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Market Trends Report

March 2025

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MARKET AREAS

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

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
Metro Atlanta, GA	Cherokee, Clayton, Cobb, Coweta, Bartow, Dekalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Rockdale	John Sherwood
Chicago, IL	Cook, DeKalb, DuPage, Grundy, Kane, Kendall, Lake, McHenry, Will	Kirby Pearson
Baltimore, MD	Anne Arundel, Baltimore, Carroll, Harford, Howard, Queen Anne's	Melanie Gamble
So. Maryland, MD	Prince George's, Montgomery, Charles, Calvert	Melanie Gamble
Detroit, MI	Lapeer, Livingston, Macomb, Oakland, St. Clair, Wayne	Sherri Saad
Minneapolis, MN	Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Sherburne, Washington, Wright	Scott Rodman
St. Louis, MO	Crawford, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, Warren	Cathy Davis
Newark, NJ	Essex, Hunterdon, Morris, Somerset, Sussex, Union	Nick Verdi
New York, NY	Naussau, Suffolk, Queens (*presented in separate charts*)	Todd Yovino

MARKET AREAS

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

MONTHLY
MARKET TRENDS
ANAHEIM/SANTA ANA, CALIFORNIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**3,913**	↑	3,355
NEW LISTINGS	**1,616**	↑	1,424
AVERAGE LIST PRICE	**$1,299,000**	↓	$1,576,000
MONTHS SUPPLY	**2.5**	↓	3
LIST TO SALES PRICE	**97%**	↑	94%
MEDIAN SALES PRICE	**$1,999,000**	↑	$1,337,000
SALES CLOSED	**1,960**	↑	1,532
AVERAGE DAYS ON MARKET	**20**	↓	47

Additional Market Data: We are seeing more listings come on the market. However, the data shows a very interesting combination of some properties still receiving multiple offers and going above asking price in certain cities. In other cities, there are price reductions. There are no major price reductions. Open Houses have been very strange. Some Open Houses, are getting lots of traffic and others receive little to none. And, this is the case in all price ranges. We have seen a slow down, in the last month in general.The uncertainty of many things are contributing to this. If we see a reduction in interest rates. I feel that it will be a big help. I am sensing the lack of consumer confidence at the moment. I think people are pulling back on spending. In speaking with business owners and restaurants. All have seen a slow down in the last month.

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MONTHLY
MARKET TRENDS
LOS ANGELES, CALIFORNIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**51,461**	↑	50,385
NEW LISTINGS	**6,677**	↑	5,640
AVERAGE LIST PRICE	**$1,889,480**	↓	$2,025,002
MONTHS SUPPLY	**14**	↓	16
LIST TO SALES PRICE	**69%**	↓	86%
MEDIAN SALES PRICE	**$910,000**	↓	$920,000
SALES CLOSED	**3,613**	↑	3,176
AVERAGE DAYS ON MARKET	**43**	↓	48

Additional Market Data: In March 2025, the Los Angeles real estate market exhibited signs of stabilization amid evolving dynamics. The median home sold price reached $910,000, marking a 3.1% year-over-year increase, with a median price per square foot of $592. The market transitioned to a neutral state, balancing supply and demand, as inventory levels rose from February, totaling 51,461 active listings. This increase in inventory provided buyers with more options, and the average days on the market are now at 43 days.
Sales activity experienced a notable uptick, with 3,613 homes sold in March, a 12% month-over-month increase. Approximately 65% of these homes sold within 30 days, indicating sustained buyer interest. However, pricing strategies became increasingly important, as 43.5% of homes sold below their asking price.
The market also felt the impact of recent wildfires, particularly in areas like Pacific Palisades and Altadena. These events led to a surge in demand for rental properties and increased interest in fire-affected plots, with some buyers seeking opportunities to rebuild in these neighborhoods.
Overall, the Los Angeles housing market in March 2025 demonstrated resilience, with rising inventory levels and steady sales activity contributing to a more balanced environment for both buyers and sellers.
In March 2025, REO properties listed totaled 14, while 17 were sold. Additionally, 15 new REO properties entered the market, with 10 acquired by third-party investors.

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USREO PARTNERS

MONTHLY
MARKET TRENDS
RIVERSIDE/SAN BERNARDINO, CALIFORNIA

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**20,577**	↑	20,295
NEW LISTINGS	**859**	↑	811
AVERAGE LIST PRICE	**$614,451**	↓	$618,022
MONTHS SUPPLY	**7**	⇄	7
LIST TO SALES PRICE	**97%**	⇄	97%
MEDIAN SALES PRICE	**$598,018**	↓	$600,728
SALES CLOSED	**2,416**	↓	2,588
AVERAGE DAYS ON MARKET	**55**	↑	53

Additional Market Data: As of April 2025, the real estate markets in Riverside and San Bernardino counties remain relatively stable. Active and new listings have seen slight increases, and median sales prices continue to hold steady—approximately $610,000 in Riverside County and $540,000 in San Bernardino County. The market is currently balanced, with a consistent seven-month supply of inventory. However, one growing concern is the rise in escrow fallouts, which are at an all-time high, suggesting financing challenges or buyer hesitation. Average days on market have inched up from 53 to 55 days, reflecting a slight softening in buyer demand. While listing prices remain stable, these shifts point to a cautious marketplace where sellers must remain flexible and buyers are taking more time to make decisions. Despite the uptick in fallouts, the overall market remains favorable for both buyers and sellers who are well-prepared and properly advised.

