



Market Trends *Report*



July 2025
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MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<u>Anaheim/Santa Ana, CA</u>	Orange	Jennifer Blake
 <u>Laguna Nigel/Aliso Viejo, CA</u>	Orange	Carole Sturim
<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

MARKET AREAS

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

MARKET AREAS

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



MONTHLY MARKET TRENDS

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ANAHEIM/SANTA ANA, CALIFORNIA

JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,208	↑	5,016
NEW LISTINGS	1,712	↑	1,643
AVERAGE LIST PRICE	\$1,445,000	↑	\$1,329,000
MONTHS SUPPLY	2.9	↑	2.5
LIST TO SALES PRICE	98.50%	↑	98.3%
MEDIAN SALES PRICE	\$1,329,000	↑	\$1,178,819
SALES CLOSED	1,977	↑	1,872
AVERAGE DAYS ON MARKET	59	↑	41

Additional Market Data: As of August 4, 2025. Buyer demand rises and Closings increase. This week, closings jumped to 502, up from 436, the prior week. Interest rates sit around 6.75% for a 30 year fixed mortgage. Builders in Orange County are moving homes faster than many other parts of the country. Orange County prices have been rising slowly, but steadily. Prices are up 3.3%, over last year. Homes that are priced well, and marketed well, tend to sell rather quickly.

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

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MONTHLY MARKET TRENDS

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LAGUNA NIGEL/ALISO VIEJO, CALIFORNIA

JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month <i>Not available</i>
ACTIVE LISTINGS	161		
NEW LISTINGS	18		
AVERAGE LIST PRICE	\$1,500,000		
MONTHS SUPPLY	2.5		
LIST TO SALES PRICE	98.50%		
MEDIAN SALES PRICE	\$1,500,000		
SALES CLOSED	68		
AVERAGE DAYS ON MARKET	91		

Additional Market Data: Laguna Niguel is located in the heart of South Orange County. Easy access to the major freeways and toll road make this area attractive to commuters to work and schools. Blue ribbon schools, safe quiet neighborhoods, and close proximity to the beach make this area very attractive. The neighborhoods vary in price point and types from large single-family homes to small condos and townhomes, appealing to both families and young professionals.



MONTHLY MARKET TRENDS

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LOS ANGELES, CALIFORNIA

JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	53,973	↑	53,853
NEW LISTINGS	6,806	↑	6,764
AVERAGE LIST PRICE	\$1,623,426	↓	\$1,749,432
MONTHS SUPPLY	13	↓	14
LIST TO SALES PRICE	86%	↑	80%
MEDIAN SALES PRICE	\$929,000	↓	\$950,000
SALES CLOSED	4,267	↑	3,935
AVERAGE DAYS ON MARKET	41	↑	40

Additional Market Data: The Los Angeles County housing market continued to show signs of normalization in July 2025, with stable activity levels, slight price adjustments, and a notable jump in buyer competitiveness. Active listings inched up to 53,973, while 6,806 new listings were added—both modest increases from June, indicating consistent seller engagement. With 13 months of inventory, supply remains high, keeping the market favorable for buyers seeking variety and negotiation leverage. Closed sales rose to 4,267, up from June's 3,935, signaling steady buyer demand. Interestingly, the list-to-sales price ratio surged to 86%, up from 80% the previous month—suggesting that well-priced homes are receiving stronger offers and less discounting, especially in competitive segments. The median sales price dipped slightly to \$929,000, down from \$950,000 in June, while the average list price continued its downward trend to \$1,623,426. This points to more realistic pricing strategies as sellers respond to shifting market expectations. Days on market ticked up to 41, continuing the trend toward a more balanced and measured pace of transactions across the county.

July saw 72 new REO properties listed, 20 REOs sold, with trustee sales yielding 34 third-party purchases and 49 went REO.

