



# Market Trends *Report*



January 2025  
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# MARKET AREAS

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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 Doherty
<u>Tallahassee, FL</u>	Gadsden, Jefferson, Leon, Wakulla	Danielle Galvin

# MARKET AREAS

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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	Sam Hantosh
<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

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AREA	COUNTIES INCLUDED	PROVIDED BY Brandy
<u>Las Vegas, NV</u>	Clark	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>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

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## MARKET TRENDS

### ANAHEIM/SANTA ANA, CALIFORNIA

**JANUARY 2025**

Categories	Jan 2025	Increase/ Decrease	Prior Month
<b>ACTIVE LISTINGS</b>	2,397	↓	2,698
<b>NEW LISTINGS</b>	1,174	↑	810
<b>AVERAGE LIST PRICE</b>	\$1,985,000	↑	\$1,150,000
<b>MONTHS SUPPLY</b>	2	↓	3
<b>LIST TO SALES PRICE</b>	90.50%	↓	95%
<b>MEDIAN SALES PRICE</b>	\$1,985,000	↑	\$1,100,000
<b>SALES CLOSED</b>	996	↓	1,312
<b>AVERAGE DAYS ON MARKET</b>	27	↓	30

**Additional Market Data:** Inventory is building a bit. High interest rates, remain a factor in buying and selling, due to high sales prices. Jobs report remained stable, as expected. Still seeing upper end properties remain on the market for longer period of time. Some price reductions well.

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# MONTHLY

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## MARKET TRENDS LOS ANGELES, CALIFORNIA

### JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	49,488	↑	48,346
NEW LISTINGS	6,416	↑	3,026
AVERAGE LIST PRICE	\$2,262,086	↑	\$1,446,486
MONTHS SUPPLY	18	↑	13
LIST TO SALES PRICE	94.00%	↓	114%
MEDIAN SALES PRICE	\$876,000	↓	\$900,000
SALES CLOSED	2,739	↓	3,754
AVERAGE DAYS ON MARKET	49	↑	43

**Additional Market Data:** In January 2025, Los Angeles County's real estate market exhibited notable trends. The median home sold price reached \$876,000, reflecting a 6.3% increase from the previous year. However, the number of homes sold decreased by 35.4% compared to December 2024, indicating a potential cooling in buyer activity. Inventory levels rose significantly, with active listings increasing by 13% over a two-week period, totaling 6,416 homes—the largest bi-weekly rise since 2012. Despite this influx, buyer demand remained subdued, partly due to elevated mortgage rates exceeding 7%, which have impacted affordability. The expected market time, representing the duration of selling all current listings at the prevailing sales pace, has escalated to 126 days, the highest since January 2019. This shift suggests transitioning towards a buyer's market, offering purchasers more options and potential negotiation leverage. Demand surged in the rental sector, leading to increased competition among prospective tenants. This heightened demand has resulted in bidding wars and elevated rental prices, further challenging affordability for many residents. Overall, the Los Angeles County real estate landscape in January 2025 is characterized by rising home prices, increased inventory, and shifting market dynamics, necessitating careful consideration by both buyers and sellers. In January 2025, REO properties LISTED were 70, and SOLD were 58. There were 61 new REO properties, of which 3rd party investors purchased 21 of the 61.

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## MARKET TRENDS

### RIVERSIDE/SAN BERNARDINO, CALIFORNIA

#### JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	21,075	↑	20,856
NEW LISTINGS	819	↓	834
AVERAGE LIST PRICE	\$611,555	↑	\$608,995
MONTHS SUPPLY	7	↔	7
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$593,743	↓	\$595,288
SALES CLOSED	2,671	↓	2,684
AVERAGE DAYS ON MARKET	50	↑	48

**Additional Market Data:** In January 2025, the housing market in Riverside and San Bernardino counties showed signs of stabilization after a volatile year. Buyer demand remained steady, but high mortgage rates kept some hesitant, leading to longer listing times. Sellers adjusted expectations, with more price reductions seen across both counties. Inventory levels were healthier than last year, offering buyers more choices, but affordability remained a challenge. While some areas experienced increased competition, especially for move-in-ready homes, others saw slower activity. Investors showed renewed interest, particularly in growing suburban communities, signaling confidence in long-term growth.



# MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA

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JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3135	↑	2,806
NEW LISTINGS	1052	↑	479
AVERAGE LIST PRICE	\$593,500	↓	\$676,000
MONTHS SUPPLY	1.6	↑	1.5
LIST TO SALES PRICE	99%	↑	95%
MEDIAN SALES PRICE	\$593,500	↓	\$650,000
SALES CLOSED	973	↓	1,539
AVERAGE DAYS ON MARKET	38	↓	45

**Additional Market Data:** In Placer, Sacramento, El Dorado, and Yolo counties, the real estate market is experiencing varied dynamics. Sacramento County's slight price increase reflects strong buyer demand despite rising interest rates. In contrast, El Dorado County's price decline is influenced by higher inventory and reduced buyer urgency. Placer and Yolo counties remain stable, supported by desirable amenities and quality of life. Overall, affordability challenges and economic uncertainties are affecting buyer decisions. Properties priced competitively and in move-in-ready condition are selling faster, while homes needing updates or priced above market trends are staying on the market longer.





# MONTHLY

## MARKET TRENDS

### SAN DIEGO, CALIFORNIA

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,101	↑	3,692
NEW LISTINGS	1,844	↓	1,875
AVERAGE LIST PRICE	\$1,245,000	↑	\$1,218,287
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↓	97%
MEDIAN SALES PRICE	\$1,051,000	↑	\$992,662
SALES CLOSED	973	↓	1,175
AVERAGE DAYS ON MARKET	38	↑	30

**Additional Market Data:** Interest rates and elevated property values, continue to be a drag on San Diego sales activity. The number of New Listings in January were unexpectedly flat. The Interest Rate "Lock in Effect" continues, as many potential Home Sellers can't justify a move. The First Time Buyer and Move Up Seller/Buyers are still on the sidelines. This, coupled with the slowdown in hiring within the Tech Industry, has Days on Market numbers moving up. We also saw a dip in the List to Sales Price percentage. This was most noticeable in homes on the market for 30 days or more. Buyers are starting to sense a move into a Buyer's Market and therefore don't feel the need to make offers above the asking price.



# MONTHLY

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## MARKET TRENDS SAN FRANCISCO, CALIFORNIA

### JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,464	↑	2,924
NEW LISTINGS	2,320	↑	1,878
AVERAGE LIST PRICE	\$1,812,935	↑	\$1,527,937
MONTHS SUPPLY	2	↔	2
LIST TO SALES PRICE	97.80%	↓	98.85%
MEDIAN SALES PRICE	\$1,559,250	↑	\$1,505,600
SALES CLOSED	1,813	↓	2,576
AVERAGE DAYS ON MARKET	47	↓	58

**Additional Market Data:** In line with typical seasonal patterns, December witnessed the lowest monthly figures for homes entering contracts throughout the year. However, we can anticipate a swift increase in listing and sales activity in the upcoming months as the market begins to heat up in preparation for the spring selling season. In mid-January, the weekly average mortgage interest rate briefly exceeded 7% before subsequently declining to just below that level. Luxury home sales have experienced a remarkable recovery, surpassing overall market trends and reaching the second highest level on record. This surge can be largely attributed to the booming stock market, particularly in counties where the artificial intelligence sector flourished in 2024. Wealthy buyers, benefiting from significant increases in their household wealth and rising home equity, have re-entered the market at a faster pace than the average buyer. Many affluent purchasers are able to pay in cash, making them less sensitive to fluctuations in interest rates. If affluent buyers constitute a larger segment of the market, as seen in 2024, this trend is likely to drive up median sales prices due to their preference for purchasing higher-priced homes.