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MONTHLY
MARKET TRENDS
SACRAMENTO, CALIFORNIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**3,465**	↓	3,483
NEW LISTINGS	**1,094**	↑	1,092
AVERAGE LIST PRICE	**$652,941**	↑	$644,750
MONTHS SUPPLY	**1.95**	↑	1.6
LIST TO SALES PRICE	**98%**	⇄	98%
MEDIAN SALES PRICE	**$614,545**	↓	$630,000
SALES CLOSED	**1,469**	↑	1,345
AVERAGE DAYS ON MARKET	**43**	↑	38

Additional Market Data:The real estate markets in El Dorado, Placer, Sacramento, and Yolo counties have shown varied trends over the past 90 days, shaped by economic and local dynamics. El Dorado County saw modest growth with a median sale price of $655,750 in Feb 2025 (up 2.1% YoY); homes averaged 67 days on market, with fewer sales reflecting cautious buyers. Placer County remained strong, with prices up 4.4% to $660,429 and homes selling in just 28 days—signaling high demand. Sacramento County saw steady growth, with home values up ~1.0% YoY to $535,994; listings go pending in 13–15 days, indicating a fast-paced, balanced market. Yolo County was mixed: average home value rose 0.8% to $621,115, but the median sale price fell 6.3% to $607,000; homes averaged 30 days on market. Market conditions are influenced by interest rates, inventory, and economic factors—making it key for buyers and sellers to stay informed.

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MONTHLY
MARKET TRENDS
SAN DIEGO, CALIFORNIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**5,323**	↑	4,587
NEW LISTINGS	**1,889**	↑	1,609
AVERAGE LIST PRICE	**$1,196,521**	↓	$1,232,000
MONTHS SUPPLY	**4**	⇄	4
LIST TO SALES PRICE	**95%**	↓	97%
MEDIAN SALES PRICE	**$1,021,257**	↓	$1,040,000
SALES CLOSED	**1,222**	↑	1,041
AVERAGE DAYS ON MARKET	**26**	↓	29

Additional Market Data: The trend of growing inventory is increasing! The overall numbers are starting to show a softening of the San Diego Real Estate Market. Active Listings - Up, New Listings - Up and Average List Price - Down. The List to Sales Price percentage was also a surprise, as Buyer's indicate concern of over paying in a slowing market. The Local Job Market is also shows signs of cracks, as layoffs continue in the Tech, Bio-tech and Pharmaceutical industries, which supply many of the high paying careers. Escrow fallout is also a growing problem. Many Buyers are backing out of current sales, trying to avoid the perception of over paying, especially as more property options come on the market.

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MONTHLY
MARKET TRENDS
SAN FRANCISCO, CALIFORNIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,358	↑	2,913
NEW LISTINGS	1,619	↓	2,433
AVERAGE LIST PRICE	$1,967,615	↑	$1,841,160
MONTHS SUPPLY	1.43	↑	1.23
LIST TO SALES PRICE	99.08%	↑	98.91%
MEDIAN SALES PRICE	$1,326,000	↑	$1,324,000
SALES CLOSED	2,350	↑	1,722
AVERAGE DAYS ON MARKET	28	↓	35

Additional Market Data: Lower mortgage rates led to increased activity in the real estate market during March. While inflation figures came in lower than anticipated for that month, this positive development was somewhat overshadowed by ongoing discussions regarding trade tariffs, which continue to impact market sentiment. Data indicates that home prices have maintained their upward momentum. Cotality (formerly known as CoreLogic) projects a 0.4% increase in home prices for March, with an anticipated annual gain of approximately 4.2% over the next year. This forecast is consistent with other industry projections, which suggest an appreciation rate of around 4% in home values for the coming year. These optimistic projections reinforce the notion that homeownership remains a solid investment option, highlighting its potential for long-term financial stability and growth.

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

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**16,793**	↑	16,332
NEW LISTINGS	**5,136**	↓	5,518
AVERAGE LIST PRICE	**$943,150**	↓	$1,058,316
MONTHS SUPPLY	**5.6**	↑	5.4
LIST TO SALES PRICE	**94.70%**	↑	94.20%
MEDIAN SALES PRICE	**$640,000**	↓	$650,000
SALES CLOSED	**2,514**	↑	2,258
AVERAGE DAYS ON MARKET	**87**	↑	85

Additional Market Data:The South Florida single-family market continues to soften, signaling a shift toward a buyer's market. While Florida still sees strong net migration, Miami-Dade reflects a dual trend—outbound movement among lower-income residents and inbound migration from higher-income earners. During the pandemic boom, wealthier buyers drove prices up, displacing many locals. Now, with that wave tapering off, signs of a cooling market are more evident. Active listings rose to 16,793, and new listings reached 5,136, adding supply. Closed sales inched up to 2,514, but homes are taking longer to sell, with average days on market rising to 87. The median sales price dipped to $640,000, while the list-to-sales price ratio rose slightly to 94.7%, showing that well-priced homes are still drawing strong offers. With months of supply now at 5.6, buyers are cautious, weighing affordability and economic concerns. Sellers must stay flexible and price strategically as competition grows.

