



Market Trends *Report*



September 2025
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MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<u>Orange County, CA</u>	Orange	Jennifer Blake
<u>Los Angeles, CA</u>	Los Angeles	Jeff Russell
<u>Riverside/San Bernardino, CA</u>	Riverside, San Bernardino	Monica Hill
<u>Sacramento, CA</u>	El Dorado, Placer, Sacramento, Yolo	Serina Lowden
<u>San Diego</u>	San Diego	Joe Gummerson
<u>San Francisco, CA</u>	Alameda, Contra Costa, Marin, San Francisco, San Mateo	Anh Pham
<u>Miami, FL</u> (Single Family-Detached)	Broward, Miami-Dade, Palm Beach (Single Family-Detached)	Eddie Blanco
<u>Miami, FL</u> (Townhomes/Condos)	Broward, Miami-Dade, Palm Beach (Townhomes/Condos)	Eddie Blanco
<u>Orlando, FL</u>	Lake, Orange, Osceola, Seminole	Joe Doher
<u>Tallahassee, FL</u>	Gadsden, Jefferson, Leon, Wakulla	Danielle Galvin

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<u>Tampa Bay, FL</u>	Hernando, Hillsborough, Pasco, Pinellas	Peter Chicouris
<u>Metro Atlanta, GA</u>	Cherokee, Clayton, Cobb, Coweta, Bartow, Dekalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Rockdale	Nikki Crowder
<u>Chicago, IL</u>	Cook, DeKalb, DuPage, Grundy, Kane, Kendall, Lake, McHenry, Will	Kirby Pearson
<u>Baltimore, MD</u>	Anne Arundel, Baltimore, Carroll, Harford, Howard, Queen Anne's	Melanie Gamble
<u>So. Maryland, MD</u>	Prince George's, Montgomery, Charles, Calvert	Melanie Gamble
<u>Detroit, MI</u>	Lapeer, Livingston, Macomb, Oakland, St. Clair, Wayne	Sherri Saad
<u>Minneapolis, MN</u>	Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Sherburne, Washington, Wright	Scott Rodman
<u>St. Louis, MO</u>	Crawford, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, Warren	Cathy Davis
<u>Newark, NJ</u>	Essex, Hunterdon, Morris, Somerset, Sussex, Union	Nick Verdi
<u>Catskills Region, NY</u>	Sullivan	Lee A. Raphael

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<u>Hudson Valley, NY</u>	Dutchess, Ulster, Orange, Putnam, Rockland, Westchester, Columbia	Lee A. Raphael
<u>New York, NY</u>	<u>Naussau, Suffolk, Queens</u> <i>(presented in separate charts)</i>	Todd Yovino
<u>Las Vegas, NV</u>	Clark	Brandy White Elk
<u>Philadelphia, PA</u>	Bucks, Chester, Delaware, Montgomery, Philadelphia	Mitchell Cohen
<u>South Central, PA</u>	Adams, Berks, Cumberland, Dauphin, Lancaster, Lebanon, York	Mark Rebert
<u>Lehigh Valley, PA</u>	Allentown, Bethlehem, Easton	Mark Rebert
<u>Dallas, TX</u>	Collin, Dallas, Denton, Ellis, Hood, Hunt, Johnson, Kaufman, Parker, Rockwall, Somervell, Tarrant, Wise	Sharon Bartlett
<u>Houston, TX</u>	Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, Waller	Derek Montes
<u>Seattle/Tacoma, WA</u>	King, Pierce, Snohomish	Ed Laine
<u>Washington, DC</u>	District of Columbia	Melanie Gamble



MONTHLY MARKET TRENDS

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ORANGE COUNTY, CALIFORNIA

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,574	↓	7,903
NEW LISTINGS	1,950	↑	580
AVERAGE LIST PRICE	\$1,329,000	↓	\$1,171,000
MONTHS SUPPLY	3.7	↑	3.4
LIST TO SALES PRICE	99%	↑	98.50%
MEDIAN SALES PRICE	\$1,200,000	↓	1,299,000
SALES CLOSED	1,900	↑	1,881
AVERAGE DAYS ON MARKET	49	↑	34

Additional Market Data: Interest rates have seemed to settle around 6.5%. Still higher than previous years. With prices still high. First time buyers, are still struggling to purchase. Inventory in some areas are seeing a slight increase. Well priced homes and well presented homes, seem to sell rather quickly. Good photos, are a big key to getting showings and selling a home. Dropping Buyer demand, and slowing sales pace, expected market time in the near future to be 94 days. Typically, Fall is a slower time. Jobs appear to remain stable at this time. The rental market remains strong. Due to affordability issues of buying.

Information provided for this market by **Jennifer Blake** at **LuXre Realty**.

