



Market Trends *Report*



February 2025
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MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<u>Anaheim/Santa Ana, 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>Metro Atlanta, GA</u>	Cherokee, Clayton, Cobb, Coweta, Bartow, Dekalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Rockdale	John Sherwood
<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>New York, NY</u>	<u>Naussau, Suffolk, Queens</u> (presented in separate charts)	Todd Yovino

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<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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ANAHEIM/SANTA ANA, CALIFORNIA

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,355	↑	2,397
NEW LISTINGS	1,424	↑	1,174
AVERAGE LIST PRICE	\$1,576,000	↓	\$1,985,000
MONTHS SUPPLY	3	↑	2
LIST TO SALES PRICE	94%	↑	90.5%
MEDIAN SALES PRICE	\$1,337,000	↓	\$1,985,000
SALES CLOSED	1,532	↑	996
AVERAGE DAYS ON MARKET	47	↑	27

Additional Market Data: Inventory is building slightly. Small reduction in interest rates may help. However, there is a lot of uncertainty in the market due to unknown future of jobs, economy, inflation worries, and other world problems. Some people are just sitting on the sidelines, waiting to make a move, due to their fears. California Association of Realtors expects median prices in Orange County to rise 4.6% in 2025 due to limited inventory and steady buyer interest. The luxury market shines, as affluent buyers seek coastal properties in exclusive gated communities. Both single family & attached properties remain strong in sales. Well priced homes are selling quickly, with multiple offers and many selling above asking price.

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

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	50,385	↑	49,488
NEW LISTINGS	5,640	↓	6,416
AVERAGE LIST PRICE	\$2,025,002	↓	\$2,262,086
MONTHS SUPPLY	16	↓	18
LIST TO SALES PRICE	86%	↓	94%
MEDIAN SALES PRICE	\$920,000	↑	\$876,000
SALES CLOSED	3,176	↑	2,739
AVERAGE DAYS ON MARKET	48	↓	49

Additional Market Data: In February 2025, Los Angeles County's real estate market continued to evolve, showing signs of stabilization amid shifting conditions. The median home sold price increased slightly to \$920,000, but with a slower appreciation rate than in previous months.

Inventory levels continued to rise, with active listings at 5,640 homes—the highest inventory level since mid-2023. Despite this, elevated mortgage rates, which remained around 6.9%-7.1%, continued to impact demand, as many buyers held off on purchases. With increased supply and slower sales, the market showed signs of shifting further in favor of buyers.

The expected market time—the duration required to sell all current listings at the current sales pace in January. Meanwhile, the rental market remained highly competitive, with strong demand pushing rental prices even higher, particularly in high-demand areas.

In February 2025, REO properties listed totaled 56, while 11 were sold. Additionally, 15 new REO properties entered the market, with 4 acquired by third-party investors. Overall, Los Angeles County's real estate market in February reflected increasing inventory, a gradual cooling in home price growth, and persistent affordability concerns, setting the stage for potential market adjustments in the coming months

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MONTHLY MARKET TRENDS

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RIVERSIDE/SAN BERNARDINO, CALIFORNIA

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	20,295	↓	21,075
NEW LISTINGS	811	↓	819
AVERAGE LIST PRICE	\$618,022	↑	\$611,555
MONTHS SUPPLY	7	↔	7
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$600,728	↑	\$593,743
SALES CLOSED	2,588	↓	2,671
AVERAGE DAYS ON MARKET	53	↑	50

Additional Market Data: In February 2025, the Riverside and San Bernardino County metro housing market experienced a continued slowdown, reflecting broader economic pressures. Total closed sales declined to 2,588, while active listings dropped to 20,295, indicating a tightening inventory. Despite this, months of inventory remained stable at seven months, suggesting a balanced market. The average days on the market increased to 53, pointing to longer selling times. New listings fell to 811, further constraining supply. However, home prices remained resilient, with the average list price rising to \$618,022 and the median sales price increasing to \$600,728. Notably, Riverside and San Bernardino counties were among the 14 California counties ranked among the 50 most vulnerable U.S. housing markets in Q4 2024 with Riverside and San Bernardino being two of those counties, underscoring ongoing affordability and economic concerns.