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MONTHLY

MARKET TRENDS
MIAMI, FLORIDA
(TOWNHOMES/CONDOS)

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**32,522**	↑	31,293
NEW LISTINGS	**6,716**	↓	7,354
AVERAGE LIST PRICE	**$455,732**	↓	$533,283
MONTHS SUPPLY	**11.4**	↑	10.9
LIST TO SALES PRICE	**92.70%**	↑	92.60%
MEDIAN SALES PRICE	**$345,000**	↑	$339,500
SALES CLOSED	**2,211**	↑	2,130
AVERAGE DAYS ON MARKET	**105**	↓	106

Additional Market Data: Senate Bill SB 4-D continues to reshape the Miami MSA condo/townhouse market—but the impact isn't equal. Older buildings with deferred maintenance and underfunded reserves face financing challenges and reduced buyer interest, while well-managed buildings with strong reserves remain more resilient. Rising HOA fees and insurance costs are adding pressure, further straining affordability. Inventory rose to 32,522, with 6,716 new listings in April. Closed sales ticked up to 2,211, but units are still taking time to move, with average days on market at 105. The median sales price increased slightly to $345,000, while the list-to-sales price ratio stayed low at 92.7%, showing continued seller concessions. With a growing 11.4-month supply, buyers have more options and negotiating power. Sellers must price aggressively and understand how their building's financials and reserve status directly impact financing, buyer demand, and market value.

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MONTHLY
MARKET TRENDS
ORLANDO, FLORIDA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**12,411**	↓	13,568
NEW LISTINGS	**4,140**	↑	3,123
AVERAGE LIST PRICE	**$486,064**	↑	$409,990
MONTHS SUPPLY	**6.8**	↑	5.5
LIST TO SALES PRICE	**95%**	↓	97%
MEDIAN SALES PRICE	**$385,000**	↓	$400,000
SALES CLOSED	**1,837**	↓	2,528
AVERAGE DAYS ON MARKET	**76**	↑	75

Additional Market Data: March saw mixed outcomes for Orlando's housing market as spring buying activity fell below expectations. Closed sales dropped month-over-month, while new listings increased, intensifying seller competition. DOM remained steady, while average selling prices rose due to high-value property sales, though median prices declined, reflecting affordability concerns. Economic uncertainty dampened buyer activity, with many delaying purchases or staying in place. Sellers faced challenges, with 605 expired or withdrawn listings. The condo market saw inventory nearing a 10-month supply, giving buyers leverage. Rising real estate taxes and insurance costs further strained affordability, cooling market momentum

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MONTHLY
MARKET TRENDS
TALLAHASSEE, FLORIDA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**1,017**	↑	923
NEW LISTINGS	**409**	↑	375
AVERAGE LIST PRICE	**$390,849**	↑	$371,714
MONTHS SUPPLY	**3.4**	↑	3.1
LIST TO SALES PRICE	**98.3%**	↑	97.3%
MEDIAN SALES PRICE	**$325,000**	↓	$332,525
SALES CLOSED	**225**	↑	207
AVERAGE DAYS ON MARKET	**72**	↓	87

Additional Market Data: Inventory continues to climb and days on market continues to increase. Prices are up in certain areas but there are some areas that prices have stabilized or are declining. Sales price to list price continues to be lower and is now at 98.3%. List prices haven't really been impacted by market trends but sales prices are. We are seeing an increase in request for closing costs and lowered down payments and lower escrow amounts. Investor cash offers are still low and hasn't changed much. Mostly due to inventory of investment properties and market prices of these properties. REOs continue to be unchanged at 1-2% of inventory. Many of these are staying on the market longer due to buyer change as most buyers want move in ready. Many of the REOs are in fair condition so they take a while to sell.

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MONTHLY
MARKET TRENDS
ATLANTA METRO, GEORGIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**41,689**	↓	43,466
NEW LISTINGS	**354**	↑	52
AVERAGE LIST PRICE	**$486,131**	↓	$529,841
MONTHS SUPPLY	**4.2**	↑	4
LIST TO SALES PRICE	**86%**	↑	82%
MEDIAN SALES PRICE	**$464,031**	↓	$551,186
SALES CLOSED	**2,984**	↑	2,735
AVERAGE DAYS ON MARKET	**57**	↓	64

Additional Market Data: We are seeing a slight decrease in days on market but an influx of new listings. The average prices have dropped in the last 30 days.