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MONTHLY MARKET TRENDS

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LOS ANGELES, CALIFORNIA

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	53,108	↓	53,148
NEW LISTINGS	6,249	↓	6,806
AVERAGE LIST PRICE	\$1,825,182	↑	\$1,646,802
MONTHS SUPPLY	13	↓	14
LIST TO SALES PRICE	71%	↓	82%
MEDIAN SALES PRICE	\$905,000	↔	\$905,000
SALES CLOSED	4,062	↑	3,885
AVERAGE DAYS ON MARKET	45	↑	43

Additional Market Data: September in Los Angeles County delivered mixed signals. Active listings were essentially flat at 53,108, while new listings slipped to 6,249, down about 8 percent from August. The months' supply edged down to 13 from 14, yet the marketing time lengthened to 45 days from 43. Closed sales improved to 4,062, up roughly 5 percent month over month. The sale-to-list ratio fell to 71 percent from 82 percent, indicating wider negotiation gaps. Pricing was split: the median sales price held at 905,000, while the average list price rose to 1,825,182, suggesting more high-end inventory or more ambitious list pricing.

September saw 16 new REO properties listed and 13 REO's sold, with trustee sales yielding 19 3rd party purchases and 33 went REO.

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MONTHLY MARKET TRENDS

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RIVERSIDE/SAN BERNARDINO, CALIFORNIA

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	18,213	↓	19,942
NEW LISTINGS	829	↓	995
AVERAGE LIST PRICE	\$642,865	↑	\$630,958
MONTHS SUPPLY	6	↔	6
LIST TO SALES PRICE	96%	↑	94%
MEDIAN SALES PRICE	\$579,387	↑	\$575,212
SALES CLOSED	3,335	↑	3,253
AVERAGE DAYS ON MARKET	59	↑	58

Additional Market Data: The Riverside and San Bernardino metro housing markets continue to show signs of tightening inventory and steady buyer activity. Active listings declined compared to last month, and new listings also dropped, suggesting fewer homeowners are putting their properties on the market. Despite lower supply, the average list price inched up, reflecting seller confidence and sustained demand across the region.

With approximately six months of inventory, the market is shifting toward a more balanced environment between buyers and sellers. The median sales price also increased slightly from last month, indicating that well-priced homes are still achieving strong values. Closed sales remained steady, showing that motivated buyers are still moving forward despite affordability concerns. Average days on market held at 59 days, demonstrating consistent market pace and stable buyer engagement. Overall, the Inland Empire market remains resilient with moderate price growth, steady closings, and tightening inventory that could continue to support home values in the coming months.

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MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,865	↓	4,984
NEW LISTINGS	1,310	↓	1,334
AVERAGE LIST PRICE	\$624,000	↓	\$635,000
MONTHS SUPPLY	3.5	↑	3
LIST TO SALES PRICE	98%	↑	97.5%
MEDIAN SALES PRICE	\$628,000	↓	\$638,000
SALES CLOSED	1,877	↑	1,815
AVERAGE DAYS ON MARKET	39	↓	45

Additional Market Data: The regional housing market across El Dorado, Placer, Sacramento, and Yolo Counties continues to show signs of gradual softening as inventory levels edge higher and buyer activity stabilizes. The average days on market has increased slightly to around 39 days, suggesting a more balanced pace compared to the rapid turnover seen in prior years. Median sales prices across the four-county area are averaging approximately \$628,000, reflecting modest price adjustments as sellers respond to buyer sensitivity toward higher interest rates.

Homes that are updated, priced competitively, and in move-in-ready condition continue to attract solid interest, often receiving multiple offers. However, properties that require repairs or are priced above market value are experiencing longer marketing times and more frequent price reductions. Factors such as elevated borrowing costs, seasonal slowing, and cautious consumer sentiment are contributing to this leveling trend. Overall, the market remains stable but leans slightly in favor of buyers, with moderate opportunities for well-priced listings to stand out in the current environment.

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MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,689	↓	6,121
NEW LISTINGS	1,614	↑	1,602
AVERAGE LIST PRICE	\$1,105,000	↑	\$1,099,000
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	98%	↑	96%
MEDIAN SALES PRICE	\$1,000,500	↓	1,055,000
SALES CLOSED	1,344	↓	1,417
AVERAGE DAYS ON MARKET	33	↑	32

Additional Market Data: Active listings dipped slightly this month, even as the average list price edged higher. This may signal a growing number of de-listings as sellers wait for better conditions — many of these homes could reappear in the spring market. The List-to-Sales Price ratio improved, which may reflect “sales concessions” being rolled into reported sale prices, helping to temporarily support values. In this current market environment, it's very important not to over price a property for sale. The median sales price slipped modestly but remains above \$1 million. Closed sales declined from 1,417 to 1,344, while Days on Market held steady, suggesting that demand remains soft but consistent. Overall, sellers are showing caution, buyers are negotiating, and the market appears to be settling into a slower seasonal rhythm heading into winter.