MONTHLY

MARKET TRENDS

SACRAMENTO, CALIFORNIA

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,483	↑	3135
NEW LISTINGS	1,092	↑	1052
AVERAGE LIST PRICE	\$644,750	↑	\$593,500
MONTHS SUPPLY	1.6	↔	1.6
LIST TO SALES PRICE	98%	↓	99%
MEDIAN SALES PRICE	\$630,000	↑	\$593,500
SALES CLOSED	1,345	↑	973
AVERAGE DAYS ON MARKET	38	↔	38

Additional Market Data: The housing markets in Placer, El Dorado, Sacramento, and Yolo counties are showing varied trends influenced by inventory levels, buyer demand, and economic conditions. Placer County saw a 4.6% year-over-year increase in median sale price, reaching \$661,214, with homes selling within 28 days, indicating strong demand. El Dorado County's home values rose by 1.2% to an average of \$654,502, with properties typically going under contract within 46 days, suggesting a balanced market. Sacramento County remains competitive, with steady home prices and multiple-offer situations. Yolo County experienced a 5.2% decline in median sale price to \$614,000; however, homes are selling faster, with days on market dropping from 34 to 28 days. Overall, while Placer and El Dorado counties continue to see moderate appreciation, Sacramento remains competitive, and Yolo's slight price decline is offset by quicker sales, highlighting the importance of strategic pricing and market adaptability.

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MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,587	↑	4,101
NEW LISTINGS	1,609	↓	1,844
AVERAGE LIST PRICE	\$1,232,000	↓	\$1,245,000
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	97%	↑	96%
MEDIAN SALES PRICE	\$1,040,000	↓	\$1,051,000
SALES CLOSED	1,041	↑	973
AVERAGE DAYS ON MARKET	29	↓	38

Additional Market Data: We are starting to see a slight increase in Active Inventory, although Sales remain sluggish. The Escrow Fall Out rate has added to the elevated numbers. The Spring Selling season hasn't yet materialized. The San Diego County affordability is still low, with only 12 percent of potential homebuyers able to afford the Median Home Price of \$1,040,000. The "Lock in Effect", of Homeowners with very low fixed interest rates, continues to keep inventory off the market. Notice of Defaults appear to be ticking upwards. This could be a sign of changes coming to the market.



MONTHLY MARKET TRENDS

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SAN FRANCISCO, CALIFORNIA

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,913	↓	3,464
NEW LISTINGS	2,433	↑	2,320
AVERAGE LIST PRICE	\$1,841,160	↑	\$1,812,935
MONTHS SUPPLY	1.23	↓	2
LIST TO SALES PRICE	98.91%	↑	97.80%
MEDIAN SALES PRICE	\$1,324,000	↓	\$1,559,250
SALES CLOSED	1,722	↓	1,813
AVERAGE DAYS ON MARKET	35	↓	47

Additional Market Data: Every market, with the exception of San Francisco, experienced significant increases in the number of active listings, marking a substantial shift in supply dynamics. In February, while the number of new listings rose, the number of price reductions also rose. This increase in inventory is likely a contributing factor to the rise in price reductions. Furthermore, the remarkable volatility in both national and international politics persists. Over the past month, stock markets have experienced considerable declines, although interest rates have continued to gradually decrease. This creates a complex and unpredictable environment for the real estate market. As we enter the spring selling season, the data from March is anticipated to provide valuable insights into market trends and dynamics. It will be crucial to monitor these developments closely to understand the direction of the market in the coming months.

