5:** Gather insurance paperwork buyers will ask for — 4-point, wind mitigation, and your elevation certificate if you're in a flood zone. Consider a pre-listing inspection.
- **Week 4:** Fix what an inspector will flag: roof, HVAC service, water heater, obvious leaks.
- **Week 3:** Declutter, paint, and stage. Pick the concession you'd offer (a rate buydown usually beats a price cut at 7%).
- **Week 2:** Photos in October light; write the listing around the payment, not just the price.
- **Week 1:** Pre-market to agents and neighbors, then go live Thursday so the first weekend does the work.

Why fall works in North Jax

~47%
fewer new listings in November than the spring pace

~29%
drop in new pendings over the same stretch

0.94
pendings per new listing, Nov 2025 — the best ratio of the year

51–59
median days on market in Jan–Feb 2026 — the worst

Other dates to know: Nov 3 — Amendment 3 vote. Dec 11 — flood insurance (NFIP) authorization runs out unless extended; waterfront sellers should keep their policy assignable. Moving to Florida from out of state? Residency by Dec 31, 2026 matters if Amendment 3 passes.

Data: realMLS Market Insights (Domus Analytics) for ZIPs 32218, 32219, 32225 and 32226, Sep 2024–Aug 2026, accessed through the author's REALTOR® membership; Realtor.com Best Time to Buy (Sept 2026) and Best Time to Sell (March 2026) reports. Seasonal figures describe the four ZIPs combined; your street may differ. Dates assume a typical 30-day financed closing. Not legal or tax advice — confirm homestead and Amendment 3 questions with the Duval County Property Appraiser. Full guide: blog.seealllistings.homes/best-time-to-sell-a-house-in-jacksonville. Equal Housing Opportunity.