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MONTHLY MARKET TRENDS

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RIVERSIDE/SAN BERNARDINO, CALIFORNIA

JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	19,271	↑	18,995
NEW LISTINGS	855	↑	843
AVERAGE LIST PRICE	\$654,582	↓	\$663,336
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	96%	↓	97%
MEDIAN SALES PRICE	\$577,593	↑	\$576,519
SALES CLOSED	3,186	↑	3,145
AVERAGE DAYS ON MARKET	54	↓	55

Additional Market Data: In July 2025, the housing market in Riverside and San Bernardino counties remained steady, with active listings down less than 2% compared to the previous month. The average list and sales prices held stable, reflecting consistent market values across the region. Inventory levels are slightly tighter, with about a five-month supply of homes available. Closed sales continued to rise, signaling ongoing buyer activity, while the average days on market decreased slightly to 54. In Riverside, cities like Moreno Valley and Menifee saw steady movement in mid-priced homes, while in San Bernardino, Fontana and Chino Hills reported increased buyer interest, particularly in entry-level and move-up properties. The market overall is balanced, with demand remaining strong despite limited supply.



MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,327	↑	5,283
NEW LISTINGS	1,620	↓	1,663
AVERAGE LIST PRICE	\$653,875	↓	\$704,769
MONTHS SUPPLY	2.8	↑	2.4
LIST TO SALES PRICE	98.55%	↑	97%
MEDIAN SALES PRICE	\$638,625	↑	\$541,777
SALES CLOSED	1,607	↓	1,751
AVERAGE DAYS ON MARKET	34	↓	69.5

Additional Market Data: The regional housing market across Sacramento, El Dorado, Placer, and Yolo Counties remains moderately competitive, with an average of just over one month's supply in many areas still favoring sellers, although inventory is slowly improving. Median sales prices range from the mid-\$500,000s in Sacramento to around \$700,000 in Placer and El Dorado, with a combined average near \$639,000. Homes are generally selling for 98–99% of list price, reflecting steady demand, though some slight softening is visible compared to peak pandemic conditions. Average days on market hover around 34 days, indicating buyers are taking a bit longer to commit as affordability pressures from higher interest rates, inflation, and economic uncertainty continue to weigh on decision-making. Elevated home values, coupled with cautious buyer sentiment, are leading to more price reductions in certain submarkets. Seasonal trends and new inventory entering the market are contributing to the slight rise in supply, while well-priced, move-in-ready homes continue to attract multiple offers.

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MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA

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JULY 2025

Categories	June 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6,517	↑	6,277
NEW LISTINGS	1,832	↓	1,967
AVERAGE LIST PRICE	\$1,149,800	↓	\$1,212,000
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$1,075,000	↑	\$1,057,000
SALES CLOSED	1,384	↓	1,340
AVERAGE DAYS ON MARKET	28	↑	27

Additional Market Data: In July, San Diego County saw a slight rise in active listings, even as new listings declined, reflecting slower buyer activity and longer market times. The median sales price edged higher, but this was largely the result of several high-end closings rather than a broad market gain. In reality, overall values continue to trend downward. Feedback from multiple Realtor pitch sessions confirms that buyer showings are down and price reduction conversations are increasing, though many of these adjustments won't appear in reported data until later. Affordability challenges and higher mortgage rates continue to weigh on demand, and sellers are showing more willingness to negotiate. While headline prices suggest stability, underlying conditions point toward a softening market that may become more evident in the months ahead.

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MONTHLY MARKET TRENDS

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SAN FRANCISCO, CALIFORNIA

JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,921	↓	9,081
NEW LISTINGS	3,964	↓	5,750
AVERAGE LIST PRICE	\$1,468,388	↓	\$1,499,919
MONTHS SUPPLY	2.6	↑	2.3
LIST TO SALES PRICE	104%	↓	110%
MEDIAN SALES PRICE	\$1,170,000	↓	\$1,225,000
SALES CLOSED	2,997	↓	3,923
AVERAGE DAYS ON MARKET	38	↑	33

Additional Market Data: Single-family homes that have been renovated are still selling at a premium, demonstrating a strong demand in that market. However, other properties are experiencing inconsistent sales; homes located in desirable areas continue to attract buyers. In contrast, the condominium and investment markets remain sluggish.

A significant concern is the insurance coverage for condominium projects. Many homeowners associations (HOAs) have master insurance policies that do not provide adequate coverage. This inadequacy has led some projects to be blacklisted by Fannie Mae, according to the Condo Project Manager (CPM). As a result, these underinsured condominiums will face challenges in securing financing, which means they will primarily be limited to cash purchases or portfolio lending options. This situation could further impact their marketability and overall value.