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

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	16,332	↑	15,039
NEW LISTINGS	5,518	↑	3,486
AVERAGE LIST PRICE	\$1,058,316	↓	\$1,090,876
MONTHS SUPPLY	5.4	↑	5
LIST TO SALES PRICE	94.20%	↓	94.90%
MEDIAN SALES PRICE	\$650,000	↑	\$640,000
SALES CLOSED	2,258	↓	2,811
AVERAGE DAYS ON MARKET	85	↑	81

Additional Market Data: The South Florida single-family market is softening, reinforcing a shift toward a buyer's market. While Florida has seen strong net migration, Miami-Dade County experienced negative net migration, even at its peak, as wealthier newcomers drove up prices, forcing many out. With wealth migration tapering off, the reality of a cooling market is setting in. Active listings rose to 16,332, and new listings increased to 5,518, adding more supply. Meanwhile, closed sales fell to 2,258, and homes are taking longer to sell, with average days on market rising to 85. The median sales price edged up to \$650,000, but the list-to-sales price ratio dipped to 94.2%, reflecting greater seller flexibility. With months of supply growing to 5.4, buyers are now more cautious, weighing affordability concerns and fears of a lingering recession. Sellers must adjust expectations as competition increases.



MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	31,293	↑	28,782
NEW LISTINGS	7,354	↑	5,051
AVERAGE LIST PRICE	\$533,283	↑	\$552,969
MONTHS SUPPLY	10.9	↑	10
LIST TO SALES PRICE	92.60%	↓	93.20%
MEDIAN SALES PRICE	\$339,500	↓	\$343,250
SALES CLOSED	2,130	↓	2,525
AVERAGE DAYS ON MARKET	106	↑	96

Additional Market Data: Senate Bill SB 4-D, passed after the Surfside collapse, has reshaped the Miami MSA condo/townhouse market by enforcing stricter structural reserve studies and funding requirements. These changes have made financing older condos more difficult, while rising HOA fees and soaring insurance costs continue to strain affordability. Many buyers are hesitant, waiting for rate cuts or better deals. Inventory has surged, with active listings reaching 31,293 and 7,354 new listings adding to supply. Closed sales dipped to 2,130, while the median sales price held at \$339,500. Properties are taking longer to sell, with average days on market rising to 106. Sellers are making more concessions, as the list-to-sales price ratio fell to 92.6%. With a 10.9-month supply, the market now favors buyers. In this climate, sellers must price aggressively and prepare for negotiations.

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MONTHLY MARKET TRENDS ORLANDO, FLORIDA

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	13,568	↑	11,697
NEW LISTINGS	3,123	↓	4,220
AVERAGE LIST PRICE	\$409,990	↓	\$492,645
MONTHS SUPPLY	5.5	↓	7.73
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$400,000	↑	\$375,000
SALES CLOSED	2,528	↑	1,514
AVERAGE DAYS ON MARKET	75	↑	74

Additional Market Data: Orlando's market is softening, with rising inventory levels suggesting a shift toward balance. Florida currently leads the nation in contract cancelations, with 1 in 5 homebuyers backing out of purchases, according to a new report. The report cites the state's high housing supply and vulnerability to natural disasters as major factors. Rising insurance premiums and coverage gaps, especially after the 2024 hurricanes, are deterring buyers, while strict lending conditions and high interest rates further limit affordability. As a result, 30% of Florida homebuyers are opting for new construction, compared to the national average of 13%. This trend is largely driven by builder concessions, lower insurance costs, and more favorable interest rates. Looking ahead, expect cautious demand for corporate properties unless insurance markets stabilize, inventory levels adjust, and interest rates ease.

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MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	923	↑	836
NEW LISTINGS	375	↑	223
AVERAGE LIST PRICE	\$371,714	↑	\$369,613
MONTHS SUPPLY	3.1	↑	2.9
LIST TO SALES PRICE	97.3%	↓	98%
MEDIAN SALES PRICE	\$332,525	↑	\$326,696
SALES CLOSED	207	↓	279
AVERAGE DAYS ON MARKET	87	↑	73

Additional Market Data: Our market has had some changes over the last couple of months. As you can see, the market has slowed significantly other than Median price is still moving up. This mainly is due to the homes selling are new or in higher price ranges. The ones that need work or cannot qualify for financing are moving the days on market, inventory higher. The struggle with REOs and condition, most buyers now want move in ready and are willing to pay significantly higher for it.



MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	43,466	↓	46,295
NEW LISTINGS	52	↓	3,403
AVERAGE LIST PRICE	\$529,841	↓	\$628,414
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	82%	↓	87%
MEDIAN SALES PRICE	\$551,186	↑	\$531,960
SALES CLOSED	2,735	↑	2,358
AVERAGE DAYS ON MARKET	64	↑	61

Additional Market Data: We are seeing escalating days on market and more reductions than we have experienced in several years and sales price to list price has been trending downward the past 3 - 4 months.

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MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	12,024	↓	13,205
NEW LISTINGS	9,666	↑	9,442
AVERAGE LIST PRICE	\$448,773	↑	\$432,117
MONTHS SUPPLY	1.3	↓	1.44
LIST TO SALES PRICE	98.34%	↓	98.76%
MEDIAN SALES PRICE	\$344,500	↑	\$335,000
SALES CLOSED	5,442	↑	5,274
AVERAGE DAYS ON MARKET	54.9	↑	53.3

Additional Market Data: The Chicagoland market remains competitive, with a low 1.3 months of supply, indicating strong demand and limited inventory. Homes are selling at an average of 98.3% of the list price, reflecting minimal price reductions and a seller-favored market. Projections for 2025 indicate a steady rise in home sales and property values, along with a slight uptick in rental prices.



MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,057	↑	2,841
NEW LISTINGS	2,159	↑	1,998
AVERAGE LIST PRICE	\$651,095	↑	\$642,917
MONTHS SUPPLY	2.1	↑	1.4
LIST TO SALES PRICE	100%	↑	98.7%
MEDIAN SALES PRICE	\$425,050	↑	\$425,000
SALES CLOSED	4,102	↑	1,427
AVERAGE DAYS ON MARKET	31	↓	43

Additional Market Data: The Baltimore MSA housing market showed key trends:

Home Prices & Sales: The median home price rose 6.3% year-over-year, while new pending sales dropped 6.3%, signaling slowing buyer activity.

Inventory Levels: Active listings reached 3,057, up 10.2% from January, but new listings declined 9.6% year-over-year, tightening market supply.

Market Conditions: Homes took a median of 30 days to receive an acceptable contract.

Contributing Factors:

- **Economic Uncertainty:** Cautious buyer behavior led to fewer pending sales.
- **Affordable Housing Initiatives:** Gov. Wes Moore's efforts to reduce vacant properties aim to boost supply and stabilize prices.
- **Mortgage Rates:** Fluctuations affected affordability, impacting demand and pricing strategies.

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MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,330	↑	3,094
NEW LISTINGS	2,127	↑	2,024
AVERAGE LIST PRICE	\$658,986	↓	\$663,084
MONTHS SUPPLY	2.6	↑	1.6
LIST TO SALES PRICE	100%	↑	98.5%
MEDIAN SALES PRICE	\$480,000	↑	\$469,195
SALES CLOSED	1,334	↑	1,244
AVERAGE DAYS ON MARKET	34	↓	41

Additional Market Data: The housing market for So. Maryland showed the following trends:

Home Prices & Sales:

- Median Prices: Prince George's: \$434K (+3.4% YoY), Charles: \$440K (+2.8%), Calvert: \$435K (+8.2%).
- Sales Volume: Prince George's: 417 homes (-9.9% MoM), Charles: 121 (-4.0%), Calvert: 74 (up from 65 in Jan 2024).

Inventory & Market Conditions:

- Active Listings: Prince George's: 2,198 (+13.8% MoM), Charles: 570 (+7.5%).
- Median Days on Market: Prince George's: 33 days (flat YoY), Charles: 43 days (up from 35), Calvert: 49 days in Jan (down from 65 in Jan 2024).
- Sale-to-List Price Ratio: Prince George's & Calvert: ~100%, Charles: 99.9%.

Contributing Factors:

- Economic Conditions: CPI-U rose 0.5% (Jan 2025), affecting affordability.
- Housing Supply: Increased listings in Prince George's & Charles counties eased competition.
- Regional Trends: D.C. metro saw an 11.4% YoY increase in new listings, boosting market activity.

