



Market Trends *Report*



October 2025

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MARKET AREAS

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

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<u>Tampa Bay, FL</u>	Hernando, Hillsborough, Pasco, Pinellas	Peter Chicouris
<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
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
<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>Catskills Region, NY</u>	Sullivan	Lee A. Raphael

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<u>Hudson Valley, NY</u>	Dutchess, Ulster, Orange, Putnam, Rockland, Westchester, Columbia	Lee A. Raphael
<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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ORANGE COUNTY, CALIFORNIA

OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,561	↓	7,903
NEW LISTINGS	1,163	↑	580
AVERAGE LIST PRICE	\$1,250,000	↑	\$1,171,000
MONTHS SUPPLY	3.9	↑	3.4
LIST TO SALES PRICE	97.6%	↓	98.50%
MEDIAN SALES PRICE	\$1,200,000	↓	1,299,000
SALES CLOSED	1,672	↓	1,881
AVERAGE DAYS ON MARKET	72	↑	34

Additional Market Data: Currently, Orange County prices are 176% higher than the national average. The cost of living is 60% higher than the national average. Median days on the market is 49. Under \$1 Million 40 days. \$1-2 Million is 40 days, \$2Mil, and above are 70 days. On average, homes sold for 2.4% less than the asking price. FHFA is expected to raise the conforming loan rates, from \$806,500.00- to \$832,000.00.

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

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MONTHLY MARKET TRENDS

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LOS ANGELES, CALIFORNIA

OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	52,592	↓	53,108
NEW LISTINGS	6,069	↓	6,249
AVERAGE LIST PRICE	\$1,811,056	↓	\$1,825,182
MONTHS SUPPLY	12	↓	13
LIST TO SALES PRICE	73%	↑	71%
MEDIAN SALES PRICE	\$900,000	↓	\$905,000
SALES CLOSED	4,241	↑	4,062
AVERAGE DAYS ON MARKET	44	↓	45

Additional Market Data: October in Los Angeles County reflected a steady yet slightly cooling market. Active listings dipped marginally to 52,592, with new listings easing to 6,069, down about 3 percent from September. Months of supply tightened to 12 from 13, while marketing time improved slightly to an average of 44 days, up from 45. Closed sales rose modestly to 4,241, up roughly 4 percent month over month, showing sustained buyer activity despite limited inventory. The sale-to-list price ratio ticked up to 73 percent from 71 percent, suggesting some narrowing in negotiation spreads. Pricing remained largely stable, with the median sales price at \$900,000, a minor dip from September's \$905,000. Meanwhile, the average list price eased slightly to \$1,811,056, pointing to a mix of steady mid-range sales and tempered high-end activity. Overall, October's numbers indicate a balanced market with gradual adjustments, steady demand, mild listing declines, and pricing that continues to hover near record levels.

October saw 20 new REO properties listed and 14 REO's sold, with trustee sales yielding 17 3rd party purchases and 35 went REO.

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MONTHLY MARKET TRENDS

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RIVERSIDE/SAN BERNARDINO, CALIFORNIA

OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	17,788	↓	18,213
NEW LISTINGS	797	↓	829
AVERAGE LIST PRICE	\$640,262	↓	\$642,865
MONTHS SUPPLY	6	↔	6
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$572,921	↓	\$579,387
SALES CLOSED	4,034	↑	3,335
AVERAGE DAYS ON MARKET	60	↑	59

Additional Market Data: In October, both Riverside County and San Bernardino County continued shifting toward a more balanced and deliberate real estate environment. Compared to September, buyer activity remained steady but more cautious, leading to longer days on market and a slower pace overall. Pricing held relatively stable, though subtle softening is emerging as sellers adjust to affordability challenges and higher interest rates. Inventory levels also continued to normalize, giving buyers more breathing room. The recent federal government shutdown added another layer of uncertainty, causing brief delays in loan processing and dampening buyer confidence, which likely contributed to the slower movement we're seeing. Overall, the region is transitioning from an overheated seller's market to a more level playing field where strategic pricing and strong marketing matter more than ever.



MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA

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OCTOBER 2025

Categories	Sept 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,389	↓	4,865
NEW LISTINGS	1,334	↑	1,310
AVERAGE LIST PRICE	\$656,000	↑	\$624,000
MONTHS SUPPLY	2.65	↓	3.5
LIST TO SALES PRICE	98%	↔	98%
MEDIAN SALES PRICE	\$625,000	↓	\$628,000
SALES CLOSED	1,854	↓	1,877
AVERAGE DAYS ON MARKET	57	↓	39

Additional Market Data: The regional market across El Dorado, Placer, Sacramento, and Yolo Counties remains moderately active, though showing signs of stabilization as inventory levels rise slightly. The average months of supply is approximately 2.6 months, indicating a market that still favors sellers but with improving balance. Average list price is around \$656,000, with median sales prices ranging from \$550,000 to \$660,000 depending on location and property type. The average days on market is approximately 57 days, reflecting longer marketing times as buyers adjust to higher interest rates.

Demand remains strongest for updated, move-in-ready homes priced competitively under the county medians. Homes requiring repairs or cosmetic updates tend to experience longer market times and more negotiation on price. Overall, the four-county area continues to show steady buyer activity, supported by limited housing supply, stable employment, and continued migration from urban centers seeking affordable suburban living.

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MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,623	↓	5,689
NEW LISTINGS	1,091	↓	1,614
AVERAGE LIST PRICE	\$1,209,995	↑	\$1,105,000
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	98%	↔	98%
MEDIAN SALES PRICE	\$999,900	↓	\$1,000,500
SALES CLOSED	1,435	↑	1,344
AVERAGE DAYS ON MARKET	33	↔	33

Additional Market Data: Active listings held steady this month, even as new listings dropped sharply—a typical seasonal pattern. With roughly four months of supply and a list-to-sale ratio near 98%, the market remains balanced but cautious. The headline story is the median sales price dipping below \$1,000,000 for the first time in quite some time, signaling a subtle shift in buyer sentiment and affordability. The recent government shutdown has added friction, particularly in our military-driven economy, delaying some VA transactions and relocations. Homes priced above \$1M are now taking longer to sell, while value-priced listings continue to move when properly presented. Overall, sellers are adjusting expectations, buyers are selective, and San Diego appears to be settling into a slower, more measured pace as we move into winter.



MONTHLY MARKET TRENDS

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SAN FRANCISCO, CALIFORNIA

OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6,045	↑	8,830
NEW LISTINGS	2,875	↓	3,284
AVERAGE LIST PRICE	\$1,476,626	↓	\$1,514,698
MONTHS SUPPLY	1.95	↓	3.1
LIST TO SALES PRICE	106.86%	↑	106.04%
MEDIAN SALES PRICE	\$1,200,000	↑	\$1,150,000
SALES CLOSED	3,105	↑	2,669
AVERAGE DAYS ON MARKET	41	↔	41

Additional Market Data: The SF Bay Area market in October shows tight inventory and steady demand, keeping most counties in a seller-leaning position. San Francisco has sharply lower listing volume and quick sales: ~24 DOM for single-family homes and rising prices. Condos remain softer with more negotiation room. The Peninsula (San Mateo) stays one of the strongest markets, with very low supply and homes often selling above list when well-priced. Marin and premium areas show similar dynamics: strong demand for turnkey homes, but the luxury tier is slower and more selective. In the East Bay (Alameda, Contra Costa), inventory is slightly higher and pace a bit slower, giving buyers more options, though well-located homes still move fast. Overall months of supply across the region remains low (roughly 2 months), supporting prices despite affordability challenges and high rates.

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

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	16,324	↓	16,552
NEW LISTINGS	4,253	↑	4,069
AVERAGE LIST PRICE	\$1,508,698	↓	\$1,666,621
MONTHS SUPPLY	5.6	↓	5.7
LIST TO SALES PRICE	94.20%	↑	94.1%
MEDIAN SALES PRICE	\$640,000	↔	\$640,000
SALES CLOSED	3,076	↑	3,035
AVERAGE DAYS ON MARKET	50	↑	48

Additional Market Data: The Miami MSA single-family market remained steady in October, continuing its balanced trend with a slight edge toward sellers. Active listings declined to 16,324, and months of supply eased to 5.6, reflecting a modest tightening in inventory. New listings slowed to 4,253 as many homeowners chose to wait out rate volatility, while closed sales held relatively firm at 3,076. The median sales price stayed flat at \$640,000, showing consistent buyer demand in desirable areas despite affordability challenges. Sellers received an average of 94.2% of asking price, while the average days on market inched up to 50, signaling longer decision timelines. The rise in average list price to \$1.5 million points to an increase in luxury inventory, which continues to lift overall averages. Overall, the market remains resilient, supported by steady migration and strong local employment, but higher borrowing costs are keeping buyer activity measured. Well-priced and move-in-ready homes continue to attract the most attention and sell fastest.