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# MONTHLY

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

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JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,039	↓	15,542
NEW LISTINGS	3,486	↓	3,980
AVERAGE LIST PRICE	\$1,090,876	↓	\$1,119,358
MONTHS SUPPLY	5	↓	5.2
LIST TO SALES PRICE	94.90%	↓	95.20%
MEDIAN SALES PRICE	\$640,000	↑	\$625,000
SALES CLOSED	2,811	↑	2,360
AVERAGE DAYS ON MARKET	81	↑	60

**Additional Market Data:** The South Florida single-family market is adjusting as inventory declines slightly, with active listings down by 3.2% month-over-month. New listings also saw a significant drop (-12.4%), which could indicate some seller hesitation. Despite this, median sales prices increased to \$640,000, reflecting continued demand. However, the longer days on market (81 days, up from 60) suggest homes are taking longer to sell, likely due to affordability challenges and shifting buyer leverage. The slight dip in the list-to-sales price ratio (94.9%) signals that sellers are becoming more flexible. Interest rates remain a key factor, influencing both buyer activity and pricing trends.



# MONTHLY

## MARKET TRENDS

### MIAMI, FLORIDA

(TOWNHOMES/CONDOS)

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**JANUARY 2025**

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	28,782	↓	28,975
NEW LISTINGS	5,051	↓	5,273
AVERAGE LIST PRICE	\$552,969	↓	\$564,662
MONTHS SUPPLY	10	↑	9.9
LIST TO SALES PRICE	93.20%	↓	93.50%
MEDIAN SALES PRICE	\$343,250	↑	\$340,000
SALES CLOSED	2,525	↑	2,196
AVERAGE DAYS ON MARKET	96	↑	81

**Additional Market Data:** The Miami MSA condo/townhouse market continued to shift in January, with rising inventory and slowing sales reinforcing a buyer's market. Active listings held steady at 28,975, while closed sales dropped (-14.3%) to 2,196. Median prices edged up to \$340,000 (+1.5%), but properties are taking longer to sell, with average days on market increasing to 81 days. Sellers are making more concessions, as the list-to-sales price ratio declined to 93.5%.

**Key Factors Driving Change:**

- \*Higher Interest Rates: Borrowing costs remain elevated, keeping many buyers cautious.
- \*Condo Financing Challenges: Tighter lending standards post-SB 4-D are impacting older buildings.
- \*Insurance Costs & HOA Fees: Rising costs continue to squeeze affordability.
- \*Economic Uncertainty: Buyers are waiting for rate cuts or better deals.

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# MONTHLY MARKET TRENDS ORLANDO, FLORIDA

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JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	11,697	↑	10,049
NEW LISTINGS	4,220	↑	2,510
AVERAGE LIST PRICE	\$492,645	↑	\$464,525
MONTHS SUPPLY	7.73	↑	4.67
LIST TO SALES PRICE	97%	↓	98.3%
MEDIAN SALES PRICE	\$375,000	↓	\$380,000
SALES CLOSED	1,514	↓	2,154
AVERAGE DAYS ON MARKET	74	↑	68

**Additional Market Data:** The median home sales price in January was \$375,000, a slight decrease from \$380,000 in December. During this period, overall sales fell by 29.7%, reflecting a significant market adjustment. Inventory levels saw a notable increase of 16.4% from December, while interest rates rose from 6.5% to 6.8% during the same time period.

New listings surged by 68.1%, with 4,220 new homes entering the market in January compared to 2,510 in December. This influx of new listings, combined with the downward pressure on prices, highlights the importance of proactively pricing homes and ensuring they are in insurable and financeable condition to facilitate sales before further value declines occur.



# MONTHLY

## MARKET TRENDS

### TALLAHASSEE, FLORIDA

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	836	↓	981
NEW LISTINGS	223	↓	274
AVERAGE LIST PRICE	\$369,613	↑	\$368,180
MONTHS SUPPLY	2.9	↓	3.3
LIST TO SALES PRICE	98%	↑	97.90%
MEDIAN SALES PRICE	\$326,696	↑	\$321,025
SALES CLOSED	279	↑	247
AVERAGE DAYS ON MARKET	73	↑	66

**Additional Market Data:** The Tallahassee market has picked up some in 2025. Showings overall are still down significantly. Many sellers are getting frustrated with the time to sell. They are feeling the inventory increase and days on market increase. We had snow here for the first time in 30 years so we had a week of shut down. Although it was fun for a couple days, it did impact closings. Prices are starting to decline mostly due to increased competition.



# MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA



**JANUARY 2025**

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	46,295	↑	6,927
NEW LISTINGS	3,403	↑	3,288
AVERAGE LIST PRICE	\$628,414	↑	\$518,724
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	87%	↓	96%
MEDIAN SALES PRICE	\$531,960	↑	\$512,637
SALES CLOSED	2,358	↓	4,433
AVERAGE DAYS ON MARKET	61	↑	60

**Additional Market Data:** This includes report includes the following counties: Cherokee, Clayton, Cobb, Dekalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Rockdale, Coweta, Bartow



# MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	13,205	↓	13,639
NEW LISTINGS	9,442	↑	6,090
AVERAGE LIST PRICE	\$432,117	↑	\$396,267
MONTHS SUPPLY	1.44	↓	1.58
LIST TO SALES PRICE	98.76%	↑	97.70%
MEDIAN SALES PRICE	\$335,000	↓	\$347,000
SALES CLOSED	5,274	↓	6,994
AVERAGE DAYS ON MARKET	53.3	↑	44

**Additional Market Data:** The Chicagoland market remains competitive, with 13,205 active listings and 9,442 new listings coming to market in January. In Chicago specifically, we're seeing continued strength in well-priced single-family homes and condos in prime neighborhoods, while luxury and high-end properties are experiencing slightly longer days on market as buyers assess financing options amid fluctuating interest rates. Investors remain active in multifamily properties, particularly in neighborhoods with strong rental demand. Areas with good access to public transit and new development projects continue to attract buyers, while some outer suburbs are seeing a slight uptick in listing activity as affordability concerns push buyers beyond city limits.





# MONTHLY MARKET TRENDS BALTIMORE, MARYLAND



## JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,841	↑	2,805
NEW LISTINGS	1,998	↑	1,488
AVERAGE LIST PRICE	\$642,917	↑	\$639,220
MONTHS SUPPLY	1.4	↔	1.4
LIST TO SALES PRICE	98.7%	↓	100%
MEDIAN SALES PRICE	\$425,000	↓	\$430,000
SALES CLOSED	1,427	↓	2,045
AVERAGE DAYS ON MARKET	43	↑	27

**Additional Market Data:** The Baltimore MSA maintains a balanced housing market with moderate price growth and stable inventory. While many homes sold at or above list price, a significant portion sold below.

- Baltimore County: A diverse housing stock, including single-family homes, townhouses, and condos, appeals to a broad range of buyers.
- Howard County: Known for higher property values, this affluent area features large single-family homes in planned communities with ample amenities.
- Queen Anne's County: The market has grown notably, with a median sold price of \$537,850 in January 2025, a 6.4% increase from last year. The mix of historic homes and new developments attracts buyers seeking charm and modernity.

Overall, the Baltimore MSA continues steady growth, offering balanced opportunities for both buyers and sellers.

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# MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

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JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,094	↑	2,907
NEW LISTINGS	2,024	↑	1,340
AVERAGE LIST PRICE	\$663,084	↑	\$644,884
MONTHS SUPPLY	1.6	↓	1.8
LIST TO SALES PRICE	98.5%	↔	98.5%
MEDIAN SALES PRICE	\$469,195	↓	\$491,565
SALES CLOSED	1,244	↓	1,855
AVERAGE DAYS ON MARKET	41	↓	45

**Additional Market Data:** Southern Maryland's market slowed, with new pending sales down 16.6% year-over-year. New listings fell 13.2%, except in Charles County, which saw a 2.0% increase.

Key Factors:

- Interest Rates: Fluctuations have impacted affordability and buyer demand.
- Inventory Levels: Limited availability is shaping pricing trends and competitiveness.