MONTHLY MARKET TRENDS

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SAN FRANCISCO, CALIFORNIA

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	8,830	↓	9,377
NEW LISTINGS	3,284	↑	3,012
AVERAGE LIST PRICE	\$1,514,698	↑	\$1,511,091
MONTHS SUPPLY	3.1	↑	2.65
LIST TO SALES PRICE	106.04%	↑	104.62%
MEDIAN SALES PRICE	\$1,150,000	↔	\$1,150,000
SALES CLOSED	2,669	↑	2,512
AVERAGE DAYS ON MARKET	41	↑	38

Additional Market Data: Inventory for single-family homes across the Bay Area has tightened considerably particularly in desirable submarkets, which continues to support pricing despite slower overall activity. Condos, however, remain more volatile, facing greater supply pressure and slower absorption. San Francisco has reached record-low inventory levels for both single-family homes and condos, though some peripheral or more affordable areas still show relatively higher supply. Despite the scarcity, homes are taking longer to sell in much of the region, as buyers become more deliberate and price-sensitive. North Bay and East Bay counties have seen significant increases in days on market, while San Francisco's single-family homes still move relatively quickly - around 15 days in some cases—though condos lag behind. Elevated mortgage rates, even after slight easing, continue to dampen affordability, and many homeowners remain “locked in” with lower rates from previous years, further limiting new listings. Overall, buyer behavior is more cautious, with fewer bidding wars and more focus on value than in prior boom periods.

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MONTHLY MARKET TRENDS MIAMI, FLORIDA (SINGLE FAMILY-DETACHED)

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	16,552	↓	17,409
NEW LISTINGS	4,069	↓	4,510
AVERAGE LIST PRICE	\$1,666,621	↑	\$1,493,649
MONTHS SUPPLY	5.7	↓	6
LIST TO SALES PRICE	94.1%	↓	94.2%
MEDIAN SALES PRICE	\$640,000	↑	\$637,700
SALES CLOSED	3,035	↓	3,101
AVERAGE DAYS ON MARKET	48	↑	44

Additional Market Data: The Miami MSA single-family market showed continued improvement in September, marking the third consecutive month of steady strengthening conditions. Active listings dipped to the mid-16,000s, bringing months of supply down to 5.7, which remains balanced but slightly favors sellers. New listings slowed again as some homeowners paused plans amid rate uncertainty, while closed sales eased modestly. The median sales price edged up to \$640,000, showing ongoing resilience in desirable areas. Sellers averaged about 94% of asking, consistent with recent months, though days on market rose to 48 as buyers remained selective. A higher average list price suggests more luxury inventory entered the market, even as affordability and financing costs temper demand. Although the data points to a stabilizing market, buyer activity remains sluggish, and accurate pricing continues to be essential for generating offers. Strong job growth, population gains, and continued migration to South Florida remain key stabilizers heading into the fourth quarter.

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MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	30,666	↓	31,408
NEW LISTINGS	5,008	↓	5,040
AVERAGE LIST PRICE	\$718,489	↑	\$671,563
MONTHS SUPPLY	11.8	↓	11.9
LIST TO SALES PRICE	91.4%	↓	91.7%
MEDIAN SALES PRICE	\$315,000	↓	\$320,000
SALES CLOSED	2,697	↓	2,739
AVERAGE DAYS ON MARKET	71	↑	68

Additional Market Data: The Miami MSA condo and townhome market remains in buyer's territory, but the pace of decline has slowed, suggesting continued stabilization. September closed with 30,666 active listings and an 11.8-month supply, slightly lower than August. New listings held steady at 5,008, while closed sales dipped slightly to 2,697, showing that absorption remains weak but consistent. The median sales price edged down to \$315,000, and sellers averaged 91.4% of list price, reflecting ongoing negotiation pressure. Average days on market increased modestly to 71, indicating that buyers remain selective and value-driven.

A clear bifurcation continues to define the market: newer, well-managed condos and communities with strong budgets and reserves are holding steadier demand and moving faster, while older properties with deferred maintenance, pending assessments, and underfunded reserves continue to face financing hurdles and buyer hesitation. Ongoing insurance cost pressures, stricter lending standards, and the lingering effects of SB 4-D are widening this divide. Still, the overall market appears to be stabilizing, with supply, pricing, and sales volumes finding a more sustainable footing heading into the final quarter of the year.

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MONTHLY MARKET TRENDS ORLANDO, FLORIDA

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,780	↑	15,247
NEW LISTINGS	4,162	↑	3,154
AVERAGE LIST PRICE	\$528,028	↓	\$554,024
MONTHS SUPPLY	5	↓	6.1
LIST TO SALES PRICE	95.20%	↓	97%
MEDIAN SALES PRICE	\$401,138	↑	\$400,995
SALES CLOSED	2,925	↓	3,144
AVERAGE DAYS ON MARKET	69	↓	93

Additional Market Data: Orlando's unemployment rate edged up slightly to 3.9%, reflecting a modest shift in the labor market, though job postings rose 3.6% year-over-year, signaling continued demand. Florida's personal income grew 5.3% annually, supporting consumer resilience. Airport traffic showed mixed trends: Orlando Sanford International (SFB) saw a 9% increase in passengers, while Orlando International (MCO) experienced a slight decline compared to last year. In real estate, nearly 20% of listings-especially in the \$350K-\$500K range-underwent price reductions, giving buyers more leverage amid rising inventory and longer market times. Sellers are adjusting expectations, with lower original list-to-sale price ratios. While high-demand areas like Dr. Phillips and Windermere present opportunities, rising insurance costs and affordability concerns warrant caution.



MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,156	↔	1,156
NEW LISTINGS	347	↓	412
AVERAGE LIST PRICE	\$359,920	↑	\$345,000
MONTHS SUPPLY	3.9	↔	3.9
LIST TO SALES PRICE	98.2%	↑	98%
MEDIAN SALES PRICE	\$320,000	↓	\$345,000
SALES CLOSED	306	↓	395
AVERAGE DAYS ON MARKET	69	↑	62

Additional Market Data: Median sales prices are up 7%, but inventory, days on market, and supply have increased. Closed sales dropped by 10% and pending sales by 3%. New construction is 10% of sales, half are above the \$320,000 median, and 13% are below \$150,000. REOs are taking longer to sell, and showings are down, mainly in higher price ranges. Many homes need repairs, but buyers prefer move-in ready options as renovation loans prove challenging. Investors are returning, using conventional loans, though high prices limit profits, especially in rural areas, which now see low investor activity compared to previous years.

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MONTHLY MARKET TRENDS TAMPA BAY, FLORIDA

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	9,390	↓	14,168
NEW LISTINGS	1,079	↓	4,531
AVERAGE LIST PRICE	\$450,783	↑	\$415,000
MONTHS SUPPLY	3.15	↓	4.82
LIST TO SALES PRICE	95.50%	↓	95.70%
MEDIAN SALES PRICE	\$431,160	↑	\$405,000
SALES CLOSED	3,350	↓	3,508
AVERAGE DAYS ON MARKET	46	↑	39

Additional Market Data: As of September of 2025, the Tampa Bay real estate market exhibited signs of moderation, transitioning from the rapid pace of previous years to a more balanced environment. This shift was influenced by factors such as elevated mortgage rates, lingering impacts from recent hurricanes, and broader economic conditions. Increased contract cancellations and buyers' interest have cooled off this time of year. Buyers are having more negotiating power, while in some pockets, sellers are stubborn and removing their properties on the market instead of considering price reductions.



MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	11,775	↑	9,919
NEW LISTINGS	7,618	↑	6,579
AVERAGE LIST PRICE	\$554,599	↓	\$576,308
MONTHS SUPPLY	4.3	↓	4.4
LIST TO SALES PRICE	98%	↓	120%
MEDIAN SALES PRICE	\$450,000	↓	\$468,000
SALES CLOSED	4,302	↑	3,836
AVERAGE DAYS ON MARKET	41	↑	38

Additional Market Data: The metro Atlanta real estate market in Sept 2025 showed signs of moderating momentum. While home values remained relatively steady or in modest growth territory, transactional activity and buyer urgency softened. Inventory is elevated relative to prior years, giving buyers somewhat more choice, though many sellers remain cautious about listing.



MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,074	↓	15,609
NEW LISTINGS	13,552	↑	12,695
AVERAGE LIST PRICE	\$464,792	↑	\$442,728
MONTHS SUPPLY	1.9	↑	1.85
LIST TO SALES PRICE	98.47%	↓	99.14%
MEDIAN SALES PRICE	\$365,000	↓	\$368,000
SALES CLOSED	7,898	↓	8,855
AVERAGE DAYS ON MARKET	37.2	↑	33.88

Additional Market Data: The Chicago market is showing a typical seasonal slowdown moving into fall. Active listings stayed steady from August to September, while new listings dipped slightly. Average list prices rose to \$464,791, but median sales prices softened to \$365,000, reflecting price sensitivity among buyers. Closed sales declined and days on market remained stable, signaling steady but slower activity. With list-to-sale ratios holding strong near 98%, well-priced homes are still moving, but the market is shifting to a more balanced pace as buyers take more time and inventory levels stay elevated.



MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,994	↑	4,708
NEW LISTINGS	2,976	↑	2,884
AVERAGE LIST PRICE	\$660,897	↓	\$671,353
MONTHS SUPPLY	2.2	↑	1.9
LIST TO SALES PRICE	99%	↑	98.9%
MEDIAN SALES PRICE	\$450,000	↓	\$459,995
SALES CLOSED	2,151	↓	2,258
AVERAGE DAYS ON MARKET	33	↑	31

Additional Market Data: The Baltimore metro housing market is shifting from a seller's market toward a more balanced environment. Inventory continues to rise across most counties, and days on market are gradually lengthening, though buyer demand remains steady. According to Bright MLS, the Home Demand Index registered 89 ("Steady"), down from 95 ("Moderate") the prior month. Closed sales rose about 6% year-over-year, reflecting continued activity despite affordability constraints.