Information provided for this market by **Eddie Blanco** at **Stratwell**.
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MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	30,428	↓	30,666
NEW LISTINGS	5,118	↑	5,008
AVERAGE LIST PRICE	\$735,868	↑	\$718,489
MONTHS SUPPLY	11.6	↓	11.8
LIST TO SALES PRICE	92%	↑	91.4%
MEDIAN SALES PRICE	\$325,500	↑	\$315,000
SALES CLOSED	2,694	↓	2,697
AVERAGE DAYS ON MARKET	72	↑	71

Additional Market Data: The Miami MSA condo and townhome market remains in buyer's territory, but conditions are showing further signs of stabilization. October ended with 30,428 active listings and an 11.6-month supply, slightly lower than September, suggesting that inventory growth has leveled off. New listings ticked up to 5,118, while closed sales held steady at 2,694, reflecting continued but modest buyer activity. The median sales price rose to \$325,500, and sellers achieved an average of 92.0% of list price, a small improvement that points to firmer pricing and stronger buyer confidence. Average days on market increased marginally to 72, consistent with a more deliberate pace of decision-making.

A clear bifurcation continues to shape the market: newer, well-managed condos with healthy budgets and reserves are maintaining stronger demand and faster turnover, while older buildings with deferred maintenance, pending assessments, or underfunded reserves remain challenged by financing constraints and buyer caution. Elevated insurance premiums and compliance costs related to SB 4-D continue to weigh on the older segment, while financially sound communities are outperforming the broader averages. Overall, the market appears to be finding a more stable rhythm heading into year-end.

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MONTHLY MARKET TRENDS ORLANDO, FLORIDA

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,697	↓	15,780
NEW LISTINGS	4,416	↑	4,162
AVERAGE LIST PRICE	\$537,922	↑	\$528,028
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	95.20%	↔	95.20%
MEDIAN SALES PRICE	\$400,000	↓	\$401,138
SALES CLOSED	3,054	↑	2,925
AVERAGE DAYS ON MARKET	84	↑	69

Additional Market Data: In October 2025, Orlando's housing market continued to cool, with the average price per square foot at \$235.60-below Florida's \$249.40 average. Homes spent an average of 84 days on the market, up 20% year-over-year, and nearly half of all listings (47.6%) saw price reductions. Buyer activity remained soft despite mortgage rates easing to around 6.2%, as rising inventory and longer selling times prompted sellers to adjust pricing strategies. On the economic front, Orlando's tourism surged, with total visitors up 11.8% and international arrivals increasing by 5.9% year-over-year. However, the local unemployment rate edged up to 4.3%, reflecting a slight cooling in the labor market.



MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,137	↓	1,156
NEW LISTINGS	351	↑	347
AVERAGE LIST PRICE	\$385,485	↑	\$359,920
MONTHS SUPPLY	3.8	↓	3.9
LIST TO SALES PRICE	97.70%	↓	98.2%
MEDIAN SALES PRICE	\$349,950	↑	\$320,000
SALES CLOSED	276	↓	306
AVERAGE DAYS ON MARKET	80	↑	69

Additional Market Data: The market remains active, with rising inventory and average prices increasing mostly driven by new construction (15% of inventory, 10% of sales). Most buyers use conventional financing. The list-to-sale price ratio has dropped to 97.7% mainly because list prices are higher, not market value. REOs are slowly increasing and they staying on the market longer due to competition and condition. Recent buyer's feedback is they prefer move-in-ready homes so this also adds to days on market for our REOs. One glimmer is that this month saw two 203k renovation sales, the first we have seen in the second half of the year.

