SUMMER 2026 EDITION

The Northlake Rental Market Update

What your summer rental market actually did — and what it means for you.

MEDIAN RENT (SUMMER 2026)	$2,800
YEAR-OVER-YEAR CHANGE	0.0% (flat)
MEDIAN DAYS ON MARKET	26
SALE-TO-LIST RATIO	100%
CLOSED LEASES ANALYZED	198

Prepared by Matthew Salsberry — Salsberry Property Management & Realty, LLC
Data pulled August 20, 2026 — salsberrypropertymanagement.com

What This Is

Every summer, Northlake homeowners quietly wonder the same thing: **if I rented my house out — or renewed my tenant — what would it actually rent for right now, and is that different from last year?**

This report answers that question. Written for you — not for investors with spreadsheets. Just the real numbers, pulled straight from the MLS.

• **Summer 2026:** June 1 – August 20, 2026 (198 leases)
• **Summer 2025:** June 1 – August 20, 2025 (198 leases)

The Big Picture, In One Line

Northlake is one of the most precisely stable rental markets in DFW right now. Median rent, volume, $/sqft, and sale-to-list ratio all held identical to last summer. But underneath that stability, individual pockets and home sizes tell very different stories — and understanding your specific segment matters more than any citywide average.

The Headline Numbers

Metric	Summer 2025	Summer 2026	Change
Median rent	$2,800	$2,800	0.0%
Average rent	$2,896	$2,910	+0.5%
Median days on market	28	26	2 days faster
Median $/sqft	$1.27	$1.27	0.0%
Sale-to-list ratio	100%	100%	Unchanged
Total leases closed	198	198	0.0%

A market this precisely balanced YoY is genuinely unusual. The **100% sale-to-list ratio** held both years — homes leased for exactly what owners were asking.

Different Corners Behaved Differently

Because Northlake's ZIP codes span parts of several MLS-labeled cities, the citywide average smooths over some genuinely different stories.

Northlake proper — Leasing Dramatically Faster

Metric	Summer 2025	Summer 2026
Median rent	$3,200	$3,197 (flat)
Median days on market	26	16 (10 days faster)
Median home size	2,440 sqft	2,486 sqft
Homes leased	29	34

Harvest, Pecan Square, and Canyon Falls area homes leasing much faster than last summer. Market getting more liquid.

Justin-Labeled — +4.5% Rent Growth

Metric	Summer 2025	Summer 2026
Median rent	$2,475	$2,587 (+4.5%)
Median days on market	27	19
Homes leased	25	36 (+44%)

More homes leased, faster, at higher rent. Justin had one of the stronger summers in the region.

Argyle-Labeled — Slight Softening

Argyle-labeled homes (67 vs 66) softened ~5% at the median ($3,000 → $2,850). Time on market held steady. Mix shift, not broad weakening.

By Bedroom Count

Home Type	Summer 2025	Summer 2026	YoY
3 Bedroom (n≈68)	$2,640	$2,575	–2.5%
4 Bedroom (n≈108)	$2,900	$2,950	+1.7%
5 Bedroom (n≈17)	$3,300	$3,700	+12.1%

The standout is the 5-bedroom market: rents jumped 12.1% AND days on market dropped from 44 to 18. Larger family homes had a great summer.

Newer vs Older Construction

• **Newer (2020+):** $2,750 → $2,819 rent (+2.5%), DOM 28 → 32 days (slightly slower)
• **Older (pre-2020):** $2,925 → $2,795 rent (–4.4%), DOM 27 → 19 days (faster)

Newer homes command a slight rent premium but tenants have more choices. Older homes lease faster at a modest rent discount.

What You Should Actually Do

If you're planning to rent your home out this fall:

• The 100% sale-to-list ratio means accurate pricing works. Don't underprice.

• Expect 2-4 weeks marketing window — several segments lease inside two.

• Newer master-planned home? Budget a slightly longer window.

• Older established home? Price competitively — leases fast at the right number.

If you have a tenant on renewal:

• 4 or 5-bedroom home: the market supports a modest rent increase.

• 3-bedroom: holding rent (or a very modest bump) is the right call.

• Argyle-labeled: expect to hold rent flat. Better than losing a good tenant.

Your Free Rental Analysis

The medians here are useful. They aren't the same as the number YOUR specific home should rent for. We're happy to give you a **free, no-obligation rental analysis** with real comps from your street, an honest read on today's rent, and a realistic expectation of days-to-lease.

Request one at salsberrypropertymanagement.com.

Methodology

Data pulled from NTREIS MLS on August 20, 2026. Filter: Property Type = Residential Lease, Status = Closed, Postal Code = 76226 or 76247. Summer 2026: 06/01/2026 – 08/20/2026 (198 records). Summer 2025: 06/01/2025 – 08/20/2025 (198 records). All statistics are medians. Data represents actual signed leases.

Matt Salsberry — Salsberry Property Management & Realty
P.O. Box 1547, Roanoke, TX 76262
304-878-8629 — Matt@SalsberryPropertyManagement.com