Regional Trends: Active listings are up 15–20% year-over-year, giving buyers more choices. Prices are still appreciating at roughly 3–6%, though momentum is slowing and some softening is emerging in higher-supply areas. Average days on market increased by 3–5 days across most counties. Entry-level, rate-sensitive demand has cooled, while move-up and luxury segments remain steady. Seller concessions and price adjustments are becoming more common as listings stay active longer. Rental demand remains strong, especially in Anne Arundel and Howard Counties, supporting investor confidence.

Strategic Takeaways: Sellers should anchor pricing to recent median solds and avoid overpricing as concessions rise. Expect more repair and credit negotiations in Queen Anne's and Baltimore County. Harford and Carroll counties show resilient price growth for move-up buyers, while Howard County remains a premium, fast-moving market. Persistently high mortgage rates or regional job softness could slow absorption heading into winter.

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MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,501	↓	5,111
NEW LISTINGS	2,948	↓	2,631
AVERAGE LIST PRICE	\$683,063	↓	\$666,805
MONTHS SUPPLY	3	↑	2.5
LIST TO SALES PRICE	98.9%	↔	98.7%
MEDIAN SALES PRICE	\$499,900	↓	\$499,900
SALES CLOSED	1,705	↓	1,771
AVERAGE DAYS ON MARKET	44	↑	40

Additional Market Data: Inventory and new listings are fluctuating more sharply in suburban counties near D.C. and Baltimore as commuter-driven, rate-sensitive markets adjust. Local trends are diverging: some areas still see upward price pressure, while others face longer marketing times and greater buyer leverage. Counties like Calvert and Prince George's are recording notable month-over-month listing gains, expanding supply. Days on market are rising or holding steady, and prices remain up year-over-year but at a slower pace, with fewer double-digit increases. Seller concessions and price cuts are growing, particularly in outer counties farther from major job hubs. Proximity to D.C. shapes performance—Montgomery and Prince George's may respond more quickly to shifts in mortgage rates or commuting costs. Entry-level demand continues to weaken under rate pressure, while move-up and premium segments show steadier interest. For valuations, rely on recent median sales from the past 3–6 months, build in 1–3% seller credit buffers where DOM and MOS are rising, and anticipate more discounting for listings farther from transit or employment cores. In Montgomery and PG, prioritize comps with strong metro access and school quality, as these factors help preserve value.

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MONTHLY MARKET TRENDS DETROIT, MICHIGAN

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,922	↑	4,850
NEW LISTINGS	2,011	↑	1,911
AVERAGE LIST PRICE	\$289,500	↑	\$288,000
MONTHS SUPPLY	3	↑	2.7
LIST TO SALES PRICE	94%	↑	93.5%
MEDIAN SALES PRICE	\$271,000	↓	\$272,500
SALES CLOSED	4,100	↓	4,257
AVERAGE DAYS ON MARKET	30	↑	26

Additional Market Data: The Detroit market continues to show slower activity compared to earlier this year, largely due to higher interest rates and affordability challenges. Buyers are more selective, focusing on move-in ready homes that require minimal repairs. Properties in need of updates or mechanical replacements are seeing longer days on market and require aggressive pricing to remain competitive. Investor activity has also slowed as rehab costs and financing restrictions reduce potential returns. Inventory remains limited, which supports values, but buyers are hesitant to move forward unless properties are priced appropriately for condition and location. Homes that are well-maintained, priced to market, and marketed with strong photos are still receiving steady showings and offers, while those with deferred maintenance continue to lag.



MONTHLY MARKET TRENDS MINNEAPOLIS, MINNESOTA

USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	10,332	↑	9,783
NEW LISTINGS	6,104	↑	5,673
AVERAGE LIST PRICE	\$508,703	↓	\$515,031
MONTHS SUPPLY	3	↑	2
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$390,750	↓	\$400,000
SALES CLOSED	3,900	↓	4,394
AVERAGE DAYS ON MARKET	32	↓	41

Additional Market Data: The Twin Cities area housing market remained strong, keeping the momentum of our summer season. Active listings increased while closed sales declined, creating a slightly higher inventory for buyers. However, affordable homes remain scarce, and competition is still strong. Days on market held steady, reflecting continued buyer activity. The median sales price dipped slightly, suggesting the market is easing a bit. Well-priced homes are still selling quickly—often with multiple offers. With about two months' supply available, the market remains competitive and steady



MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,652	↑	5,473
NEW LISTINGS	2,393	↑	1,941
AVERAGE LIST PRICE	\$388,839	↑	\$373,588
MONTHS SUPPLY	2.5	↑	2.12
LIST TO SALES PRICE	99.70%	↑	99.24%
MEDIAN SALES PRICE	\$369,524	↑	\$310,000
SALES CLOSED	2,276	↓	2,580
AVERAGE DAYS ON MARKET	31	↔	31

Additional Market Data: Overall listing inventory continues to grow with seller's hoping to capitalize on the higher prices but those prices seem to be flattening and sales continue to slow. The average days on market for the properties that have sold remain steady for now. As the listed inventory increases and ages, the DOM will also increase if sales continue at this slow pace through the upcoming holiday season.