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MONTHLY MARKET TRENDS TAMPA BAY, FLORIDA

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	18,289	↑	9,390
NEW LISTINGS	4,888	↑	1,079
AVERAGE LIST PRICE	\$424,200	↓	\$450,783
MONTHS SUPPLY	6	↑	3.15
LIST TO SALES PRICE	93.10%	↓	95.50%
MEDIAN SALES PRICE	\$408,000	↓	\$431,160
SALES CLOSED	3,750	↑	3,350
AVERAGE DAYS ON MARKET	57	↑	46

Additional Market Data: In October 2025, the real-estate market in the Tampa Bay region is showing signs of gradual cooling and increased balance. Inventory continues to rise, helping ease competitive pressure on buyers, and local agents report roughly 5 months of active listings, approaching what is considered a balanced market (~6 months) in the Tampa-area. Homes are taking longer to sell — statewide Florida median days on market hit 79 days in August. Meanwhile, price growth has become modest to slightly negative: one market-analysis projects 2025 price changes of -2% to +1% overall in Tampa Bay, with more resilience in the luxury and waterfront segments. Overall, it remains a seller's market in many pockets, but signs of softening are increasing and buyer leverage is gradually improving.



MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	11,363	↓	11,775
NEW LISTINGS	7,540	↓	7,618
AVERAGE LIST PRICE	\$564,256	↑	\$554,599
MONTHS SUPPLY	4.2	↓	4.3
LIST TO SALES PRICE	95.1%	↓	98%
MEDIAN SALES PRICE	\$435,500	↓	\$450,000
SALES CLOSED	4,375	↑	4,302
AVERAGE DAYS ON MARKET	52	↑	41

Additional Market Data: The Greater Atlanta housing market is showing a clear shift toward a more balanced environment. Inventory continues to rise, with homes for sale up 20% for detached and 24% for attached, increasing months of supply and giving buyers more options. As a result, buyer activity has cooled; pending sales declined in both segments, and days on market increased as homes take longer to sell. Sellers are also receiving slightly less of their asking price compared to last year.

Prices are stabilizing, with detached median prices down 2.1% and attached down 6.9% for September, though year-to-date values remain relatively steady. New listings are trending upward, suggesting more homeowners are willing to enter the market despite higher interest rates. Overall, the market is adjusting from the competitive pace of recent years, with more inventory, longer marketing times, and increased price sensitivity among buyers.

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MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	16,301	↑	15,074
NEW LISTINGS	13,981	↑	13,552
AVERAGE LIST PRICE	\$473,322	↑	\$464,792
MONTHS SUPPLY	1.98	↑	1.9
LIST TO SALES PRICE	99.6%	↑	98.47%
MEDIAN SALES PRICE	\$368,389	↑	\$365,000
SALES CLOSED	8,086	↑	7,898
AVERAGE DAYS ON MARKET	38.7	↑	37.2

Additional Market Data: The Chicagoland market continues to show strong buyer demand despite seasonal slowdown. Inventory remains tight, with 16,301 active listings and just 1.98 months of supply, keeping conditions tilted toward sellers. New listings (13,981) are not keeping pace with the volume of buyers in the market, which is contributing to elevated competition and supporting prices. Homes are still selling very close to list, with an impressive 99.6% list-to-sales-price ratio, indicating limited room for negotiation.

Pricing trends remain resilient: the median sales price is \$368,389 and the average list price is \$473,322, reflecting steady demand across both entry-level and mid-range segments. Closed sales (8,086) remain strong for this time of year, showing that qualified buyers are moving quickly when homes come on the market. With average days on market at 38.7, well below historical norms for fall, buyers continue to prioritize well-priced, move-in-ready homes. Overall, low supply and sustained demand are the key drivers shaping October's statistics.

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MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,130	↑	4,994
NEW LISTINGS	3,100	↑	2,976
AVERAGE LIST PRICE	\$647,645	↓	\$660,897
MONTHS SUPPLY	2.4	↑	2.2
LIST TO SALES PRICE	100%	↑	99%
MEDIAN SALES PRICE	\$450,000	↔	\$450,000
SALES CLOSED	2,133	↓	2,151
AVERAGE DAYS ON MARKET	35	↑	33

Additional Market Data: The Baltimore metro market remained steady but cautious in October. Homes continued to sell at or near list price, though buyer activity moderated compared to earlier in the year. Inventory levels have increased slightly, giving buyers more options and reducing the frequency of bidding wars. Demand remains strongest in well-located and updated single-family homes, particularly in Howard and Anne Arundel counties, while Baltimore City and condo segments continue to see longer marketing times and more negotiation.