While median sales prices have generally risen, declining inventory in some areas has created a competitive market. Interest rates, economic conditions, and local dynamics continue to influence these trends.

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# MONTHLY

## MARKET TRENDS

### DETROIT, MICHIGAN

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**JANUARY 2025**

Categories	Jan 2025	Increase/ Decrease	Prior Month
<b>ACTIVE LISTINGS</b>	6,701	↑	5,500
<b>NEW LISTINGS</b>	1,815	↑	1,345
<b>AVERAGE LIST PRICE</b>	\$270,000	↑	\$266,500
<b>MONTHS SUPPLY</b>	2.7	↑	2.5
<b>LIST TO SALES PRICE</b>	96%	↑	93%
<b>MEDIAN SALES PRICE</b>	\$260,000	↑	\$257,500
<b>SALES CLOSED</b>	2,855	↓	2,895
<b>AVERAGE DAYS ON MARKET</b>	42	↑	40

**Additional Market Data:** There was a large uptick in inventory immediately after the new year. The solds have cooled off for the 2nd month in a row with DOM slowly increasing. We are still in a sellers market compared to other areas in the country however with the inventory and DOM steadily increasing, this upcoming spring market will look differently compared to previous years.

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# MONTHLY

## MARKET TRENDS

### MINNEAPOLIS, MINNESOTA

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JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6,725	↓	6,895
NEW LISTINGS	4,146	↑	2,529
AVERAGE LIST PRICE	\$504,777	↑	\$474,051
MONTHS SUPPLY	3	↑	2
LIST TO SALES PRICE	99%	↓	98.1%
MEDIAN SALES PRICE	\$370,000	↔	\$370,000
SALES CLOSED	2,261	↓	3,156
AVERAGE DAYS ON MARKET	65	↑	41

**Additional Market Data:** In January, the Twin Cities area saw a slight increase in marketing time, while overall home sales have dipped. The SFR rental disposition still continues in the Minneapolis/St Paul area. While the market isn't driven by corporate sellers, buyers, and sellers have been noticing the increase in inventory from corporate and hedge fund sellers.



# MONTHLY

## MARKET TRENDS

### ST. LOUIS, MISSOURI

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,939	↑	4,707
NEW LISTINGS	1,783	↑	1,740
AVERAGE LIST PRICE	\$353,185	↑	\$342,943
MONTHS SUPPLY	3.52	↑	2.31
LIST TO SALES PRICE	99.30%	↑	98.8%
MEDIAN SALES PRICE	\$272,900	↓	\$279,000
SALES CLOSED	1,401	↓	2,036
AVERAGE DAYS ON MARKET	40	↑	37

**Additional Market Data:** Weather continued to be a factor as one of the largest snow falls in recent years occurred and it shut down many of the side streets for days. The City of St. Louis seemed to suffer the most. The loss of mobility and frigid wind chills kept people inside. The economic forecasters continue to rank St. Louis Metropolitan area as a stable to strong market. Reflecting back from year end 2023 to 2024, average sales prices were up 12% and Month's Supply was down 15.8% from December 2023 to 2024. Multiple offers had slowed down but with the lack of perceived inventory, they are becoming more common again.



# MONTHLY MARKET TRENDS NEWARK, NEW JERSEY

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,128	↓	1,731
NEW LISTINGS	175	↓	645
AVERAGE LIST PRICE	\$567,896	↓	\$577,265
MONTHS SUPPLY	2.2	↓	3
LIST TO SALES PRICE	95.5%	↓	100.9%
MEDIAN SALES PRICE	\$590,605	↓	\$610,955
SALES CLOSED	358	↑	251
AVERAGE DAYS ON MARKET	73	↑	40

**Additional Market Data:** The real estate markets in Essex, Union, Morris, Sussex, Somerset, and Hunterdon counties in New Jersey showed key trends:

**Inventory Levels:** Active listings rose 24.6% year-over-year, marking the 15th consecutive month of growth.

**Home Prices:** Nationally, the median home price fell 2.2% to \$400,500, partly due to an increase in smaller home listings.