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MONTHLY
MARKET TRENDS
CHICAGO, ILLINOIS

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**11,754**	↓	12,024
NEW LISTINGS	**12,095**	↑	9,666
AVERAGE LIST PRICE	**$457,501**	↑	$448,773
MONTHS SUPPLY	**1.2**	↓	1.3
LIST TO SALES PRICE	**99.02%**	↑	98.34%
MEDIAN SALES PRICE	**$360,000**	↑	$344,500
SALES CLOSED	**6,917**	↑	5,442
AVERAGE DAYS ON MARKET	**49.56**	↓	54.9

Additional Market Data: The Chicagoland market remains highly competitive as we head into spring. Active inventory sits at 11,754 while new listings for the month reached 12,095, a steady inflow of properties. However, with only 1.2 months of supply, inventory remains well below what's considered a balanced market, favoring sellers and sustaining upward pressure on pricing. Homes are still moving quickly, averaging just under 50 days on market. The list-to-sale price ratio of 99.02% indicates that buyers are making offers close to asking, a sign of continued demand despite higher interest rates. The median sales price of $360,000 and average list price of $457,501 suggest strong pricing in both entry-level and mid-tier segments. Overall, limited supply and strong buyer activity are key contributors to these tight market condition.

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MONTHLY
MARKET TRENDS
BALTIMORE, MARYLAND

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**3,267**	↑	3,057
NEW LISTINGS	**2,947**	↑	2,159
AVERAGE LIST PRICE	**$677,380**	↑	$651,095
MONTHS SUPPLY	**2.3**	↑	2.1
LIST TO SALES PRICE	**99%**	↓	100%
MEDIAN SALES PRICE	**$435,000**	↑	$425,050
SALES CLOSED	**1,757**	↓	4,102
AVERAGE DAYS ON MARKET	**37**	↑	31

Additional Market Data: Across these Maryland counties, the housing market exhibits a mix of stability and shifting dynamics. While counties like Anne Arundel and Harford continue to experience strong demand and price growth, areas like Carroll and Queen Anne's are showing signs of moderation, with increased inventory and more balanced market conditions. Buyers and sellers should stay informed of local trends to make strategic decisions in this evolving landscape.

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MONTHLY
MARKET TRENDS
SO. MARYLAND, MARYLAND

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,844	↑	3,330
NEW LISTINGS	2,912	↑	2,127
AVERAGE LIST PRICE	$703,359	↑	$658,986
MONTHS SUPPLY	2.8	↑	2.6
LIST TO SALES PRICE	100%	⇄	100%
MEDIAN SALES PRICE	$485,545	↑	$480,000
SALES CLOSED	1,562	↑	1,334
AVERAGE DAYS ON MARKET	38	↑	34

Additional Market Data: The housing markets across these Maryland counties are showing signs of stabilization, with increased inventory levels providing relief to buyers after a prolonged period of tight supply. However, affordability challenges persist, and recent policy changes, such as rent control measures in Prince George's and Montgomery counties, may influence future investment and development activities. Highlighting Prince George's County - Median Sold Price: $431,531, up 1.8% year-over-year. Market Activity: Pending sales increased by 7% compared to March 2024, indicating sustained buyer interest. Inventory: Months of supply rose to 2.4, a 33% increase from the previous year, suggesting a gradual shift toward a more balanced market. Pricing Dynamics: Homes sold at an average of 100.6% of their list price, reflecting competitive bidding . Contributing Factors: The market remains competitive due to steady demand and limited inventory. However, the implementation of strict rent control laws in 2024, capping rent increases to 6% or 3% plus inflation, has led to a 13% decline in multifamily property transactions, indicating potential investor caution .

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MONTHLY
MARKET TRENDS
DETROIT, MICHIGAN

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**5,355**	↓	5,588
NEW LISTINGS	**2,488**	↓	2,527
AVERAGE LIST PRICE	**$256,375**	↓	$260,000
MONTHS SUPPLY	**2.2**	↓	2.3
LIST TO SALES PRICE	**96%**	↑	95.5%
MEDIAN SALES PRICE	**$249,500**	↑	$245,000
SALES CLOSED	**2,268**	↓	2,295
AVERAGE DAYS ON MARKET	**41**	↓	44

Additional Market Data: The Michigan real estate market remains active, though we’re seeing a shift from the rapid pace of the past few years. Inventory is still tight in many areas, keeping competition steady, especially for well-priced, move-in ready homes. Rising interest rates have caused some buyers to pause or adjust their budgets, but serious buyers are still in the market, often moving quickly on properties that are priced right. Sellers are becoming more realistic with pricing, and homes that are updated and show well are still attracting multiple offers. In some areas, we're seeing longer days on market and price reductions, signaling a return to a more balanced market. Investors remain active in select metro areas, particularly in affordable markets like Detroit. Overall, market activity is healthy but more measured, with affordability and financing options playing a key role in buyer decisions.