The ongoing federal government shutdown and layoffs across the federal and contractor workforce have had a notable impact on buyer confidence throughout the region. Many potential purchasers have paused or slowed their searches due to employment uncertainty and delayed loan processing, contributing to longer days on market and more price sensitivity. Overall, the Baltimore MSA reflects a balanced but cautious market environment, where pricing remains firm, but buyers are proceeding carefully.

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MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,584	↓	5,501
NEW LISTINGS	2,937	↓	2,948
AVERAGE LIST PRICE	\$658,111	↓	\$683,063
MONTHS SUPPLY	3.2	↑	3
LIST TO SALES PRICE	99.30%	↔	98.9%
MEDIAN SALES PRICE	\$500,000	↓	\$499,900
SALES CLOSED	1,807	↓	1,705
AVERAGE DAYS ON MARKET	47	↑	44

Additional Market Data: The suburban Maryland market remained stable with strong pricing discipline in October. Across these counties, homes generally sold very close to list price, with the most competitive activity concentrated among move-in ready single-family homes in established neighborhoods. Montgomery County continued to show the strongest price resilience due to sustained demand and limited supply. Prince George's County displayed balanced conditions with moderate buyer activity. Charles and Calvert Counties saw slightly longer days on market, reflecting a more price-conscious buyer pool and growing sensitivity to monthly payment affordability. The federal government shutdown and widespread layoffs among federal employees and contractors played a meaningful role in shaping demand this month. Many buyers in these counties are directly tied to government employment, leading to hesitation, delayed purchase timelines, and increased contract fallout. Additionally, certain federal loan programs and verifications experienced processing delays, adding friction to closing timelines. As a result, while pricing has remained steady, buyer urgency has softened, and sellers are needing to be more precise in pricing and condition to secure timely offers. Overall, the region is experiencing a steady but cautious market environment—not declining, but more deliberate, with buyers taking additional time to evaluate affordability, employment stability, and long-term financial commitments.

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MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,934	↑	5,652
NEW LISTINGS	2,579	↑	2,393
AVERAGE LIST PRICE	\$383,542	↓	\$388,839
MONTHS SUPPLY	2.3	↓	2.5
LIST TO SALES PRICE	100.2%	↑	99.70%
MEDIAN SALES PRICE	\$315,000	↓	\$369,524
SALES CLOSED	2,527	↑	2,276
AVERAGE DAYS ON MARKET	49	↑	31

Additional Market Data: There seems to be a softening within the buyer's market. There are a lot of contributing factors and uncertainty. There is the typical slowing due to time of year. There is the drop in interest rates that would normally add a little spark yet buyers are cautiously concerned about cost of living and economy. First time buyers are getting priced out of the market in many instances. New listings and total listings continue to rise along with average DOM.



MONTHLY MARKET TRENDS NEWARK, NEW JERSEY

OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,958	↓	4,462
NEW LISTINGS	1,518	↑	467
AVERAGE LIST PRICE	\$643,496	↓	\$665,900
MONTHS SUPPLY	2.2	↑	1.8
LIST TO SALES PRICE	105.20%	↑	101.6%
MEDIAN SALES PRICE	\$614,703	↑	\$563,600
SALES CLOSED	633	↓	748
AVERAGE DAYS ON MARKET	47	↑	45

Additional Market Data: The New Jersey housing market in October 2025 shows a gradual shift toward balance after years of tight inventory. Active listings and days on market have fluctuated slightly across most counties, while new listings remain steady. Median sales prices are still higher year-over-year—especially in Essex and Hunterdon—but the pace of appreciation has slowed. Counties like Somerset and Sussex are seeing more price reductions, signaling mild softening as buyers regain leverage. Higher mortgage rates and affordability pressures continue to temper demand, while sellers adjust expectations. Despite these headwinds, competition remains solid in desirable commuter areas with limited supply. Overall, the market reflects normalization: still resilient, but cooling from peak pandemic-era intensity as buyers and sellers recalibrate to higher borrowing costs and evolving economic confidenc