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

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	17,825	↓	17,940
NEW LISTINGS	4,685	↓	5,036
AVERAGE LIST PRICE	\$1,311,002	↓	\$1,354,849
MONTHS SUPPLY	6.1	↔	6.1
LIST TO SALES PRICE	94.5%	↓	94.8%
MEDIAN SALES PRICE	\$643,343	↓	\$650,000
SALES CLOSED	3,115	↓	3,387
AVERAGE DAYS ON MARKET	42	↑	40

Additional Market Data: The Miami MSA single-family market is continuing to level out, with inventory and months of supply holding steady on the higher side. July ended with 17,825 active listings and a 6.1-month supply, signaling a shift toward a more balanced market compared to earlier months when lower inventory and quicker sales favored sellers. New listings slowed to 4,685, while closed sales came in at 3,115, showing a bit of the early-summer cooldown. The median sales price landed at \$643,343, just slightly lower than last month, as buyers are getting pickier and negotiating more. Sellers are still receiving about 94.5% of their asking price, but price cuts are becoming more common for overpriced homes. The average list price came in at \$1,311,002, a corrected figure after spotting a reporting error in May's data. This update better reflects current conditions, with high-end properties continuing to lift the overall average. Even with steady activity, higher interest rates and ongoing affordability challenges are keeping many buyers cautious and selective.

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MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	32,402	↓	33,369
NEW LISTINGS	5,027	↓	5,490
AVERAGE LIST PRICE	\$644,978	↑	\$617,792
MONTHS SUPPLY	12.1	↓	12.4
LIST TO SALES PRICE	91.8%	↓	92.4%
MEDIAN SALES PRICE	\$343,250	↓	\$350,000
SALES CLOSED	2,674	↓	2,925
AVERAGE DAYS ON MARKET	104	↑	63

Additional Market Data: The Miami MSA condo and townhome market remains firmly in buyer's territory, with elevated inventory and slower sales activity. June ended with 32,402 active listings and a 12.1-month supply, keeping conditions well above balanced levels. New listings totaled 5,027, while closed sales slowed to 2,674, reflecting an early-summer cooldown. The median sales price dipped to \$343,250, and sellers averaged 91.8% of list price as buyers negotiated more aggressively. Average days on market stretched to 104, the longest so far this year.

A clear bifurcation is emerging: well-managed newer condos and buildings with strong budgets and reserves are experiencing steadier demand and faster sales, while older properties with deferred maintenance, pending assessments, and underfunded reserves continue to struggle in attracting financing and qualified buyers. Financing challenges under SB 4-D, rising insurance premiums, and stricter lender scrutiny are amplifying this divide. Demand is strongest for financially sound communities, while sellers in challenged buildings must price aggressively and address due diligence concerns upfront to secure a sale in this competitive environment.

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MONTHLY MARKET TRENDS ORLANDO, FLORIDA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,746	↓	16,401
NEW LISTINGS	3,783	↓	4,690
AVERAGE LIST PRICE	\$554,786	↑	\$537,618
MONTHS SUPPLY	4.75	↓	5
LIST TO SALES PRICE	97%	↑	95.8%
MEDIAN SALES PRICE	\$412,000	↑	\$405,000
SALES CLOSED	3,320	↓	3,461
AVERAGE DAYS ON MARKET	72	↓	74

Additional Market Data: Orlando remains a standout among the Top 10 U.S. markets for growth in 2025, fueled by strong economic performance and consistent population gains. Over the past year, the region added 31,600 jobs, reinforcing its appeal to both businesses and residents. The unemployment rate is a healthy 3.8%, reflecting a resilient labor market. Meanwhile, the office vacancy rate sits at a high 16.8%, highlighting ongoing shifts in commercial real estate as remote and hybrid work models continue to influence demand. Despite this economic strength, housing affordability is an increasing concern, with rising home prices and elevated interest rates posing challenges for first-time buyers and renters.



MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

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JULY 2025

Categories	July 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	1,206	↑	1,201
NEW LISTINGS	467	↓	501
AVERAGE LIST PRICE	\$395,008	↑	\$384,383
MONTHS SUPPLY	4.1	↔	4.1
LIST TO SALES PRICE	98.2%	↓	98.6%
MEDIAN SALES PRICE	\$345,000	↑	\$340,000
SALES CLOSED	388	↑	330
AVERAGE DAYS ON MARKET	59	↔	59

Additional Market Data: Inventory continues to rise. Prices in some areas are being adjusted but prices overall are only down about 1%. REO market is still very low compared to previous years. We are not seeing short sales and many homes seem to still be selling at auction to third party investors instead of back to the servicer. New construction is still almost 12% of closed sales this year.



MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month*
ACTIVE LISTINGS	15,143	↓	44,282
NEW LISTINGS	6,684	↑	4,685
AVERAGE LIST PRICE	\$596,178	↑	\$595,694
MONTHS SUPPLY	4.4	↓	4.7
LIST TO SALES PRICE	93.8%	↑	83%
MEDIAN SALES PRICE	\$480,000	↑	\$450,000
SALES CLOSED	4,106	↓	4,196
AVERAGE DAYS ON MARKET	35	↓	45

Additional Market Data: The market continues to show signs of cooling due to a combination of rising interest rates and affordability challenges. Buyer demand has softened slightly, leading to longer days on market and more price reductions. However, inventory remains relatively low, which is helping to maintain price stability in many areas. Well-priced, move-in-ready homes are still attracting strong interest, while properties that need updates or are overpriced are sitting longer. Overall, the market is balancing, shifting slightly in favor of buyers while still presenting opportunities for sellers who price competitively.

**Please note previous month's data is from May*

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MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,601	↑	14,692
NEW LISTINGS	14,307	↑	14,243
AVERAGE LIST PRICE	\$454,905	↓	\$460,700
MONTHS SUPPLY	1.85	↑	1.6
LIST TO SALES PRICE	99.85%	↓	100.7%
MEDIAN SALES PRICE	\$375,000	↓	\$384,950
SALES CLOSED	9,425	↓	9,853
AVERAGE DAYS ON MARKET	29.22	↑	29

Additional Market Data: The Chicagoland housing market remained active in July 2025, with a slight increase in active listings to 15,601—up from 14,692 in June—indicating continued seller confidence and seasonal momentum. New listings held steady at 14,307, only marginally below last month’s total, while months supply rose to 1.85, offering buyers a bit more choice compared to June’s 1.6 months. The average list price dipped slightly to \$454,905 from \$460,700, and the median sales price eased to \$375,000 from \$384,950, signaling a modest softening in pricing as inventory levels improve. However, seller leverage remains strong, with list-to-sale price ratios holding near 100% (99.85%), reflecting ongoing buyer competition for well-priced properties. Closed sales reached 9,425—up from 9,153 in June—and average days on market remained steady at 29, underscoring the pace of transactions. Market conditions continue to favor sellers, though rising inventory and seasonal factors are beginning to balance the playing field for buyers as we move into late summer.

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MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,823	↑	4615
NEW LISTINGS	3,127	↓	3439
AVERAGE LIST PRICE	\$681,589	↓	\$703,072
MONTHS SUPPLY	1.9	↓	1.9
LIST TO SALES PRICE	99%	↓	98.4%
MEDIAN SALES PRICE	\$505,000	↑	\$475,000
SALES CLOSED	2,385	↑	2507
AVERAGE DAYS ON MARKET	26	↑	26

Additional Market Data: Low inventory continues to fuel competition across most counties, even as price growth slows and buyers grow more cautious. Anne Arundel still favors sellers, with limited land and strong commuter demand keeping prices rising. Baltimore County inventory is down ~30%, sustaining competition despite affordability challenges. Carroll remains price-resilient, attracting buyers seeking space, green areas, and suburban value. Harford sees fewer sales and listings, stabilizing prices while remaining popular with commuters. Howard stays highly competitive thanks to strong schools, planned communities, and high incomes, though growth is modest. Queen Anne's is quieter with longer days on market, but prices climb due to spillover demand and waterfront appeal.