**Days on Market:** Homes averaged 73 days on the market in January 2025, five days longer than last year, indicating a slight sales slowdown.

**Factors Influencing Trends:**

- **Interest Rates:** Mortgage rates remained stable, ranging from 6.91% to 7.04% in January 2025, potentially supporting market activity.
- **Economic Conditions:** Employment rates and consumer confidence continue to shape real estate dynamics in these counties.

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# MONTHLY

## MARKET TRENDS

### NEW YORK, NEW YORK – NASSAU



**JANUARY 2025**

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,051	↑	2,035
NEW LISTINGS	929	↑	538
AVERAGE LIST PRICE	\$993,839	↓	\$995,114
MONTHS SUPPLY	2.4	↔	2.4
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$769,400	↓	\$779,000
SALES CLOSED	762	↓	848
AVERAGE DAYS ON MARKET	45	↑	31

**Additional Market Data:** Our observation over the past 30 days has noted a more reserved buying appetite in many areas throughout the county. It appears, newly enacted immigration policies have caused a slowdown, as there is now apprehension that deportation could become a reality. This concern has led to hesitation in purchasing housing, as buyers fear losing their capital if they are forced to return to their home country. We do not yet know to what extent this will affect the overall marketplace; however, we will be closely monitoring the situation in the coming months. Additionally, the winter elements have contributed to a more somber sentiment. That being said, the market is not stagnant—just not as heated.



# MONTHLY

## MARKET TRENDS

### NEW YORK, NEW YORK – SUFFOLK

#### JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,808	↓	2,874
NEW LISTINGS	1,162	↑	745
AVERAGE LIST PRICE	\$808,125	↓	\$950,208
MONTHS SUPPLY	2.5	↓	2.6
LIST TO SALES PRICE	100.30%	↓	100.80%
MEDIAN SALES PRICE	\$645,000	↓	\$649,000
SALES CLOSED*	969	↓	1,169
AVERAGE DAYS ON MARKET	44	↑	28

**Additional Market Data:** Our observation over the past 30 days has noted a more reserved buying appetite in many areas throughout the county. It appears, newly enacted immigration policies have caused a slowdown, as there is now apprehension that deportation could become a reality. This concern has led to hesitation in purchasing housing, as buyers fear losing their capital if they are forced to return to their home country. We do not yet know to what extent this will affect the overall marketplace; however, we will be closely monitoring the situation in the coming months. Additionally, the winter elements have contributed to a more somber sentiment. That being said, the market is not stagnant—just not as heated.





# MONTHLY

## MARKET TRENDS

### NEW YORK, NEW YORK – QUEENS

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,421	↓	3,501
NEW LISTINGS*	991	↑	711
AVERAGE LIST PRICE	\$970,605	↑	\$664,384
MONTHS SUPPLY	5.6	↔	5.6
LIST TO SALES PRICE	97.60%	↑	97.40%
MEDIAN SALES PRICE	\$628,500	↑	\$591,500
SALES CLOSED*	566	↑	539
AVERAGE DAYS ON MARKET	53	↑	48

**Additional Market Data:** Our observation over the past 30 days has noted a more reserved buying appetite in many areas throughout the county. It appears, newly enacted immigration policies have caused a slowdown, as there is now apprehension that deportation could become a reality. This concern has led to hesitation in purchasing housing, as buyers fear losing their capital if they are forced to return to their home country. We do not yet know to what extent this will affect the overall marketplace; however, we will be closely monitoring the situation in the coming months. Additionally, the winter elements have contributed to a more somber sentiment. That being said, the market is not stagnant—just not as heated.