MONTHLY MARKET TRENDS CATSKILLS REGION, NY

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	672	↓	692
NEW LISTINGS	133	↓	139
AVERAGE LIST PRICE	\$402,500	↓	\$407,000
MONTHS SUPPLY	9.4	↓	9.79
LIST TO SALES PRICE	96.40%	↓	106.7%
MEDIAN SALES PRICE	\$385,000	↑	\$355,000
SALES CLOSED	62	↓	77
AVERAGE DAYS ON MARKET	68	↑	65

Additional Market Data: Sullivan County's market conditions contrasted sharply with its southern neighbors. With 672 active listings and only 133 new listings, inventory remained elevated at 9.4 months of supply, signaling a clear buyer's market. The median sale price dipped slightly to \$385K, while homes sold at 96.4 % of list and required about 68 days on market—the longest marketing time of any county surveyed. Despite softer absorption, the price stability relative to earlier months indicates that demand persists for renovated and well-located properties, even as overall inventory swells. The Catskills thus continue to offer greater negotiation room and value opportunities amid a cooling but still active post-summer market.



MONTHLY MARKET TRENDS HUDSON VALLEY REGION, NY

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,225	↓	4,204
NEW LISTINGS	1,500	↓	1,928
AVERAGE LIST PRICE	\$696,283	↓	\$706,317
MONTHS SUPPLY	3.8	↓	3.84
LIST TO SALES PRICE	100.92%	↓	101.03%
MEDIAN SALES PRICE	\$634,167	↑	\$587,000
SALES CLOSED	1,125	↓	1,336
AVERAGE DAYS ON MARKET	43	↑	39

Additional Market Data: The Hudson Valley single-family market in October 2025 showed continued seasonal softening but durable pricing. Across the six-county region, there were 3,225 active listings and 1,500 new listings, with a combined 3.8 months of supply, still indicative of a mild seller's market. The median sale price of \$634K was virtually stable from September, and homes continued to sell briskly—averaging 43 days on market and closing at just over 100 % of list price.

Westchester remained the regional price leader with a \$950K median, while Orange and Dutchess maintained more affordable medians near \$480–495K, though both saw longer marketing times approaching six weeks. Ulster's inventory expanded modestly, lifting its months of supply to 5.6, the highest within the valley proper. Overall, buyer demand moderated but remained solid, suggesting a normalization phase rather than a downturn as the fall market settled in.

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MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,479	↓	2,634
NEW LISTINGS	1,057	↓	1,214
AVERAGE LIST PRICE	\$1,050,154	↑	\$815,000
MONTHS SUPPLY	2.9	↓	3.1
LIST TO SALES PRICE	100.4%	↓	100.6%
MEDIAN SALES PRICE	\$818,000	↓	\$1,008,589
SALES CLOSED	905	↓	908
AVERAGE DAYS ON MARKET	50	↑	46

Additional Market Data: As we move into winter season, the Long Island and Metro New York real estate markets continue to show signs of unpredictability. October is beginning to reflect more noticeable cooling in several submarkets reflected by the decrease in active listings and new listings. Buyer sentiment in the metropolitan area remains cautious, fueled by uncertainty surrounding potential political changes that could impact real estate policies. Many prospective purchasers are choosing to pause their searches or make more conservative offers. Additionally, ongoing discussions around immigration reform and recent adjustments to lending requirements are contributing to a more restrained market atmosphere.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,366	↓	3,643
NEW LISTINGS	1,459	↓	1,588
AVERAGE LIST PRICE	\$835,031	↑	\$695,313
MONTHS SUPPLY	3	↓	3.3
LIST TO SALES PRICE	101.4%	↓	101.7%
MEDIAN SALES PRICE	\$680,000	↓	\$883,729
SALES CLOSED*	1,324	↑	1,144
AVERAGE DAYS ON MARKET	47	↑	46