MONTHLY MARKET TRENDS NEWARK, NEW JERSEY

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,462	↑	3,930
NEW LISTINGS	467	↓	950
AVERAGE LIST PRICE	\$665,900	↑	\$631,977
MONTHS SUPPLY	1.8	↓	2.02
LIST TO SALES PRICE	101.6%	↓	102.86%
MEDIAN SALES PRICE	\$563,600	↓	\$601,000
SALES CLOSED	748	↑	477
AVERAGE DAYS ON MARKET	45	↑	33

Additional Market Data: Inventory across North Jersey remains historically tight. September 2025 saw modest new-listing activity while demand persisted—especially in commuter counties like Union, Essex, and Morris—keeping months' supply near or below two months. Well-priced homes continued to sell quickly, often above list, though buyer urgency softened slightly as mortgage rates hovered near 7%. The limited inventory, combined with sustained relocation and investor demand, is supporting prices county-wide despite slower volume. Rural counties such as Sussex and Hunterdon show steadier pricing but longer market times as affordability pressure shifts some buyers outward. Overall, the market remains seller-leaning but with early signs of stabilization heading into Q4.



MONTHLY MARKET TRENDS CATSKILLS REGION, NY

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	692	↑	691
NEW LISTINGS	139	↓	173
AVERAGE LIST PRICE	\$407,000	↓	\$425,000
MONTHS SUPPLY	9.79	↓	9.8
LIST TO SALES PRICE	106.7%	↑	97%
MEDIAN SALES PRICE	\$355,000	↓	\$425,000
SALES CLOSED	77	↔	77
AVERAGE DAYS ON MARKET	65	↑	51

Additional Market Data: Sullivan County continued to diverge from the Hudson Valley trend. With 692 active listings, 139 new listings, and a high 9.8 months of supply, the market favored buyers. The median sale price of \$355 000 remained well below Hudson Valley levels, even as homes sold at an unusually high 106.7 % of list price—a reflection of selective demand for well-priced, turnkey properties amid broader oversupply. Average marketing time lengthened to 65 days, and only 77 sales closed, underscoring the region’s slower absorption rate. Sullivan thus remains a buyer’s market overall, characterized by abundant inventory, lower prices, and greater negotiation room despite isolated instances of bidding strength.



MONTHLY MARKET TRENDS HUDSON VALLEY REGION, NY

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,204	↑	3,906
NEW LISTINGS	1,928	↑	1,432
AVERAGE LIST PRICE	\$706,317	↓	\$720,467
MONTHS SUPPLY	3.84	↓	4
LIST TO SALES PRICE	101.03%	↓	100%
MEDIAN SALES PRICE	\$587,000	↓	\$596,250
SALES CLOSED	1,336	↓	1,513
AVERAGE DAYS ON MARKET	39	↑	37.5

Additional Market Data: The Hudson Valley single-family market remained brisk in September 2025, with 4,204 active listings and 1,928 new listings. Homes spent an average of 39 days on market, and sellers continued to hold the advantage: the region averaged 3.8 months of supply and closed at 101 % of list price. The median sale price was \$587 000, a moderate uptick from August. Westchester and Rockland led the region at nearly \$1 million and \$785 000 respectively, while Orange and Ulster offered more attainable medians near \$480–535 K. Dutchess and Putnam balanced affordability with demand, both exceeding 100 % sale-to-list ratios. Overall, inventory loosened slightly but conditions still reflect a seller-leaning, fast-moving market, particularly in the lower Hudson counties.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,634	↑	2,520
NEW LISTINGS	1,214	↑	1,010
AVERAGE LIST PRICE	\$815,000	↓	\$953,465
MONTHS SUPPLY	3.1	↑	3
LIST TO SALES PRICE	100.6%	↓	101.1%
MEDIAN SALES PRICE	\$1,008,589	↑	\$849,000
SALES CLOSED	908	↓	1,035
AVERAGE DAYS ON MARKET	46	↑	39

Additional Market Data: The recent drop in interest rates has had little positive effect on the marketplace. Sales have been sporadic and increasingly slowing down. Buyers have been much more aggressive in negotiating items that were little or no concern a short while ago. I foresee this trend to increase. I also believe that the market is deaccelerating. The New York market is slow to see movement with the average eye, however, we see otherwise. Pruding caution, and not taking the past market for granted is strongly recommended as we move into the new reality.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,643	↑	3,529
NEW LISTINGS	1,588	↑	1,487
AVERAGE LIST PRICE	\$695,313	↓	\$880,941
MONTHS SUPPLY	3.3	↑	3.2
LIST TO SALES PRICE	101.7%	↓	102.3%
MEDIAN SALES PRICE	\$883,729	↑	\$685,000
SALES CLOSED*	1,144	↓	1,302
AVERAGE DAYS ON MARKET	46	↑	41

