



# Market Trends *Report*



August 2024  
[www.usreop.com](http://www.usreop.com)

# MARKET AREAS

---

AREA	COUNTIES INCLUDED	PROVIDED BY
Anaheim/Santa Ana, CA	Orange	Jennifer Blake
Los Angeles, CA	Los Angeles	Coming Soon
Riverside/San Bernardino, CA	Riverside, San Bernardino	Monica Hill
Sacramento, CA	El Dorado, Placer, Sacramento, Yolo	Serina Lowden
San Diego	San Diego	Monica Hill
San Francisco, CA	Alameda, Contra Costa, Marin, San Francisco, San Mateo	Coming Soon
Miami, FL	Broward, Miami-Dade, Palm Beach	Eddie Blanco
Orlando, FL	Lake, Orange, Osceola, Seminole	Adriana Montes
Tallahassee, FL	Gadsden, Jefferson, Leon, Wakulla	Danielle Galvin
Tampa, FL	Hernando, Hillsborough, Pasco, Pinellas	Coming Soon

# MARKET AREAS

---

AREA	COUNTIES INCLUDED	PROVIDED BY
Atlanta, GA	Barrow, Bartow, Butts, Carroll, Cherokee, Clayton, Cobb, Coweta, Dawson, DeKalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Haralson, Heard, Henry, Jasper, Lamar, Meriwether, Morgan, Newton, Paulding, Pickens, Pike, Rockdale, Spalding, Walton	John Sherwood
Chicago, IL	Cook, DeKalb, DuPage, Grundy, Kane, Kendall, Lake, McHenry, Will	Kirby Pearson
Baltimore, MD	Anne Arundel, Baltimore, Carroll, Harford, Howard, Queen Anne's	Melanie Gamble
Detroit, MI	Lapeer, Livingston, Macomb, Oakland, St. Clair, Wayne	Sherri Saad
St. Louis, MO	Crawford, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, Warren	Cathy Davis
Newark, NJ	Essex, Hunterdon, Morris, Somerset, Sussex, Union	Nick Verdi
New York City, NY	Bronx, Dutchess, Kings, Putnam, Nassau, New York, Orange, Queens, Richmond, Rockland, Suffolk, Westchester	Coming Soon
Las Vegas, NV	Clark	Brandy White Elk

# MARKET AREAS

---

AREA	COUNTIES INCLUDED	PROVIDED BY
Philadelphia, PA	Bucks, Chester, Delaware, Montgomery, Philadelphia	Coming Soon
Dallas, TX	Collin, Dallas, Denton, Ellis, Hood, Hunt, Johnson, Kaufman, Parker, Rockwall, Somervell, Tarrant, Wise	Sharon Bartlett
Houston, TX	Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, Waller	Coming Soon
Seattle/Tacoma, WA	King, Pierce, Snohomish	Ed Laine
Washington, DC	District of Columbia	Melanie Gamble



# MONTHLY

## MARKET TRENDS

USREO  
PARTNERS

### ANAHEIM/SANTA ANA, CALIFORNIA

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,678	↑	2,321
NEW LISTINGS	1,435	↑	487
AVERAGE LIST PRICE	\$1,889,000	↑	\$1,899,999
MONTHS SUPPLY	1	↑	4
LIST TO SALES PRICE	100%	↑	95%
MEDIAN SALES PRICE	\$1,800,000	↑	\$1,449,000
SALES CLOSED	1,828	↓	2,713
AVERAGE DAYS ON MARKET	73	↑	69

**Additional Market Data:** Slightly more inventory coming on the market. Along with more price reductions. Confidence in the economy and inflation are factors.

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

Cell Phone: 949-463-0626 | Email: jblake4re@aol.com



# MONTHLY

## MARKET TRENDS

**USREO**  
**PARTNERS**

### RIVERSIDE/SAN BERNARDINO, CALIFORNIA

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	14,744		
NEW LISTINGS	2,544		
AVERAGE LIST PRICE	\$605,000		
MONTHS SUPPLY	6		
LIST TO SALES PRICE	97%		
MEDIAN SALES PRICE	595000		
SALES CLOSED	2,887		
AVERAGE DAYS ON MARKET	45		

**Additional Market Data:** In August 2024, the real estate market in Riverside and San Bernardino Counties exhibited mixed dynamics. Riverside County experienced a year-over-year rise in home prices, with the median sale price reaching approximately \$604,025, marking a 5.6% increase. However, homes took longer to sell, with the average property spending about 53 days on the market. This represents a notable increase in market time compared to the previous year. Price reductions have also become more common, with 19.3% of listings seeing cuts, a jump from 16.2% last year. Inventory slightly expanded, but the region continues to face tight supply.