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MONTHLY MARKET TRENDS DETROIT, MICHIGAN

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,588	↓	6,701
NEW LISTINGS	2,527	↑	1,815
AVERAGE LIST PRICE	\$260,000	↓	\$270,000
MONTHS SUPPLY	2.3	↓	2.7
LIST TO SALES PRICE	95.5%	↓	96%
MEDIAN SALES PRICE	\$245,000	↓	\$260,000
SALES CLOSED	2,295	↓	2,855
AVERAGE DAYS ON MARKET	44	↑	42

Additional Market Data: The Michigan real estate market is experiencing a nuanced landscape in early 2025, with regional variations influencing buyer behavior and inventory levels. **Statewide Trends: Home Prices:** The median home price in Michigan has risen by 8.3% year-over-year, reaching \$246,400 in January 2025. This increase indicates sustained demand, although affordability challenges persist for some buyers. **Inventory Levels:** The number of homes for sale has grown by 9.2% compared to the previous year, providing buyers with more options and potentially easing competitive pressures. **Market Balance:** With approximately three months of housing supply, Michigan's market is considered balanced. However, this balance can shift based on local conditions and buyer activity.



MONTHLY MARKET TRENDS MINNEAPOLIS, MINNESOTA

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6,933	↑	6,725
NEW LISTINGS	4,349	↑	4,146
AVERAGE LIST PRICE	\$520,227	↑	\$504,777
MONTHS SUPPLY	3	↔	3
LIST TO SALES PRICE	99.40%	↑	99%
MEDIAN SALES PRICE	\$383,000	↑	\$370,000
SALES CLOSED	2,254	↓	2,261
AVERAGE DAYS ON MARKET	49	↓	65

Additional Market Data: In February, the Twin Cities area saw an increase in market activity. The warmer month and limited snowfall sent buyers out shopping for a home. There is still a 3-month supply of homes and there is an increase in active listings for the month. We are heading for the Spring market, but buyers are still out and there is an increase in the listings.



MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,367	↓	4,939
NEW LISTINGS	1,420	↓	1,783
AVERAGE LIST PRICE	\$406,449	↑	\$353,185
MONTHS SUPPLY	2.86	↓	3.52
LIST TO SALES PRICE	99.24%	↓	99.30%
MEDIAN SALES PRICE	\$269,900	↓	\$272,900
SALES CLOSED	1,522	↑	1,401
AVERAGE DAYS ON MARKET	42	↑	40

Additional Market Data: Weather is turning which is bringing the buyers back out into the market. There is still some concern over the stability of the stock market, inflation, and interest rates. The inventory remains limited. Most noticeable is that even with more buyers and limited inventory, we are still experiencing a downturn in average sales price for the last couple of months. We haven't seen this in back to back months for a while and values may have plateaued or is quite possibly making a correction. The next two months will be quite telling on how strong our market will remain.



MONTHLY MARKET TRENDS NEWARK, NEW JERSEY

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,893	↑	1,128
NEW LISTINGS	1,276	↑	175
AVERAGE LIST PRICE	\$576,664	↑	\$567,896
MONTHS SUPPLY	2.6	↑	2.2
LIST TO SALES PRICE	100.3%	↑	95.5%
MEDIAN SALES PRICE	\$576,664	↓	\$590,605
SALES CLOSED	392	↑	358
AVERAGE DAYS ON MARKET	92	↑	73

Additional Market Data: In February 2025, Northern & Central New Jersey's housing market remained competitive with low inventory driving higher prices. Homes sold close to or above asking, fueled by strong buyer demand, limited new listings, and rising interest rates. Seasonal slowdown eased some pressure, but bidding wars persisted for well-priced homes. Days on market ticked up slightly as affordability concerns tempered some buyer activity.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,990	↓	2,051
NEW LISTINGS	910	↓	929
AVERAGE LIST PRICE	\$963,816	↓	\$993,839
MONTHS SUPPLY	2.4	↔	2.4
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$770,000	↑	\$769,400
SALES CLOSED	588	↓	762
AVERAGE DAYS ON MARKET	67	↑	45