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MONTHLY
MARKET TRENDS
MINNEAPOLIS, MINNESOTA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,708	↑	6,933
NEW LISTINGS	5,721	↑	4,349
AVERAGE LIST PRICE	$512,068	↓	$520,227
MONTHS SUPPLY	2	↓	3
LIST TO SALES PRICE	100%	↑	99.40%
MEDIAN SALES PRICE	$380,000	↓	$383,000
SALES CLOSED	3,088	↑	2,254
AVERAGE DAYS ON MARKET	48	↓	49

Additional Market Data: In March, the Twin Cities area saw an increase in active listings. The Spring market is kicking in, and more people are out looking for homes. March also saw an increase in closings, and the DOM decreased. There is a two-month supply of homes, and the market is holding steady. Just my personal take on what I'm seeing with the inventory I have; DOM are stacking up and price reductions are needed.

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MONTHLY
MARKET TRENDS
ST. LOUIS, MISSOURI

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**4,567**	↑	4,367
NEW LISTINGS	**1,362**	↓	1,420
AVERAGE LIST PRICE	**$417,158**	↑	$406,449
MONTHS SUPPLY	**2.25**	↓	2.86
LIST TO SALES PRICE	**99.59%**	↑	99.24%
MEDIAN SALES PRICE	**$325,000**	↑	$269,900
SALES CLOSED	**2,024**	↑	1,522
AVERAGE DAYS ON MARKET	**39**	↓	42

Additional Market Data: There was a flurry of activity in March giving hope that last month was just a minor hesitation and things are back to loosening up with robust activity of sales, multiple offers, and listings. There seems to be signs that regardless of everything else, real estate investment and home ownership remains a priority to consumers. There is still quite a bit of uncertainty in jobs, the future of the economy and their investments but Spring is here and buyers are back to buying.

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MONTHLY
MARKET TRENDS
NEWARK, NEW JERSEY

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**2,387**	↑	1,893
NEW LISTINGS	**1,208**	↓	1,276
AVERAGE LIST PRICE	**$590,913**	↑	$576,664
MONTHS SUPPLY	**1.5**	↓	2.6
LIST TO SALES PRICE	**102.9%**	↑	100.3%
MEDIAN SALES PRICE	**$577,234**	↑	$576,664
SALES CLOSED	**515**	↑	392
AVERAGE DAYS ON MARKET	**52**	↓	92

Additional Market Data: In March 2025, New Jersey's Essex, Union, Morris, Somerset, Hunterdon, and Sussex counties experienced a strong seller's market, characterized by rising home prices, low inventory, and quick sales. For instance, Hunterdon County had a 1.3-month supply of homes, with properties averaging 38 days on the market. In Somerset County, the average home value reached $636,697, reflecting a 7.5% annual increase, and homes typically went pending in 42 days. Similarly, Union County saw home values rise to $601,079, up 6.2% over the past year, with a median of 43 days to pending. These trends indicate a competitive market with high demand and limited supply across these counties.

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MONTHLY
MARKET TRENDS
NEW YORK, NEW YORK – NASSAU

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**2,140**	↑	1,990
NEW LISTINGS	**1,235**	↑	910
AVERAGE LIST PRICE	**$795,000**	↓	$963,816
MONTHS SUPPLY	**2.6**	↑	2.4
LIST TO SALES PRICE	**100%**	⇄	100%
MEDIAN SALES PRICE	**$777,000**	↑	$770,000
SALES CLOSED	**685**	↑	588
AVERAGE DAYS ON MARKET	**64**	↓	67

Additional Market Data: The Long Island Metro Market continues to slow down. It has now been three consecutive weeks with lethargic activity. This is attributed to higher interest rates, FHA modifications and immigration reform.

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MONTHLY
MARKET TRENDS
NEW YORK, NEW YORK – SUFFOLK

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,101	↑	2,884
NEW LISTINGS	1,646	↑	1,256
AVERAGE LIST PRICE	$670,000	↓	$829,820
MONTHS SUPPLY	2.8	↑	2.6
LIST TO SALES PRICE	100.1%	↑	100%
MEDIAN SALES PRICE	$635,000	↓	$660,000
SALES CLOSED*	856	↑	770
AVERAGE DAYS ON MARKET	56	↓	68

Additional Market Data: The Long Island Metro Market continues to slow down. It has now been three consecutive weeks with lethargic activity. This is attributed to higher interest rates, FHA modifications and immigration reform.

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USREO PARTNERS

MONTHLY
MARKET TRENDS
NEW YORK, NEW YORK – QUEENS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**3,645**	↑	3,397
NEW LISTINGS*	**1,265**	↑	881
AVERAGE LIST PRICE	**$595,000**	↓	$636,490
MONTHS SUPPLY	**6**	↑	5.5
LIST TO SALES PRICE	**97.20%**	↓	98%
MEDIAN SALES PRICE	**$564,770**	↓	$584,000
SALES CLOSED*	**495**	↑	439
AVERAGE DAYS ON MARKET	**88**	↑	83

Additional Market Data: The Long Island Metro Market continues to slow down. It has now been three consecutive weeks with lethargic activity. This is attributed to higher interest rates, FHA modifications and immigration reform.