In San Bernardino County, the market saw a more moderate rise in home values, with median prices climbing about 2% year-over-year to around \$550,000. Homes here also spent slightly longer on the market compared to last year, averaging 34 days. Sales volume increased modestly, with a noticeable uptick in homes sold.

Despite these increases, the market faces pressure from higher interest rates, which has dampened demand and limited buyer affordability.

Overall, both counties remain competitive, with steady price growth, though the extended time on market and increased price reductions suggest a cooling trend as buyers become more cautious amid economic uncertainty.

Information provided for this market by **Monica Hill** at **MVP Real Estate & Investments**.

Cell Phone: 951-834-8687 | Email: MVP4RealEstate@gmail.com



# MONTHLY

## MARKET TRENDS

### SACRAMENTO, CALIFORNIA

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS			2,178
NEW LISTINGS			103
AVERAGE LIST PRICE			\$560,000
MONTHS SUPPLY			1
LIST TO SALES PRICE			98%
MEDIAN SALES PRICE			\$560,000
SALES CLOSED			1,093
AVERAGE DAYS ON MARKET			26

**Additional Market Data:** In today's Sacramento County market, housing inventory remains relatively low, which is helping to sustain home prices despite higher interest rates. Buyer demand has softened compared to previous years, but well-priced homes are still selling, sometimes with multiple offers, particularly in desirable areas. Sales activity has slowed down overall, reflecting both the limited inventory and the impact of higher borrowing costs.



# MONTHLY

## MARKET TRENDS

### SAN DIEGO, CALIFORNIA

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,424		
NEW LISTINGS	2,042		
AVERAGE LIST PRICE	\$870,000		
MONTHS SUPPLY	3		
LIST TO SALES PRICE	98		
MEDIAN SALES PRICE	\$859,000		
SALES CLOSED	1,813		
AVERAGE DAYS ON MARKET	40		

**Additional Market Data:** In August 2024, the real estate market in San Diego County experienced a period of stabilization following several months of fluctuating trends. Home prices remained relatively steady, with a modest year-over-year increase of about 2-3%, reflecting a cooling market compared to the explosive growth seen in recent years. The median home price hovered around \$870,000, making affordability a significant concern for many buyers. Inventory levels improved slightly, though they remained below pre-pandemic norms, contributing to ongoing competition among buyers. However, rising mortgage rates, which averaged around 7%, continued to pressure buyer demand, resulting in a longer average time on market, now stretching to 40 days compared to just 25 days in the same period last year. Sellers began offering more incentives, such as closing cost assistance, to attract buyers in a more balanced market. Overall, the San Diego housing market in August 2024 reflected a shift towards equilibrium, with more negotiation between buyers and sellers, though affordability remained a key issue for many residents.

Information provided for this market by **Monica Hill** at **MVP Real Estate & Investments**.

Cell Phone: 951-834-8687 | Email: MVP4RealEstate@gmail.com





# MONTHLY

## MARKET TRENDS

### MIAMI, FLORIDA

**USREO**  
**PARTNERS**

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	43,587		
NEW LISTINGS	12,354		
AVERAGE LIST PRICE	\$901,753		
MONTHS SUPPLY	7		
LIST TO SALES PRICE	97.1%		
MEDIAN SALES PRICE	\$485,000		
SALES CLOSED	6,217		
AVERAGE DAYS ON MARKET	77		

**Additional Market Data:** The latest market stats for Miami-Dade, Broward, and Palm Beach counties are sending mixed signals. We're seeing more new listings, longer days on market (DOM), and higher median sales prices, but inventory is still well below pre-pandemic levels. Back in August 2019, we had 52,376 homes on the market. Fast forward to August 2024, and inventory sits at 43,587—about 17% lower.

Buyer activity has definitely cooled off. Higher mortgage rates and affordability concerns are causing buyers to hit pause, with many waiting to see if interest rates drop after the elections. In the condo market, inventory is climbing fast, especially in older buildings, thanks to Senate Bill 4-D. Special assessments are hitting condo owners hard, especially those in older buildings.

Despite the cooling, prices are still rising—just not as rapidly. In August 2023, the median price was \$463,000, and now, in August 2024, it's \$485,000. The slowdown is most noticeable in condos, particularly in older buildings where fixed-income residents are feeling the squeeze.