Additional Market Data: Nassau has shown steady sales with moderate activity. The frenzy that has existed since Covid is dying out. The buying public is becoming more demanding and negotiating more and harder than they have in the past 5 years. I believe the trend will continue. While inventory still remains low and out of balance, there is a noticeable slow down. Interest rates remaining at the high levels and the higher cost of living is still causing people to struggle. I believe the buyer market will remain busy through the Spring market, however, will continue to slide despite lower inventory; the demand is following suit. If inventory starts to grow, I believe we'll see the market change from a seller's market to buyers very quickly.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK

**USREO
PARTNERS**

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,884	↑	2,808
NEW LISTINGS	1,256	↑	1,162
AVERAGE LIST PRICE	\$829,820	↑	\$808,125
MONTHS SUPPLY	2.6	↑	2.5
LIST TO SALES PRICE	100%	↓	100.3%
MEDIAN SALES PRICE	\$660,000	↑	\$645,000
SALES CLOSED*	770	↓	969
AVERAGE DAYS ON MARKET	68	↑	44

Additional Market Data: Suffolk has shown steady sales with moderate activity. The frenzy that has existed since Covid is dying out. The buying public is becoming more demanding and negotiating more and harder than they have in the past 5 years. I believe the trend will continue. While inventory still remains low and out of balance, there is a noticeable slow down. Interest rates remaining at the high levels and the higher cost of living is still causing people to struggle. I believe the buyer market will remain busy through the Spring market, however, will continue to slide despite lower inventory; the demand is following suit. If inventory starts to grow, I believe we'll see the market change from a seller's market to buyers very quickly.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS

**USREO
PARTNERS**

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,397	↓	3,421
NEW LISTINGS*	881	↓	991
AVERAGE LIST PRICE	\$636,490	↓	\$970,605
MONTHS SUPPLY	5.5	↓	5.6
LIST TO SALES PRICE	98%	↑	97.6%
MEDIAN SALES PRICE	\$584,000	↓	\$628,500
SALES CLOSED*	439	↓	566
AVERAGE DAYS ON MARKET	83	↑	53

Additional Market Data: Queens has shown steady sales with moderate activity. The frenzy that has existed since Covid is dying out. The buying public is becoming more demanding and negotiating more and harder than they have in the past 5 years. I believe the trend will continue. While inventory still remains low and out of balance, there is a noticeable slow down. Interest rates remaining at the high levels and the higher cost of living is still causing people to struggle. I believe the buyer market will remain busy through the Spring market, however, will continue to slide despite lower inventory; the demand is following suit. If inventory starts to grow, I believe we'll see the market change from a seller's market to buyers very quickly.



MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

USREO
PARTNERS

FEBURARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,542	↓	7,709
NEW LISTINGS	1,139	↑	951
AVERAGE LIST PRICE	\$565,000	↑	\$559,999
MONTHS SUPPLY	3	↔	3
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$485,000	↑	\$445,000
SALES CLOSED	1,946	↑	448
AVERAGE DAYS ON MARKET	46	↑	42

Additional Market Data: The Las Vegas housing market remains strong, with home prices holding steady at record highs. In February, the median price for existing single-family homes in Southern Nevada remained at \$485,000, as reported by Las Vegas Realtors. Demand continues to outpace supply, leading to increased competition among buyers. Additionally, the Market Action Index has been trending upward for several weeks, signaling a sellers' market with strong activity.



MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,952	↑	7,565
NEW LISTINGS	3,756	↑	3,594
AVERAGE LIST PRICE	\$431,680	↑	\$407,380
MONTHS SUPPLY	2.64	↑	1
LIST TO SALES PRICE	92%	↓	98%
MEDIAN SALES PRICE	396,876	↓	401,100
SALES CLOSED	2,162	↓	2,411
AVERAGE DAYS ON MARKET	39	↑	36

Additional Market Data: The real estate market in the Philadelphia region has been declining in the past few months. The number of listings and new listings for sale has continued to increase and the months in inventory has been increasing as well. The total number of closed sales in the past few months has continued to decline as well. Median sales price is lower and days on market is increasing. The good news is that even though the median sales price is lower, properties are still selling for 92% of the list price. Houses are selling, but home prices have been coming down and sellers are needing to adjust their list prices based on the current market values.



MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	351	↓	975
NEW LISTINGS	776	↓	868
AVERAGE LIST PRICE	\$315,696	↓	\$363,669
MONTHS SUPPLY	0.78	↑	0.75
LIST TO SALES PRICE	99.1%	↑	98.9%
MEDIAN SALES PRICE	\$275,000	↓	\$277,500
SALES CLOSED	1,210	↓	1,358
AVERAGE DAYS ON MARKET	35	↑	32

Additional Market Data: The statistically anomaly from last month has corrected itself with this month's data. We are back to selling more homes than being listed. The available homes (active listings) are a six-month low. Despite the low inventory we haven't seen any appreciable change in list price or days on the market except for the original list price to sales price percentage increases. There are only 3 active REO properties in the entire market. Distressed homes continue to sell at an average of 37.72% less with 20 extra days of marketing compared to a traditional retail transaction.



MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA

FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	113	↓	406
NEW LISTINGS	304	↓	359
AVERAGE LIST PRICE	\$419,535	↓	\$486,949
MONTHS SUPPLY	0.81	↓	1.69
LIST TO SALES PRICE	99.99%	↑	99.62%
MEDIAN SALES PRICE	\$347,000	↑	\$315,000
SALES CLOSED	378	↓	534
AVERAGE DAYS ON MARKET	44	↑	28

Additional Market Data: This new market covers the Allentown–Bethlehem–Easton metropolitan area which is in Lehigh and Northampton counties. It is widely considered the third largest real estate market in Pennsylvania. Sales have declined month by month due to the lack of inventory. What did sell closed at a higher price per square foot, indicating an upward trend in price. Buyers are continuing to pay full price for homes in this area. Distressed assets do not have a negative affect on the market.



MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	51,672	↑	50,741
NEW LISTINGS	18,170	↓	19,430
AVERAGE LIST PRICE	\$451,074	↓	\$514,875
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$317,000	↑	\$305,000
SALES CLOSED	10,604	↑	9,328
AVERAGE DAYS ON MARKET	65	↓	67

Additional Market Data: Overall, the DFW housing market in February 2025 saw increased inventory levels, modest price appreciation, and longer selling times, indicating a shift towards a more balanced market. Elevated interest rates likely discouraged buyers, leading to more active listings staying on the market longer. Additionally, a rise in completed new builds contributed to higher supply, giving buyers more options and reducing urgency. While demand wasn't as strong as in previous years, DFW remains a desirable market due to job growth and migration, preventing prices from dropping significantly. February saw a fairly large drop in the average list price, while the median sales price was up a bit. Overall, the market is shifting from the extreme seller's market of recent years toward a more balanced or slightly buyer-favored market.

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MONTHLY MARKET TRENDS HOUSTON, TEXAS

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	40,532	↓	53,947
NEW LISTINGS	4,551	↓	4,610
AVERAGE LIST PRICE	\$366,486	↑	\$364,602
MONTHS SUPPLY	5.3	↑	4.3
LIST TO SALES PRICE	97.7%	↑	97.6%
MEDIAN SALES PRICE	\$350,000	↑	\$330,000
SALES CLOSED	3,265	↑	1,054
AVERAGE DAYS ON MARKET	63	↑	59

Additional Market Data: Market inventory is creeping up and so are days on market, however the homes are still selling! The overall Houston and surrounding areas are more slated as a seller's market due to buyer demand and a lack of new construction to meet that expected demand. With the new administration there has been a noticeable affect on a shortage of laborers for construction. The other lingering question is how will tariffs affect prices of materials for new builds and renovations.

From a poll: Nearly 3 in 4 Americans believe tariffs will lead to higher prices. 74% of respondents say they think tariffs will lead to an increase in the prices of goods. Two-thirds (67%) of Republicans say so, as do 85% of Democrats and 73% of independents. Also, the older you are, the more likely you agree.