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MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,219	↑	5,191
NEW LISTINGS	2,871	↓	3,176
AVERAGE LIST PRICE	\$685,725	↑	\$535,000
MONTHS SUPPLY	2.4	↓	2.6
LIST TO SALES PRICE	98.7%	↓	99.2%
MEDIAN SALES PRICE	\$510,000	↓	\$525,000
SALES CLOSED	2,005	↓	2,090
AVERAGE DAYS ON MARKET	32	↑	30

Additional Market Data: Across these four counties, the market is shifting from the red-hot pace of recent years to a more varied environment. Prince George's and Charles see modest price growth (0.8%–1.6%), Montgomery faces slight declines amid higher inventory, and Calvert stands out with ~30% year-over-year gains due to strong demand and limited supply. Homes are generally taking longer to sell, though Calvert and Montgomery move faster (2–4 weeks) compared with over a month in Prince George's and Charles. Inventory is rising in most areas, giving buyers more leverage, except in tight Calvert (1.6 months). Regional factors include higher interest rates, selective buyer behavior, spillover demand from DC/Annapolis, Montgomery's "More Housing NOW" reforms, and continued economic stability. Lifestyle preferences for suburban and semi-rural living also drive demand, particularly in Calvert and Charles. Overall, Prince George's and Charles are balanced to slightly seller-leaning, Montgomery tilts toward buyers, and Calvert remains a strong seller's market. Over the next 6–12 months, expect moderated price growth, with policy and economic trends influencing inventory and affordability.

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MONTHLY MARKET TRENDS DETROIT, MICHIGAN

**USREO
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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,425	↓	4,811
NEW LISTINGS	1,812	↓	1,949
AVERAGE LIST PRICE	\$282,500	↓	\$295,000
MONTHS SUPPLY	1.9	↑	1.8
LIST TO SALES PRICE	93%	↓	95%
MEDIAN SALES PRICE	\$272,000	↓	\$275,000
SALES CLOSED	3,643	↑	3,505
AVERAGE DAYS ON MARKET	25	↓	28

Additional Market Data: The current market in Southeast Michigan continues to experience steady buyer activity, driven by limited inventory and competitive pricing in many areas. Well priced homes, even those needing repairs, are attracting investor interest and multiple offers in certain segments. Rising interest rates have moderated some buyer urgency, but demand remains solid due to a lack of affordable housing options. Properties in move in ready condition are selling quickly, while those requiring updates often remain on the market longer unless priced aggressively. Seasonal market adjustments are beginning to appear, but overall activity remains consistent with last year's trends.



MONTHLY MARKET TRENDS MINNEAPOLIS, MINNESOTA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	9,955	↑	9,610
NEW LISTINGS	6,459	↑	6,223
AVERAGE LIST PRICE	\$507,341	↓	\$518,983
MONTHS SUPPLY	2	↔	2
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$395,000	↓	\$405,000
SALES CLOSED	4,300	↓	4,676
AVERAGE DAYS ON MARKET	39	↑	38

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



MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,768	↑	4,395
NEW LISTINGS	2,236	↑	1,426
AVERAGE LIST PRICE	\$412,715	↑	\$409,070
MONTHS SUPPLY	1.78	↑	1.75
LIST TO SALES PRICE	98.9%	↓	100.87%
MEDIAN SALES PRICE	\$369,914	↑	\$312,500
SALES CLOSED	2,672	↑	2,500
AVERAGE DAYS ON MARKET	51	↑	29

Additional Market Data: If you only isolate St. Louis City and County, compared to this period in 2024, the numbers actually show a decline in pending sales, an increase of active inventory of homes for sale and an increase in months of supply to 2.5%. Slower activity is being attributed to rising inventory and while the median sales price has increased significantly, the sales price to list price is decreasing under 100% and the average DOM took a jump.



MONTHLY MARKET TRENDS NEWARK, NEW JERSEY

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,944	↓	3,050
NEW LISTINGS	589	↓	645
AVERAGE LIST PRICE	\$675,679	↑	\$647,748
MONTHS SUPPLY	2.25	↑	2
LIST TO SALES PRICE	103.1%	↑	94.6%
MEDIAN SALES PRICE	\$624,000	↓	\$625,400
SALES CLOSED	593	↓	673
AVERAGE DAYS ON MARKET	37	↓	44

Additional Market Data: The July 2025 housing market in the target NJ counties remains highly competitive, with low months' supply and strong sale-to-list price ratios driving quick sales. Inventory remains constrained—most counties are still under two months' supply—keeping upward pressure on prices despite mortgage rates hovering near recent highs. Median sales prices are holding firm or trending up year-over-year, particularly in Somerset, Morris, and Union, fueled by continued buyer demand and limited new listings. Days on market remain low, with many homes going under contract in two to four weeks, reflecting multiple-offer situations and bidding above asking, especially in desirable school districts and commuter-friendly towns. Buyer activity is bolstered by pent-up demand from spring and relocation moves, while sellers remain cautious, often reluctant to give up low existing mortgage rates. This imbalance between demand and supply continues to be the key driver behind pricing strength and fast market pace.