Information provided for this market by **Eddie Blanco** at **Stratwell** in **Miami, Florida**.

Cell Phone: 305-684-8733 | Email: [eddie@stratwellrealestate.com](mailto:eddie@stratwellrealestate.com)



# MONTHLY

## MARKET TRENDS

### ORLANDO, FLORIDA

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS			11,158
NEW LISTINGS			4,067
AVERAGE LIST PRICE			\$469,630
MONTHS SUPPLY			4.25
LIST TO SALES PRICE			1.8
MEDIAN SALES PRICE			\$390,000
SALES CLOSED			2,652
AVERAGE DAYS ON MARKET			55

Additional Market Data:



# MONTHLY

USREO  
PARTNERS

## MARKET TRENDS TALLAHASSEE, FLORIDA

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,707	↑	1,208
NEW LISTINGS	3,141	↑	80
AVERAGE LIST PRICE	\$495,504	↑	\$407,390
MONTHS SUPPLY	2	↓	3.2
LIST TO SALES PRICE	97.40%	↓	98.6%
MEDIAN SALES PRICE	\$412,500	↑	\$345,000
SALES CLOSED	2,181	↑	297
AVERAGE DAYS ON MARKET	24	↓	53

**Additional Market Data:** Overall market has stabilized. Prices have only dropped 1%, Cash sales are still down 17%, Average sales price is flat, Overall dollar volume is down 2%, New listings are down 4.5%, Active inventory is up 12.8%. Days on market is up 13% and that is significant. Showings are down over 21% also. REOs are still less than 1% of the market.



# MONTHLY

## MARKET TRENDS

### ATLANTA, GEORGIA

USREO  
PARTNERS

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	69		
NEW LISTINGS	84		
AVERAGE LIST PRICE	\$450,000		
MONTHS SUPPLY	6		
LIST TO SALES PRICE	94		
MEDIAN SALES PRICE	\$449,000		
SALES CLOSED	2		
AVERAGE DAYS ON MARKET	26		

**Additional Market Data:** There is an abundance of inventory but sales are slow. We anticipate the list prices to start dropping some to limit the days on market.

Information provided for this market by **John Sherwood** at **Worthmoore Realty**.  
Cell Phone: 404-718-0056 | Email: [jsherwood@worthmoorerealty.com](mailto:jsherwood@worthmoorerealty.com)



# MONTHLY

## MARKET TRENDS

### CHICAGO, ILLINOIS

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS			5,267
NEW LISTINGS			3,638
AVERAGE LIST PRICE			\$529,935
MONTHS SUPPLY			2.9
LIST TO SALES PRICE			99.5%
MEDIAN SALES PRICE			99.5%
SALES CLOSED			2,183
AVERAGE DAYS ON MARKET			54

Additional Market Data:



# MONTHLY MARKET TRENDS

USREO  
PARTNERS

## BALTIMORE, MARYLAND

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,707	↓	3,628
NEW LISTINGS	3,141	↑	2,865
AVERAGE LIST PRICE	\$495,504	↓	\$538,316
MONTHS SUPPLY	2	↑	1.5
LIST TO SALES PRICE	97.40%	↓	100.20%
MEDIAN SALES PRICE	\$412,500	↓	\$450,000
SALES CLOSED	2,181	↓	2,447
AVERAGE DAYS ON MARKET	24	↑	16

**Additional Market Data:** In August 2024, the Baltimore MSA housing market remained competitive, although there were signs of slowing momentum. Home prices continued to rise, with the median sold price reaching \$412,500, reflecting a year-over-year increase of 7.1%. This aligns with the broader Mid-Atlantic region's trends, where demand is still outpacing supply, keeping it a seller's market. However, sales activity has declined, with a 10.9% drop in transactions compared to the previous year. The higher mortgage rates, hovering around 7%, have played a significant role in reducing affordability, pushing some buyers out of the market. Despite these challenges, homes are still selling quickly, with many going under contract within a week, especially in areas like Howard County, where inventory remains tight. Looking ahead, market forecasts suggest a slight slowdown in price appreciation, with a projected growth of around 1.7% over the next year. A modest reduction in mortgage rates is expected, which could reinvigorate buyer activity later in the year, though affordability challenges are likely to persist due to high prices and interest rates. In summary, while the Baltimore housing market remains strong, it's starting to see signs of cooling, with fewer sales and slightly more buyer leverage expected as inventory gradually increases.