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MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON



FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6,359	↑	3,430
NEW LISTINGS	1,863	↑	1,532
AVERAGE LIST PRICE	\$1,174,388	↓	\$1,232,348
MONTHS SUPPLY	2.45	↑	1.546
LIST TO SALES PRICE	101.30%	↑	99.28%
MEDIAN SALES PRICE	\$750,000	↑	\$730,000
SALES CLOSED	2,351	↑	1,758
AVERAGE DAYS ON MARKET	33	↓	45

Additional Market Data: The Puget Sound real estate market is in a fascinating state of transition—not quite a buyer’s market, not quite a seller’s market, but somewhere in between. Inventory is up 39.4% year-over-year, which should mean more options for buyers, but affordability remains a major challenge. Despite mortgage rates dipping slightly (6.95% → 6.76%), home prices continue to climb—with the median hitting \$630K in February, up 2.4% from January.

Buyers are more selective than ever—demand exists, but only for properties that are priced correctly or offer real value. We’re also seeing builders brace for impact, as tariffs on materials are expected to increase construction costs 4-6%, making existing homes an even more attractive option.

With only 2.45 months of inventory, we’re still below the 4-6 month threshold of a balanced market. However, if sellers flood the market in Q2, we could see a shift in pricing dynamics. For now, sellers should list sooner rather than later, while buyers who wait may face higher costs, not lower prices. The market is moving, and strategy is everything.

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MONTHLY MARKET TRENDS WASHINGTON, DC

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FEBRUARY 2025

Categories	Feb 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,534	↑	2,416
NEW LISTINGS	1,006	↓	1,079
AVERAGE LIST PRICE	\$915,223	↓	\$925,604
MONTHS SUPPLY	5.4	↑	4.3
LIST TO SALES PRICE	95.80%	↑	95.60%
MEDIAN SALES PRICE	\$640,000	↓	\$679,815
SALES CLOSED	477	↑	451
AVERAGE DAYS ON MARKET	70	↓	73

Additional Market Data: Washington, D.C.'s housing market showed key trends:

- **Home Prices & Sales:** The median home price rose 3.5% YoY to \$640K, while sales volume dropped 3.3% from January to 477 homes.

Inventory & Market Conditions: Active listings reached 3,001 (+17% MoM), signaling a shift toward a buyer's market.

- **Contributing Factors:**

1. Federal Workforce Adjustments: Potential government downsizing created uncertainty, affecting housing demand.
2. Mortgage Rates: Fluctuations impacted affordability, influencing buyer demand and pricing.
3. Economic & Political Climate: The recent presidential inauguration spurred luxury market activity, attracting government officials and executives.

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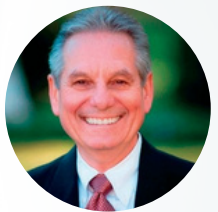
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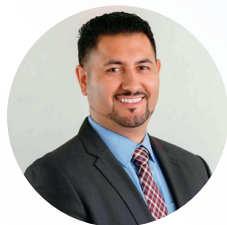
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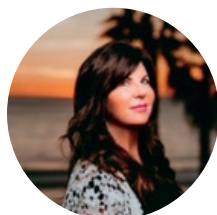
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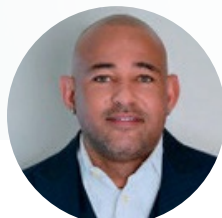
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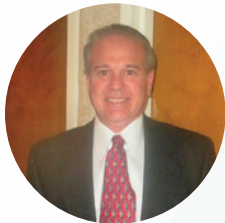


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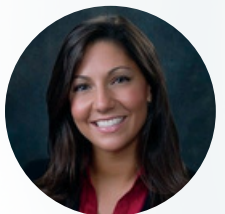


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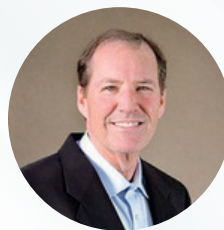


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