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MONTHLY
MARKET TRENDS
LAS VEGAS, NEVADA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**7,572**	↑	**7,542**
NEW LISTINGS	**1,191**	↑	**1,139**
AVERAGE LIST PRICE	**$580,000**	↑	**$565,000**
MONTHS SUPPLY	**3**	⇄	**3**
LIST TO SALES PRICE	**97%**	⇄	**97%**
MEDIAN SALES PRICE	**$439,328**	↓	**$485,000**
SALES CLOSED	**1,918**	↓	**1,946**
AVERAGE DAYS ON MARKET	**48**	↑	**46**

Additional Market Data: In March 2025, the Las Vegas housing market showed strong activity and continued growth, reflecting a mix of seller advantages and buyer opportunities. The medium sold price was around $439,328, this marks a 7.2% year-over-year increase, indicating strong price appreciation in the market. 1,669 homes were either sold or pending — a 15.4% increase from February. 56% of homes sold below asking, 25% sold at asking price and 19% sold above asking price. With inventory and market balance, fewer new listings came to market, while sales increased, resulting in a tightening inventory. This led to a more balanced market, reducing the extremes seen in previous years. The Las Vegas market in March 2025 was competitive but stabilizing, with prices climbing steadily and a strong pace of sales. It remains attractive for sellers due to rising home values, while buyers can still find opportunities, especially with many homes selling below asking.

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MONTHLY
MARKET TRENDS
PHILADELPHIA, PENNSYLVANIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**8,619**	↑	7,952
NEW LISTINGS	**5,135**	↑	3,756
AVERAGE LIST PRICE	**$442,639**	↑	$431,680
MONTHS SUPPLY	**3**	↑	2.64
LIST TO SALES PRICE	**91%**	↓	92%
MEDIAN SALES PRICE	**$403,650**	↑	$396,876
SALES CLOSED	**2,682**	↑	2,162
AVERAGE DAYS ON MARKET	**34**	↓	39

Additional Market Data: The Philadelphia region saw an increase in activity in March. Although the total number of listings and new listings increased, the total number of sales increased as well. In addition, the median sales price for the region also increased month over month. Negative indicators were that the month's supply increased and the sales price compared listing price slightly decreased. Overall, the region had a good month with good sales activity. Average DOM decreased and values increased. This looks like a good start for the Philadelphia region's spring market.

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MONTHLY

MARKET TRENDS

SOUTH CENTRAL, PENNSYLVANIA

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**689**	↑	351
NEW LISTINGS	**996**	↑	776
AVERAGE LIST PRICE	**$488,384**	↑	$315,696
MONTHS SUPPLY	**1.14**	↑	0.78
LIST TO SALES PRICE	**99.3%**	↑	99.1%
MEDIAN SALES PRICE	**$293,500**	↑	$275,000
SALES CLOSED	**1,374**	↑	1,210
AVERAGE DAYS ON MARKET	**29**	↓	35

Additional Market Data: While inventory jumped so has buyer demand with more houses pending and sold. Prices continue to climb with no slowdown in sight. The average list price has hit a new historic high for the marketplace. Houses in very good condition, priced correctly, are selling with multiple offers in days for over asking price. Some counties, like Lancaster, are extremely competitive with less the one month of inventory. REO properties are also selling quickly but still at a 30% discount to market value. This data covers Adams, Berks, Cumberland, Dauphin, Lancaster, Lebanon, York Counties.

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MONTHLY
MARKET TRENDS
LEHIGH VALLEY, PENNSYLVANIA

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	278	↑	113
NEW LISTINGS	364	↑	304
AVERAGE LIST PRICE	$611,745	↑	$419,535
MONTHS SUPPLY	1.61	↑	0.81
LIST TO SALES PRICE	100.70%	↑	99.99%
MEDIAN SALES PRICE	$340,500	↓	$347,000
SALES CLOSED	356	↓	378
AVERAGE DAYS ON MARKET	40	↓	44

Additional Market Data: As inventory increases people are reaching for the stars with a higher list price. There are now double the amount of homes on the market compared to the previous month. Properties are still selling at asking price or slightly above. Distressed sales are close to non-existent and have no impact on the market. This data covers Lehigh & Northampton Counties which is considered the Allentown-Bethlehem-Easton metropolitan area.

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MONTHLY
MARKET TRENDS
DALLAS/FT WORTH, TEXAS

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	53,825	↑	51,672
NEW LISTINGS	22,273	↑	18,170
AVERAGE LIST PRICE	$485,092	↑	$451,074
MONTHS SUPPLY	4	↓	5
LIST TO SALES PRICE	100%	⇄	100%
MEDIAN SALES PRICE	$316,250	↓	$317,000
SALES CLOSED	12,921	↑	10,604
AVERAGE DAYS ON MARKET	61	↓	65

Additional Market Data: March saw a slight increase in all categories except those related to time. Days on market and months supply are both down…which is great! Sales were not as robust as many had hoped, but there are a number of factors driving that. First and foremost, while mortgage rates have eased somewhat, they still aren't where many consumers hoped to see them coming into the year. Second—and perhaps most importantly—consumer confidence is shaky right now, largely due to the media narrative, ongoing trade policy questions, and stock market volatility. But as always, the smart move is to stay steady and not get swept up in the headlines. Especially when there's real, positive momentum in the economy: inflation is cooling, business activity is picking up, and the job market is showing strong signs of growth. DFW is a huge market area and we're seeing buyer demand vary by city; however, many areas are returning to a strong sellers' market.