Information provided for this market by **Melanie Gamble** at **212 Degrees Realty**.

Cell Phone: 301-343-8538 | Email: [melanie.gamble@212degreesrealtyllc.com](mailto:melanie.gamble@212degreesrealtyllc.com)



# MONTHLY

## MARKET TRENDS

### DETROIT, MICHIGAN

**USREO**  
**PARTNERS**

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS			4,823
NEW LISTINGS			1,498
AVERAGE LIST PRICE			\$284,200
MONTHS SUPPLY			6
LIST TO SALES PRICE			8.10%
MEDIAN SALES PRICE			\$264,250
SALES CLOSED			3,816
AVERAGE DAYS ON MARKET			25

**Additional Market Data:**

Information provided for this market by **Sherri Saad** at **Remax Leading Edge**.  
Cell Phone: 313-598-5322 | Email: sherri.saad@comcast.net



# MONTHLY

## MARKET TRENDS

### ST. LOUIS, MISSOURI

**USREO**  
**PARTNERS**

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,940	↓	4,816
NEW LISTINGS	1,504	↓	1,593
AVERAGE LIST PRICE	\$387,236	↓	\$420,916
MONTHS SUPPLY	1.53	↓	1.7
LIST TO SALES PRICE	100.88%	↓	101.09%
MEDIAN SALES PRICE	\$290,000	↓	\$299,000
SALES CLOSED	2,561	↓	2,691
AVERAGE DAYS ON MARKET	27	↑	26

**Additional Market Data:** Market continues to hold steady for residential homes and condos. Slight decrease in interest rates is expected to help buyers. The change in compensation disclosure and subsequent change in the board contracts actually seems to have slowed things down, and while not documented with hard numbers yet, the discussion overall within the general real estate community is of concern.





# MONTHLY

## MARKET TRENDS

### NEWARK, NEW JERSEY

USREO  
PARTNERS

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,690	↓	14,657
NEW LISTINGS	1,376	↑	0
AVERAGE LIST PRICE	\$550,000	↓	\$599,400
MONTHS SUPPLY	2	↔	2
LIST TO SALES PRICE	96.75%	↓	98.0%
MEDIAN SALES PRICE	\$560,000	↑	\$537,916
SALES CLOSED	2,095	↓	3,347
AVERAGE DAYS ON MARKET	53	↑	32

**Additional Market Data:** Market is steady.



# MONTHLY

## MARKET TRENDS

### LAS VEGAS, NEVADA

**USREO**  
**PARTNERS**

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6746	↑	8,177
NEW LISTINGS	908	↓	991
AVERAGE LIST PRICE	\$561,966	↓	\$565,777
MONTHS SUPPLY	6	↔	6
LIST TO SALES PRICE	98%	↑	96%
MEDIAN SALES PRICE	\$531,631	↓	\$544,000
SALES CLOSED	798	↓	2,462
AVERAGE DAYS ON MARKET	94	↑	66

**Additional Market Data:** The market has been cooling over time and prices plateaued for a while. Despite the consistent decrease in MAI (market action index), we're in the seller's zone. We will be watching for changes in MAI. If the MAI resumes its climb, prices will likely follow suit. If the MAI drops consistently or falls into the Buyer's zone, we will be watching for downward pressure on prices. High Number of Price Reductions: With 1,000 properties experiencing price cuts in the last 30 days, it suggests that sellers are finding it difficult to achieve their desired asking prices. This could indicate an oversupply of homes or weakening demand from buyers, leading to downward pressure on prices. Very Few Price Increases: Only 93 price increases during the same period shows a stark contrast. This implies that while some properties may still be in demand, they represent a small fraction of the market. Overall, this suggests that sellers may not have much leverage in negotiating higher prices.

Limited Escrow Activity: The fact that only 284 properties have gone into escrow (indicating accepted offers) suggests that the market is not very active. Buyers may be cautious, perhaps waiting for further price reductions, or facing challenges like rising interest rates or economic uncertainty. Buyer's Market: The large number of price reductions, few price increases, and low escrow activity all point to a buyer's market, where buyers have more negotiating power and sellers may have to lower prices further to attract interest. Market Uncertainty: These trends might indicate economic uncertainty, affordability issues, or even broader market conditions affecting buyer confidence.