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MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,693	↓	2,705
NEW LISTINGS	1,245	↓	1,344
AVERAGE LIST PRICE	\$1,031,531	↓	\$1,063,877
MONTHS SUPPLY	3.2	↔	3.2
LIST TO SALES PRICE	101.6%	↑	101.4%
MEDIAN SALES PRICE	\$835,000	↑	\$825,000
SALES CLOSED	940	↑	826
AVERAGE DAYS ON MARKET	35	↓	44

Additional Market Data: As the closest suburban county bordering NYC's borough to Queens, the market remains very strong. There is a decrease in new listings and overall inventory and subsequently, an increase in median sales price. The average DOM is also decreasing since the buyer demand for this desirable suburban market continues to rise. Despite the Summer's slower months, much of the county remains characteristically robust with market activity and competitive bidding.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,687	↑	3,640
NEW LISTINGS	1,703	↓	1,714
AVERAGE LIST PRICE	\$835,088	↓	\$839,637
MONTHS SUPPLY	3.3	↑	3.3
LIST TO SALES PRICE	102.6%	↑	102%
MEDIAN SALES PRICE	\$680,000	↑	\$675,000
SALES CLOSED*	1,242	↑	1,091
AVERAGE DAYS ON MARKET	39	↓	41

Additional Market Data: Suffolk County has seen a very slight increase in active listings, but a slightly lower average DOM. The median sales price for the county has also seen a small increase, due to increasing in certain pockets and a decline in areas with less demand. Being that Suffolk County is so large and has so many unique submarkets, it is hard to take in the county as a whole. However, suffice it to say that real estate in Suffolk has become more desirable as buyers formerly seeking to be closer to the city are now motivated by larger homes at a lower price. This has continued throughout the summer so far.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,795	↑	3,727
NEW LISTINGS*	1,178	↑	1,068
AVERAGE LIST PRICE	\$692,157	↑	\$641,691
MONTHS SUPPLY	6.4	↑	6.3
LIST TO SALES PRICE	97.5%	↓	98%
MEDIAN SALES PRICE	\$610,000	↓	\$640,000
SALES CLOSED*	577	↑	510
AVERAGE DAYS ON MARKET	71	↓	72

Additional Market Data: Queens County has been traditionally very strong as a unique New York City market with a unique blend of area types, from very densely populated to those with a more suburban feel. However, there has been an increase in listings overall, an increase in new listings, and a decrease in the median sales price. The rising costs of living within New York City, an adverse shift in consumer confidence and the area supply are creating a mitigation of seller leverage in negotiating.



MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	9,521	↑	8,906
NEW LISTINGS	1,088	↑	906
AVERAGE LIST PRICE	\$569,900	↓	\$575,000
MONTHS SUPPLY	3	↔	3
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$475,000	↓	\$485,000
SALES CLOSED	514	↑	494
AVERAGE DAYS ON MARKET	41	↓	42

Additional Market Data: We're seeing prices hold steady from June to July. The number of new listings on the market increased slightly, and the number of closings compared to last month rose slightly, although not by much. We are still seeing price reductions throughout the valley and properties are sitting on the market longer. REO sales are slowly picking up but not my much. In July 20 REO's sold, 2 of them were my listings. As for the year only 110 have sold.



MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	10,053	↑	9,474
NEW LISTINGS	4,979	↑	4,522
AVERAGE LIST PRICE	\$437,725	↓	\$462,670
MONTHS SUPPLY	2.1	↓	2.38
LIST TO SALES PRICE	100%	↑	99%
MEDIAN SALES PRICE	\$452,800	↓	\$465,000
SALES CLOSED	3,871	↓	4,194
AVERAGE DAYS ON MARKET	24	↑	21

Additional Market Data: The Philadelphia region showed modest month-over-month softening that is typical for early summer, yet the year-over-year increase signals a strengthening market compared to 2024. Despite the recent dip, buyer demand remains within the Steady range, supported by sustained interest in key submarkets and easing economic uncertainty. Demand across home types in Philadelphia shows notable variation, indicating moderate but softening interest in affordable segments. Mid-range single-family homes also experienced a slight decline, suggesting some cooling in activity among move-up buyers. Despite these month-over-month declines, both segments remain above year-ago levels, pointing to a generally stronger market compared to last year. This pattern reflects shifting buyer dynamics, likely influenced by changes in inventory availability and evolving affordability expectations.