# MONTHLY

## MARKET TRENDS

### LAS VEGAS, NEVADA

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,709	↓	7,838
NEW LISTINGS	951	↑	949
AVERAGE LIST PRICE	\$559,999	↑	\$549,000
MONTHS SUPPLY	3	↔	3
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$445,000	↓	\$502,348
SALES CLOSED	448	↓	2,111
AVERAGE DAYS ON MARKET	42	↑	39

**Additional Market Data:** The market is currently in a state of relative stability, with sales and inventory levels remaining balanced. Prices have been stagnant for several weeks, showing no significant increase compared to last month.

Overpriced properties are lingering on the market longer, contributing to slower turnover. However, if demand picks up consistently, price growth is likely to resume its upward trajectory.



## MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,565	↑	7,464
NEW LISTINGS	3,594	↑	2,147
AVERAGE LIST PRICE	\$407,380	↑	\$390,000
MONTHS SUPPLY	1	↓	1.5
LIST TO SALES PRICE	98%	↑	97.5%
MEDIAN SALES PRICE	401,100	↑	\$400,000
SALES CLOSED	2,411	↓	3,084
AVERAGE DAYS ON MARKET	36	↑	32

**Additional Market Data:** The real estate market in the Philadelphia region has been stable. Although the number of active and new listings have increased over the past month, the median sales price has remained stable, homes are selling for close to their list price and homes that are priced well are continuing to sell in just over one month. The number of total sales was lower over the past month and days on market did slightly increase. This could be an emerging trend, but for the current period, the Philadelphia market was stable.



# MONTHLY

## MARKET TRENDS

### SOUTH CENTRAL, PENNSYLVANIA

JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	975	↑	528
NEW LISTINGS	868	↑	839
AVERAGE LIST PRICE	\$363,669	↑	\$318,279
MONTHS SUPPLY	0.75	↓	1.19
LIST TO SALES PRICE	98.9%	↑	98.3%
MEDIAN SALES PRICE	\$277,500	↓	\$285,300
SALES CLOSED	1,358	↓	1,646
AVERAGE DAYS ON MARKET	32	↑	26

**Additional Market Data:** While closings dipped in January, pending sales have jumped showing a positive trend. The average list price increased 14.26% month over month. This can be attributed to having less than one month's inventory available and an early spring market. REO are on a slight uptick. REO properties are selling for 36.75% less than retail transactions and are taking an extra 15 days.



# MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

**USREO  
PARTNERS**

**JANUARY 2025**

Categories	Jan 2025	Increase/ Decrease	Prior Month
<b>ACTIVE LISTINGS</b>	50,741	↑	50,452
<b>NEW LISTINGS</b>	19,430	↑	12,755
<b>AVERAGE LIST PRICE</b>	\$514,875	↑	\$398,811
<b>MONTHS SUPPLY</b>	5	↔	5
<b>LIST TO SALES PRICE</b>	100%	↔	100%
<b>MEDIAN SALES PRICE</b>	\$305,000	↓	\$342,000
<b>SALES CLOSED</b>	9,328	↓	11,030
<b>AVERAGE DAYS ON MARKET</b>	67	↑	64

**Additional Market Data:** A surge in population and a rock-solid economy have made DFW the place to buy, build and invest. The metroplex has climbed from 3rd place in 2024 to 1st place in 2025 according to a recent report from PricewaterhouseCoopers and Urban Land Institute. Although housing prices in DFW have surged 38% since 2020, the area continues to be a huge draw for new businesses and residents. In fact, DFW is home to 23 of Fortune 500 giants. The rental market in DFW has also seen significant changes. As of December 2024, the average rent in the area was \$1,532, surpassing other major Texas metros like Austin and Houston. This shift reflects the region's growing population and sustained demand for housing. January showed a fairly significant increase in the number of homes available for sale, as well as list prices. While the number of total sales were down over 15% month over month.