# MONTHLY

## MARKET TRENDS

### DALLAS/FT WORTH, TEXAS

**USREO**  
**PARTNERS**

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	55,162	↑	565
NEW LISTINGS	21,193	↑	120
AVERAGE LIST PRICE	\$414,992	↑	\$355,500
MONTHS SUPPLY	4	↓	4.2
LIST TO SALES PRICE	100%	↑	98%
MEDIAN SALES PRICE	\$320,000	↓	\$350,000
SALES CLOSED	12,863	↑	159
AVERAGE DAYS ON MARKET	48	↓	92

**Additional Market Data:** Year-over-year, sales were down in most of DFW, but there are positive numbers in a wide range of areas across the metroplex. It is also worth noting that some of the larger suburbs (particularly in Collin County) saw slight drops in sales—Frisco and McKinney were each off less than 1%, and Plano was off by 4%. The bigger news is continued price growth—despite the alarming projections we all heard at the beginning of the year, prices were up in most of the market. As a whole the market remains healthy, even in areas where sales are off. Prices are not rising as quickly as we’ve seen in the last decade, but we continue to see growth. Also of note is the fact that most of the Metroplex has gone from a “strong sellers’ market” to “slight sellers’ advantage.”

Information provided for this market by **Sharon Bartlett** at **Seeto Realty**.

Cell Phone: 214-914-9272 | Email: [sharon@sharonbartlett.com](mailto:sharon@sharonbartlett.com)



# MONTHLY MARKET TRENDS

USREO  
PARTNERS

## SEATTLE/TACOMA, WASHINGTON

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,077	↓	6,093
NEW LISTINGS	2,720	↑	2,571
AVERAGE LIST PRICE	\$1,059,187	↑	\$1,026,190
MONTHS SUPPLY	1	↓	1.74
LIST TO SALES PRICE	98.58%	↓	100.50%
MEDIAN SALES PRICE	\$745,000	↓	\$800,000
SALES CLOSED	4,038	↑	3,500
AVERAGE DAYS ON MARKET	27	↑	22

**Additional Market Data:** We are still in a Seller's Market by definition, that is behaving like a Buyer's Market. We did not see an increase in sales activity with the recent reduction in rates. Uneasiness with the economy and the looking presidential election has buyers sitting on the sidelines. The normal "bump" in Sales activity that follows Labor Day just hasn't happened.



# MONTHLY MARKET TRENDS WASHINGTON, DC

USREO  
PARTNERS

AUGUST 2024

Categories	Aug 2024	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,769	↑	2,336
NEW LISTINGS	1,033	↑	868
AVERAGE LIST PRICE	\$968,260	↑	\$674,900
MONTHS SUPPLY	4.9	↑	4.41
LIST TO SALES PRICE	99.10%	↑	98.60%
MEDIAN SALES PRICE	\$635,750	↑	\$674,950
SALES CLOSED	522	↓	559
AVERAGE DAYS ON MARKET	40	↑	39

**Additional Market Data:** In August 2024, the Washington, D.C. housing market exhibited steady activity, characterized by homes selling close to their list prices, with a sale-to-list price ratio of around 99.1%. Here's a breakdown of the main trends and contributing factors:

1. **High Buyer Demand:** There remains a strong demand for homes in D.C., with many properties selling quickly, often with multiple offers. Low days on market and competitive offers, sometimes above list price, reflect this demand. For example, several properties in August sold within days and often above list price, demonstrating the competitive environment.
2. **Limited Inventory:** One of the significant contributors to the tight market is limited inventory. The available supply of homes continues to fall short of demand, leading to a seller's market. This shortage pushes prices higher and keeps the sale-to-list price ratio elevated.
3. **Interest Rate Influence:** Mortgage interest rates have remained a factor, with fluctuations affecting buyer affordability. While higher rates might have deterred some buyers, many are still willing to purchase, contributing to the relatively stable pricing environment.
4. **Stabilizing Prices:** Despite some fluctuations in certain neighborhoods, prices in Washington, D.C., have largely stabilized, with many homes selling very close to the asking price. Some homes, particularly those in highly desirable neighborhoods, continue to see price increases due to the aforementioned demand and inventory constraints.

Information provided for this market by **Melanie Gamble** at **212 Degrees Realty**.

Cell Phone: 301-343-8538 | Email: [melanie.gamble@212degreesrealtyllc.com](mailto:melanie.gamble@212degreesrealtyllc.com)



**USREOP.com**  
**855-4-US-REOP**

\*This information is provided by members of US REO Partners in an effort to deliver timely key market trend insights. It is based on the best data available at the time of publication. US REO Partners is not liable for inaccuracies or misinformation.