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MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,414	↑	1,394
NEW LISTINGS	1,438	↓	1,905
AVERAGE LIST PRICE	\$434,579	↓	\$442,791
MONTHS SUPPLY	1.93	↓	1.95
LIST TO SALES PRICE	100.9%	↑	100.6%
MEDIAN SALES PRICE	\$307,526	↓	\$310,000
SALES CLOSED	2,040	↑	2,015
AVERAGE DAYS ON MARKET	19	↔	19

Additional Market Data: Statistically there is no change month over month. While fewer houses came to the market as new listings, inventory levels remain virtually unchanged. The market is still strongly favoring sellers, with homes selling quickly with multiple offers for above asking price. REO sales are selling an average of 40 days longer to sell than non-distressed properties.



MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	574	↓	607
NEW LISTINGS	571	↓	1,406
AVERAGE LIST PRICE	\$549,139	↑	\$343,372
MONTHS SUPPLY	2.4	↑	2.11
LIST TO SALES PRICE	101.13%	↑	99.22%
MEDIAN SALES PRICE	\$375,000	↑	\$300,000
SALES CLOSED	627	↓	1,162
AVERAGE DAYS ON MARKET	19	↑	11

Additional Market Data: After an unprecedented spike in new listings in June the market has normalized. The market absorbed listings without a negative effect, resulting in the highest pending sales number ever. Newer listings are more expensive than previous sales driving up all price metrics. The market has experienced the highest list to sales price ratio in over twelve months. The market is still strong and in favor of sellers. REO sales are minimal. This data covers the Allentown–Bethlehem–Easton metropolitan areas.



MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	65,424	↑	64,195
NEW LISTINGS	23,556	↓	23,825
AVERAGE LIST PRICE	\$407,080	↓	\$437,161
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$312,000	↓	\$319,000
SALES CLOSED	14,258	↑	14,225
AVERAGE DAYS ON MARKET	52	↑	50

Additional Market Data: According to the July market report from MetroTex (via Texas A&M), activity across several counties paints a clear picture of a market shifting toward more balanced conditions. July's DFW housing data shows a clear cooling from prior overheating with rising inventory across the board (notably in new construction), slight price moderation in newly built homes, longer market timeframes, and competitive but less frantic sale environments. Nonetheless, affordability remains a hurdle for many buyers, indicating that while the market is normalizing, it hasn't dramatically shifted in favor of affordability—yet. Inventory gains in the metro area are strong, positioning DFW among the top metros in the country for rising active listings. This creates a more buyer-favorable environment. While we saw movement, both up and down, in the stats above, July marks the fourth month in a row that the DFW markets has shown a reduction in the average list price.

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MONTHLY MARKET TRENDS HOUSTON, TEXAS

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	66,754	↑	65,213
NEW LISTINGS	30,824	↑	29,673
AVERAGE LIST PRICE	\$383,591	↓	\$392,236
MONTHS SUPPLY	5.2	↑	5.1
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$290,000	↓	\$299,990
SALES CLOSED	14,706	↓	14,799
AVERAGE DAYS ON MARKET	68	↓	69

Additional Market Data: Above data stats includes all type of real estate. In July 2025, the Greater Houston real estate market saw strong activity with single-family home sales rising 12.5% year-over-year and total property sales up 10.4%, totaling roughly 9,993 units sold. The median single-family home price held steady at \$346,651, while the average price increased 4.4% to \$450,235. Inventory expanded notably, with months of supply climbing from 4.2 a year ago to 5.2, giving buyers more negotiating power. According to HAR and the Greater Houston Partnership, active listings in June surged 31.8% year-over-year, setting the stage for July's dynamics. Mortgage rates dipped to 6.7% early in the month before edging back to 6.8%. Redfin data shows the broader metro's median sale price near \$370,000, up 6% year-over-year, with homes selling in about 38 days. Overall, the market is experiencing steady median prices, rising average prices, and increased inventory, gradually shifting conditions toward buyers while elevated mortgage rates continue to challenge affordability.