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

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# MONTHLY MARKET TRENDS HOUSTON, TEXAS

**USREO  
PARTNERS**

**JANUARY 2025**

Categories	Jan 2025	Increase/ Decrease	Prior Month
<b>ACTIVE LISTINGS</b>	53,947	↓	55,011
<b>NEW LISTINGS</b>	4,610	↓	16,964
<b>AVERAGE LIST PRICE</b>	\$364,602	↑	\$335,458
<b>MONTHS SUPPLY</b>	4.3	↓	4.7
<b>LIST TO SALES PRICE</b>	97.60%	↓	100%
<b>MEDIAN SALES PRICE</b>	\$330,000	↑	\$250,000
<b>SALES CLOSED</b>	1,054	↓	11,701
<b>AVERAGE DAYS ON MARKET</b>	59	↑	53

**Additional Market Data:** Houston's housing market remains balanced, with homes selling near list prices as long as they're reasonably priced. While certain areas are hotter than others, overall market activity remains steady. The primary challenge for buyers continues to be rising interest rates, along with increased living costs and higher taxes and insurance. However, real estate activity has picked up post-election, offering buyers more inventory and options within their budgets. In Q4 2023, the median home price in Greater Houston rose 1.1% to \$340,200. The average mortgage rate dropped from 7.30% to 6.63%, lowering housing costs. As a result, the monthly payment on a 30-year fixed mortgage, including principal, taxes, and insurance, declined to \$2,360 from \$2,460 the previous year. The minimum annual income needed to afford a typical home fell by 4.1% to \$94,400. This report includes all residential property types: SFR, lots, townhomes/condos, mid/high-rise units, multi-family, and country homes.

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# MONTHLY



## MARKET TRENDS

### SEATTLE/TACOMA, WASHINGTON

#### JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,430	↓	3,553
NEW LISTINGS	1,532	↑	1,123
AVERAGE LIST PRICE	\$1,232,348	↑	\$1,160,313
MONTHS SUPPLY	1.546	↑	1.46
LIST TO SALES PRICE	99.28%	↑	99.20%
MEDIAN SALES PRICE	\$730,000	↓	\$750,000
SALES CLOSED	1,758	↓	2,453
AVERAGE DAYS ON MARKET	45	↑	37

**Additional Market Data:** As a real estate professional with 38 years of experience, I have seen many cycles in the Puget Sound real estate market. Last year was a significant downturn, with transaction volumes being the lowest since 1995. However, recent trends suggest optimism is growing. New listings jumped by more than 36.4% in January compared to December, a significant increase in activity. The fact that so many properties moved to pending in January indicates we can reasonably expect to see a robust February, as these transactions close. This momentum is necessary to revive the market and may signify a more active year if the trend continues. It looks like potential buyers are seizing the opportunity of stabilized pricing and more inventory, while sellers are being spurred on by quicker sales and the potential of good returns. As the year progresses, these trends will need to be watched. Increase in market activity is a good sign not only for the transaction volumes but also for the health of the real estate sector in the region. For both buyers and sellers in the Puget Sound area, the market conditions are beginning to favor both sides more equally and thus, now may be a good time to consider real estate goals.

Information provided for this market by **Ed Laine** at **eXp Realty, LLC**.

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# MONTHLY

## MARKET TRENDS

### WASHINGTON, DC

USREO  
PARTNERS

#### JANUARY 2025

Categories	Jan 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,416	↑	2,312
NEW LISTINGS	1,079	↑	536
AVERAGE LIST PRICE	\$925,604	↑	\$891,293
MONTHS SUPPLY	4.3	↓	5
LIST TO SALES PRICE	95.60%	↓	98.6%
MEDIAN SALES PRICE	\$679,815	↑	\$615,397
SALES CLOSED	451	↓	544
AVERAGE DAYS ON MARKET	73	↑	59

**Additional Market Data:** In January 2025, the Washington, D.C. housing market showed key trends:

- Median Home Prices: \$673,815, up 2.1% year-over-year.
- Inventory Levels: Active listings rose 30.35%, exceeding the five-year average.
- Days on Market: Homes averaged 73 days, five days longer than last year, signaling a slight slowdown.
- Sale-to-List Price Ratio: Homes sold for an average of 95.6% of the original list price, a slight decline from the previous year.

Overall, the market remains moderately competitive, with rising prices and increased inventory creating opportunities for buyers and sellers.





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