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MONTHLY
MARKET TRENDS
HOUSTON, TEXAS

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**59,578**	↑	40,532
NEW LISTINGS	**28,247**	↑	4,551
AVERAGE LIST PRICE	**$387,429**	↑	$366,486
MONTHS SUPPLY	**4.5**	↓	5.3
LIST TO SALES PRICE	**100%**	↑	97.7%
MEDIAN SALES PRICE	**$220,000**	↓	$350,000
SALES CLOSED	**13,101**	↑	3,265
AVERAGE DAYS ON MARKET	**82**	↑	63

Additional Market Data: The local market has picked up momentum as we are just beginning the peak of the real estate season. A report published by realtor.com indicated that 81% of sellers think they will achieve their asking price or more this year, which is supported by actual data. The Fed is expected to reduce interest rates before year end and this will only fuel more buyer activity. The local market is still slated as a seller's market due to shortage of inventory by and large. What's fueling the shortage is no secret- with high interest rates, homeowners in a suitable home are not as eager to sell their home to jump into a new mortgage with higher interest rates. Still, Houston has a healthy pipeline of available inventory for time to come.

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MONTHLY

MARKET TRENDS
SEATTLE/TACOMA, WASHINGTON

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**4,783**	↓	6,359
NEW LISTINGS	**1,873**	↑	1,863
AVERAGE LIST PRICE	**$1,297,164**	↑	$1,174,388
MONTHS SUPPLY	**1.6**	↓	2.45
LIST TO SALES PRICE	**101.70%**	↑	101.30%
MEDIAN SALES PRICE	**$798,000**	↑	$750,000
SALES CLOSED	**2,982**	↑	2,351
AVERAGE DAYS ON MARKET	**27**	↓	33

Additional Market Data: Right now, we're seeing notably low inventory levels, creating unique challenges—and opportunities—for buyers. The recent announcement of tariffs on imported building materials has caused uncertainty, raising concerns about rising construction costs and potential home price increases. However, this situation actually presents a great opportunity. Low inventory typically means prices could rise further, and the new tariffs could amplify this trend as building costs escalate, however with the reintroduction of Quantitative Easing by the Fed, we have seen rates decline. Acting now, rather than waiting, allows buyers to lock in today's prices and favorable mortgage rates. Historically, home values in our region steadily appreciate, making current market conditions ideal for buyers looking for long-term equity growth. While tariffs may cause short-term concerns, they underscore the urgency and advantage of purchasing now.

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MONTHLY
MARKET TRENDS
WASHINGTON, DC

USREO PARTNERS

MARCH 2025

Categories	Mar 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**3,595**	↑	2,534
NEW LISTINGS	**1,399**	↑	1,006
AVERAGE LIST PRICE	**$914,078**	↓	$915,223
MONTHS SUPPLY	**5.8**	↑	5.4
LIST TO SALES PRICE	**98.80%**	↑	95.80%
MEDIAN SALES PRICE	**$672,196**	↑	$640,000
SALES CLOSED	**520**	↑	477
AVERAGE DAYS ON MARKET	**79**	↑	70

Additional Market Data: As of March 2025, Washington, D.C.'s housing market is shifting, with rising inventory, modest price growth, and evolving buyer-seller dynamics. The median sold price is $672,196, up 2.1% YoY, signaling slowed appreciation. Inventory surged 40.4% month-over-month to 3,595 listings, creating more buyer choice. Sales rose 23.3% in March with 520 homes sold or pending, though 54% closed below asking—highlighting increased buyer leverage. In the Shaw/Mt. Vernon area, prices dropped 3.8% YoY to $697,250, with 40% of sales below list. In contrast, Capitol Hill/Navy Yard saw a 6.4% price increase to $903,900, driven by demand for larger homes. The luxury market remains robust, fueled by high-profile returns to D.C., including Mark Zuckerberg's $23M Woodland Normanstone purchase, Scott Bessent's $12.5M Georgetown home, and Howard Lutnick's $25M Foxhall buy. These transactions have contributed to an 11.4% year-over-year rise in homes sold for over $1.5 million, underscoring the resilience of the high-end market.

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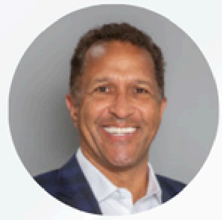

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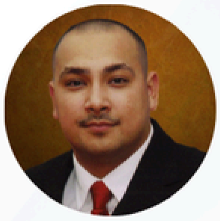

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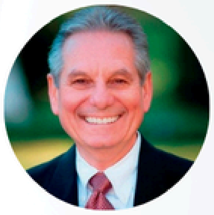

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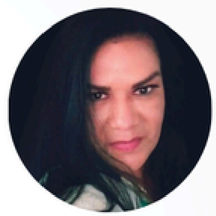

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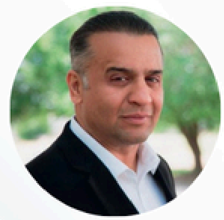