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MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	8,188	↑	7,913
NEW LISTINGS	3,201	↓	3,500
AVERAGE LIST PRICE	\$1,163,839	↓	\$1,239,991
MONTHS SUPPLY	2.65	↑	2.26
LIST TO SALES PRICE	99.30%	↓	100%
MEDIAN SALES PRICE	\$799,000	↓	\$825,000
SALES CLOSED	3,085	↓	3,489
AVERAGE DAYS ON MARKET	30	↑	21

Additional Market Data: The Puget Sound real estate market in August 2025 is marked by rising inventory, steadier prices, and increased buyer leverage. Median sale prices remain resilient—Seattle around \$880K, Eastside at \$1.48M, King County at \$1M—though growth has slowed or even dipped in some areas. Homes spend longer on the market (23–26 days) as options expand and buyers negotiate harder. Sellers must price competitively and ensure their homes stand out to avoid stagnation. Affordability remains a challenge despite more choices, with interest rates steady near 6.7%. The market is shifting toward balance: buyers have more negotiating power, but well-presented properties still command near-asking price. In summary, it's a more strategic, less frenzied market—opportunity exists for both buyers and sellers, with careful planning crucial for success.



MONTHLY MARKET TRENDS WASHINGTON, DC

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JULY 2025

Categories	July 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,092	↓	3,246
NEW LISTINGS	1,056	↓	1,192
AVERAGE LIST PRICE	\$834,059	↓	\$867,592
MONTHS SUPPLY	5	↓	5.6
LIST TO SALES PRICE	98.2%	↑	94.7%
MEDIAN SALES PRICE	\$675,000	↑	\$650,000
SALES CLOSED	618	↑	612
AVERAGE DAYS ON MARKET	62	↑	57

Additional Market Data: The DC market is shifting toward balance. Listings remain high, giving buyers more room to negotiate. Homes now average 62 days on market, up from 42 last year, with 636 sold in June (a 5.6% increase). Still, the median price dipped 1.1% to \$702,500, with July data showing a balanced market at 58 days. Luxury sales are surging as tech billionaires reshape Georgetown and Kalorama, reportedly buying for strategic and political reasons. But condos remain a drag: inventory has surged, demand dropped, and prices sit 5–10% below early-2020 levels. Sales are down 50% since 2023, and since condos make up ~50% of DC’s housing stock, the slowdown weighs heavily. Federal budget cuts and workforce reductions under the “DOGE” initiative add uncertainty, as displaced employees list homes and job insecurity chills demand. Meanwhile, rent delinquencies are spiking—projected at \$147M in 2025 (a 1,236% jump since 2020). Over 20,000 affordable units face foreclosure, worsened by policy and legal delays. Analysts expect slower price growth of 3–5% in 2025, compared to prior double-digit gains. Affordable housing remains scarce, as low-rate homeowners stay put.

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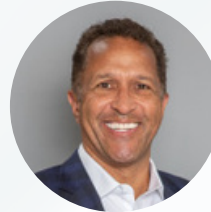
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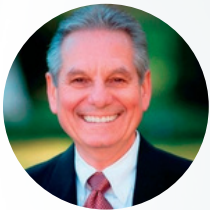
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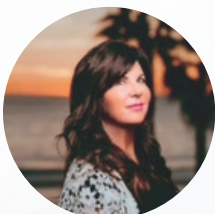
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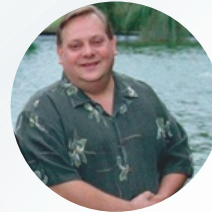


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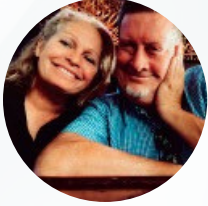
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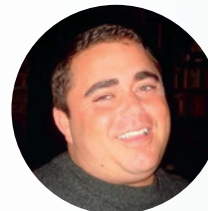
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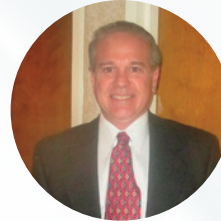


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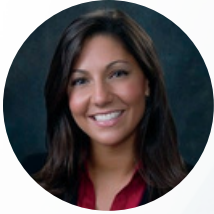
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