Additional Market Data: The recent drop in interest rates has had little positive effect on the marketplace. Sales have been sporadic and increasingly slowing down. Buyers have been much more aggressive in negotiating items that were little or no concern a short while ago. I foresee this trend to increase. I also believe that the market is deaccelerating. The New York market is slow to see movement with the average eye, however, we see otherwise. Pruding caution, and not taking the past market for granted is strongly recommended as we move into the new reality.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,767	↑	3,733
NEW LISTINGS*	1,066	↑	995
AVERAGE LIST PRICE	\$645,000	↓	\$687,505
MONTHS SUPPLY	6.4	↑	6.3
LIST TO SALES PRICE	97.8%	↓	98.1%
MEDIAN SALES PRICE	\$691,461	↑	\$642,000
SALES CLOSED*	537	↓	549
AVERAGE DAYS ON MARKET	72	↑	69

Additional Market Data: The recent drop in interest rates has had little positive effect on the marketplace. Sales have been sporadic and increasingly slowing down. Buyers have been much more aggressive in negotiating items that were little or no concern a short while ago. I foresee this trend to increase. I also believe that the market is deaccelerating. The New York market is slow to see movement with the average eye, however, we see otherwise. Pruding caution, and not taking the past market for granted is strongly recommended as we move into the new reality.



MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	9,919	↔	9,919
NEW LISTINGS	1,002	↓	1,145
AVERAGE LIST PRICE	\$560,000	↓	\$565,000
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$480,000	↔	\$480,000
SALES CLOSED	470	↑	468
AVERAGE DAYS ON MARKET	77	↑	41

Additional Market Data: The market is shifting from a tight seller's market to a more balanced or even buyer friendly environment in some segments, due to rising inventory and fewer buyers competing. New listings are up compared to prior years, although growth is decelerating in recent months however inventory is rising sharply and homes are staying on the market longer. Average days on market has increased compared to last year. Mortgage rates remain relatively high, which dampens buyer enthusiasm and affordability. Sellers are facing more pressure to reduce prices or accept offers below the listing price. In the luxury segment, prices are under more pressure, with sales over \$1 million showing noticeable year-over-year declines.



MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	10,281	↑	9,707
NEW LISTINGS	5,189	↑	4,403
AVERAGE LIST PRICE	\$457,349	↑	\$433,560
MONTHS SUPPLY	2.4	↑	2
LIST TO SALES PRICE	100.16%	↓	104%
MEDIAN SALES PRICE	\$430,510	↓	\$445,780
SALES CLOSED	3,383	↓	3,758
AVERAGE DAYS ON MARKET	31	↑	27

Additional Market Data: The real estate market in the Philadelphia region has continued to slow over the past few months. Listing inventory is rising, and the average time on the market is increasing. Sales prices have declined, and the number of closed transactions continues to fall. Market trends vary significantly between the city and the surrounding counties. Philadelphia has seen a much sharper rise in listings compared to the suburbs. Demand in the suburban counties remains strong, with most properties going under contract within the first month. In contrast, homes in the city are now approaching a two-month average. Additionally, REO activity has spiked within Philadelphia but remains limited in the suburbs.



MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	834	↓	915
NEW LISTINGS	2,130	↓	2,237
AVERAGE LIST PRICE	\$343,035	↓	\$367,280
MONTHS SUPPLY	1.12	↓	1.24
LIST TO SALES PRICE	100%	↓	100.7%
MEDIAN SALES PRICE	\$299,900	↓	\$309,900
SALES CLOSED	1,885	↓	2,013
AVERAGE DAYS ON MARKET	23	↑	22

Additional Market Data: The typical seasonal slow down has begun. The data is skewed a bit by the more rural counties and the outskirts of the market with urban and suburban areas still being really hot. In general, there is continued strong buyer demand and limited inventory. The lowest average sales price was recorded in over 12 months primary driven by lower list prices as homes are still selling at 100% of asking price. Pricing a house correctly is now more crucial than ever if you still want to sell quickly with multiple offers. REO sales are still minimal with no adverse effect on the market. They are selling at 30% to market value and taking twice as long to go pending as a standard retail sale. This data covers York, Harrisburg, Lancaster, and Reading Pennsylvania Cities.



MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA

**USREO
PARTNERS**

SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	240	↑	215
NEW LISTINGS	561	↓	673
AVERAGE LIST PRICE	\$444,886	↑	\$402,672
MONTHS SUPPLY	0.97	↓	0.98
LIST TO SALES PRICE	100.48%	↓	100.67%
MEDIAN SALES PRICE	\$350,000	↑	\$347,500
SALES CLOSED	593	↓	599
AVERAGE DAYS ON MARKET	24	↑	23

Additional Market Data: Statistically month over month there has been no change in the marketplace. Buyer demand is still strong with low inventory. Houses are still selling quickly for over asking prices with multiple offers. REO sales are minimal with no impact on the market. This data covers the Allentown–Bethlehem–Easton metropolitan areas.



MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	65,957	↑	64,961
NEW LISTINGS	20,119	↓	21,156
AVERAGE LIST PRICE	\$454,974	↑	\$402,518
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$315,000	↑	\$312,000
SALES CLOSED	12,300	↓	13,197
AVERAGE DAYS ON MARKET	60	↑	52

Additional Market Data: In September, the DFW real estate market showed further signs of slowing momentum as seasonal patterns and affordability pressures shaped buyer activity. Active listings rose slightly, keeping the region at about 5 months of inventory, a clear shift from the tight seller's markets seen in prior years. New listings dipped slightly signaling that while inventory remains elevated, fewer homeowners are choosing to list as the market normalizes. The average list price jumped up sharply though this reflects higher-end inventory entering the market rather than broad price appreciation. The median sales price increased modestly, suggesting prices are holding steady even as closed sales dropped 6.8% decline month over month. Homes also took longer to sell, with the average days on market rising from 52 to 60, reflecting more negotiation and price adjustments between buyers and sellers. These shifts are being driven by a mix of economic and seasonal factors.

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MONTHLY MARKET TRENDS HOUSTON, TEXAS

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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	68,042	↑	67,634
NEW LISTINGS	27,474	↓	27,982
AVERAGE LIST PRICE	\$369,699	↑	\$333,200
MONTHS SUPPLY	5.3	↔	5.3
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$224,990	↓	\$284,500
SALES CLOSED	13,501	↓	14,204
AVERAGE DAYS ON MARKET	78	↑	68

Additional Market Data: Houston continues to lead the nation in housing supply, recording the highest inventory among all major U.S. metros. Nearly 44,000 active listings were reported in August — an increase of more than 8,000 year-over-year. Homes are taking longer to sell as market activity normalizes, and the median price has stabilized around \$340,000. These conditions have shifted leverage slightly toward buyers, particularly as mortgage rates show signs of easing heading into the fall.

Post-Harvey construction has added substantial supply to the Houston region, including in flood-prone areas. Five major developers have each built more than 700 homes within designated flood zones, contributing to the region's overall growth while raising ongoing concerns about long-term flood risk, insurance exposure, and infrastructure resilience.

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MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	8,195	↓	8,281
NEW LISTINGS	3,037	↑	2,425
AVERAGE LIST PRICE	\$1,108,669	↓	\$1,138,260
MONTHS SUPPLY	2.855	↑	2.68
LIST TO SALES PRICE	98.8%	↑	98.75%
MEDIAN SALES PRICE	\$770,000	↓	\$779,964
SALES CLOSED	2,870	↓	3,222
AVERAGE DAYS ON MARKET	40	↑	37

Additional Market Data: The Puget Sound real estate market is showing early signs of renewed momentum as we move into the fourth quarter. While inventory has risen slightly — giving buyers a few more options than we’ve seen in recent months — mortgage rates have trended downward, creating a more balanced environment. This shift has already started to re-energize buyer activity, particularly in key Eastside and South Sound markets where demand had softened earlier in the year. Sellers still hold an advantage when homes are priced and presented well, but buyers are beginning to step back in, encouraged by improved affordability. If this rate trend continues, we could see a stronger-than-usual fourth quarter with increased pending sales and more competition before the traditional winter slowdown.



MONTHLY MARKET TRENDS WASHINGTON, DC

**USREO
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SEPTEMBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,358	↑	2,746
NEW LISTINGS	1,494	↑	842
AVERAGE LIST PRICE	\$860,086	↑	\$828,373
MONTHS SUPPLY	5.9	↑	4.4
LIST TO SALES PRICE	98.70%	↑	97.9%
MEDIAN SALES PRICE	\$677,500	↑	\$659,000
SALES CLOSED	438	↓	555
AVERAGE DAYS ON MARKET	64	↑	58

Additional Market Data: Inventory is rising fast across D.C. Homes for sale are up about 56% year-over-year in the city and 22.7% across the metro area, with new listings up 7–8% in mid-2025. Core neighborhoods still face limited supply, especially for renovated rowhouses and single-family homes.

This marks a major shift from recent years of tight inventory and rising prices. Pending contracts are down ~3% YoY, as buyers pull back amid high mortgage rates, economic uncertainty, and federal workforce cuts—including “DOGE” layoffs. Home values slipped ~0.56% MoM in one report but remain ~2.65% higher YoY.

Demand is softening relative to supply, particularly in price-sensitive segments. With D.C.’s economy closely tied to federal employment, budget cuts, retirements, relocations, and the shutdown could further dampen demand. Government actions remain the key wildcard in how far this market shift goes.

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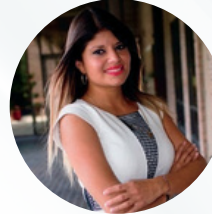
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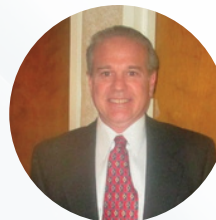
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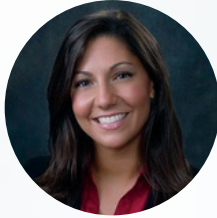
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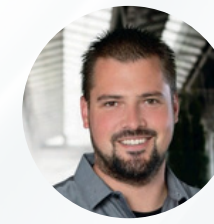
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