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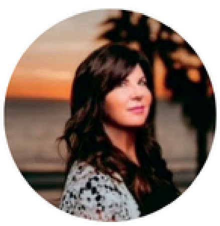

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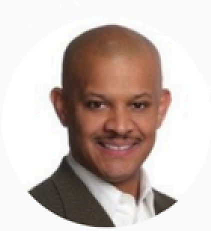

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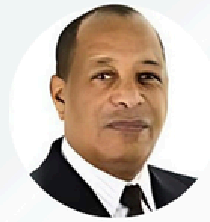

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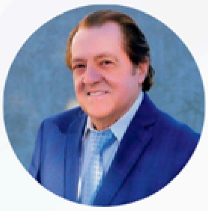

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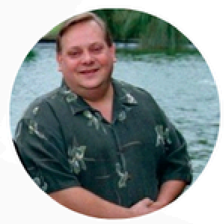

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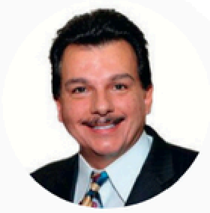

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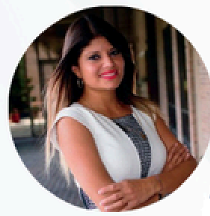

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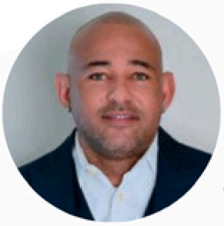

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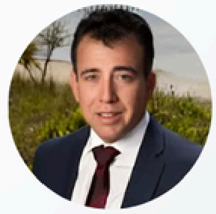

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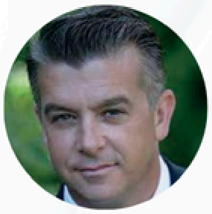

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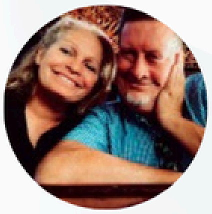

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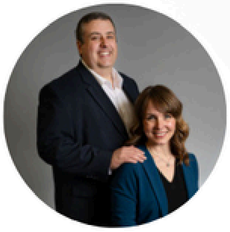

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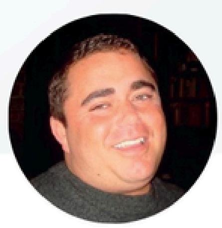

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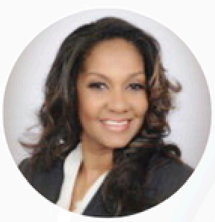

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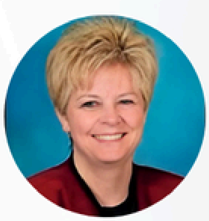

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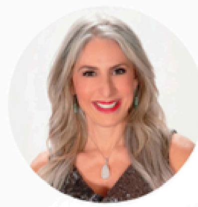

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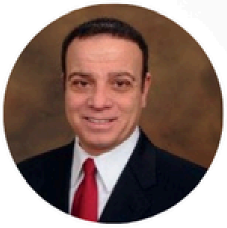

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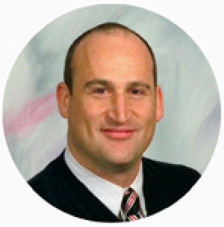

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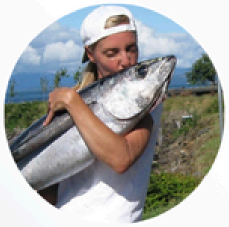

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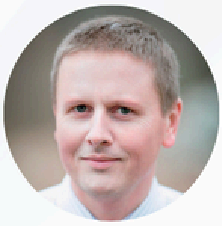

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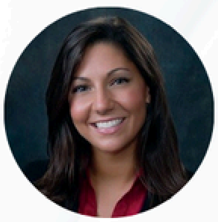

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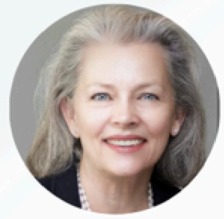

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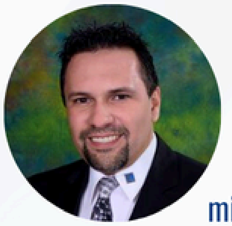

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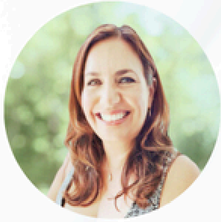

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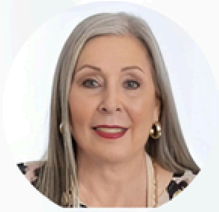

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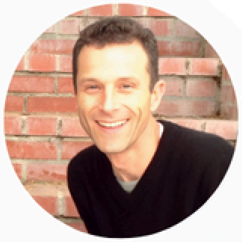

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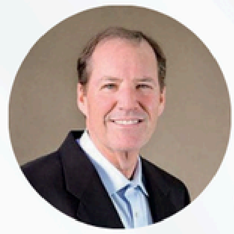

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