Additional Market Data: Suffolk County has shown a slight decline in residential inventory and new listings. The average price in Suffolk County has gone up fairly dramatically, from \$695,313 to \$835,031. The housing supply has decreased while there was a decline in sales prices on average. There has been an significant increase in closed sales while average DOM is steady.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,591	↓	3,767
NEW LISTINGS*	1,033	↓	1,066
AVERAGE LIST PRICE	\$690,960	↑	\$645,000
MONTHS SUPPLY	6	↓	6.4
LIST TO SALES PRICE	97.8%	↔	97.8%
MEDIAN SALES PRICE	\$664,395	↓	\$691,461
SALES CLOSED*	605	↑	537
AVERAGE DAYS ON MARKET	72	↔	72

Additional Market Data: Queens County has shown a slight decline in residential inventory and new listings. The average price in Queens County has gone up fairly dramatically, from \$645,000 to \$690,960. The housing supply has decreased while but there was a decline in sales prices on average. There has been an approximately 12% increase in closed sales while average DOM is steady.



MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	10,950	↑	9,919
NEW LISTINGS	967	↓	1,002
AVERAGE LIST PRICE	\$550,000	↓	\$560,000
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↓	97%
MEDIAN SALES PRICE	\$475,000	↓	\$480,000
SALES CLOSED	496	↑	470
AVERAGE DAYS ON MARKET	45	↓	77

Additional Market Data: The market is somewhat the same from last month. The number of properties listed has increased in the last 30 days. Days on market has increased and the sales price has decreased slightly from last month. Affordability remains a headwind: elevated mortgage rates, high prices relative to incomes, and the prior run-up in home values all contribute to slower demand.



MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	10,225	↓	10,281
NEW LISTINGS	5,068	↓	5,189
AVERAGE LIST PRICE	\$439,400	↓	\$457,349
MONTHS SUPPLY	2.62	↑	2.4
LIST TO SALES PRICE	98%	↓	100.16%
MEDIAN SALES PRICE	\$427,400	↓	\$430,510
SALES CLOSED	2,940	↓	3,383
AVERAGE DAYS ON MARKET	33	↑	31

Additional Market Data: There continues to be a large separation in the real estate market between the city of Philadelphia and the Philadelphia suburbs. Although the total number of listings and new listings in the city remained stable over the past month, the average list price has decreased, indicating sellers are lowering their demand in order to sell their homes. There are also an increasing number of foreclosures entering the market in the city which is having an effect on the overall market. Home sales in the suburbs continues to be strong. Homes are still selling quicker in the suburbs compared to the city and sales prices continue to be close to listing price. Foreclosure activity in the suburbs continues to be slow which has helped the suburban Philadelphia real estate market to remain strong.



MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

**USREO
PARTNERS**

OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,857	↑	834
NEW LISTINGS	1,410	↓	2,130
AVERAGE LIST PRICE	\$392,566	↑	\$343,035
MONTHS SUPPLY	1.82	↑	1.12
LIST TO SALES PRICE	99.3%	↓	100%
MEDIAN SALES PRICE	\$299,900	↔	\$299,900
SALES CLOSED	1,987	↑	1,885
AVERAGE DAYS ON MARKET	24	↑	23

Additional Market Data: Inventory spiked in October, giving buyers more choice. Sellers remain in control with homes selling close to asking and quickly due to less than two months of available inventory. The Government shutdown has not had any effect on home sales in the area. Condition and proper pricing is now more important than ever. REO sales are still minimal with no adverse effect on the market. They are selling at 30% to market value and taking twice as long to go pending as a standard retail sale. This data covers York, Harrisburg, Lancaster, and Reading Pennsylvania Cities.



MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA

**USREO
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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	593	↑	240
NEW LISTINGS	554	↓	561
AVERAGE LIST PRICE	\$453,349	↑	\$444,886
MONTHS SUPPLY	1.62	↑	0.97
LIST TO SALES PRICE	100.20%	↓	100.48%
MEDIAN SALES PRICE	\$352,000	↑	\$350,000
SALES CLOSED	603	↑	593
AVERAGE DAYS ON MARKET	27	↑	24

Additional Market Data: The Lehigh Valley market had an expected seasonal slowdown in October housing activity but noted signs of future momentum as pending sales climbed year-over-year. While the inventory doubled it is still considered low with Sellers holding the line on price. REO sales are minimal with no impact on the market. This data covers the Allentown–Bethlehem–Easton metropolitan areas.



MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	65,659	↓	65,957
NEW LISTINGS	20,343	↑	20,119
AVERAGE LIST PRICE	\$442,176	↓	\$454,974
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$317,000	↑	\$315,000
SALES CLOSED	11,983	↓	12,300
AVERAGE DAYS ON MARKET	61	↑	60

Additional Market Data: Many went into October thinking it might turn out to be a forward step towards a strong end to the year. However, what we got instead was rather underwhelming. Many have used the idiom “meh” to describe the performance of our market in October. Active listings dipped slightly, but we maintained our ongoing 5 months of inventory. New listings were up slightly as more homeowners chose to list their homes, while list prices were down slightly for the month. The median sales price increased modestly again, suggesting prices are still holding steady even as closed sales decline again month over month. Homes also took longer to sell, with the average days on market rising a smidge from 60 to 61. One trend worth noting is that the more-established suburbs in all counties seemed to fare well in October.

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MONTHLY MARKET TRENDS HOUSTON, TEXAS

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	67,762	↓	68,042
NEW LISTINGS	29,137	↑	27,474
AVERAGE LIST PRICE	\$356,613	↓	\$369,699
MONTHS SUPPLY	5.2	↓	5.3
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$216,000	↓	\$224,990
SALES CLOSED	13,812	↑	13,501
AVERAGE DAYS ON MARKET	83	↑	78

Additional Market Data: Houston's housing market in October 2025 continued to normalize, showing balanced conditions. Active listings held near 67,700 with a 5.2-month supply, consistent with HAR's report of similar inventory growth. The average list price of \$356,613 and median sales price of \$216,000 reflect moderating prices, echoing HAR's broader data showing small year-over-year declines. Closed sales reached 13,812, while days on market rose to 83, signaling slower buyer activity and longer selling times. Overall, Houston remains a stable, cooling market where pricing is leveling off, inventory is ample, and negotiation power is gradually shifting toward buyers without major price disruptions.



MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,255	↓	8,195
NEW LISTINGS	2,289	↓	3,037
AVERAGE LIST PRICE	\$1,096,714	↓	\$1,108,669
MONTHS SUPPLY	2.65	↓	2.855
LIST TO SALES PRICE	98.99%	↑	98.8%
MEDIAN SALES PRICE	\$775,000	↑	\$770,000
SALES CLOSED	2,293	↓	2,870
AVERAGE DAYS ON MARKET	43	↑	40

Additional Market Data: After nearly four decades in this industry, I've seen many market cycles—and the Puget Sound region is clearly shifting into its seasonal slowdown. New listings are trending downward as sellers hold off until spring, and buyers are becoming more selective. Homes that would've flown off the shelf in early fall are now taking longer to sell, with days on market steadily increasing. This doesn't signal a crash—it's the natural rhythm of our market as we move into the holidays. Inventory remains tight, but pricing must now reflect current demand. Serious sellers and strategic buyers both have unique opportunities right now.



MONTHLY MARKET TRENDS WASHINGTON, DC

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OCTOBER 2025

Categories	Oct 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,270	↓	3,358
NEW LISTINGS	1,194	↓	1,494
AVERAGE LIST PRICE	\$863,805	↑	\$860,086
MONTHS SUPPLY	7.3	↑	5.9
LIST TO SALES PRICE	98.30%	↓	98.70%
MEDIAN SALES PRICE	\$675,000	↓	\$677,500
SALES CLOSED	495	↑	438
AVERAGE DAYS ON MARKET	65	↑	64

Additional Market Data: The market remains relatively close to list price — near 98% — but it is softer than a year ago. Sellers are receiving nearly asking price, but the margin of premium is narrowing. Inventory is increasing and buyer drive is more cautious. Longer days on market and fewer contracts indicate a shift toward a more balanced or slightly buyer-favoring market rather than a hot seller's market. A major contributing factor is the region's heavy exposure to federal employment and contracting. The ongoing federal government shutdown and large-scale workforce reductions in the D.C. region have significantly weakened buyer confidence. Employers tied to government and contractors are seeing layoffs, and uncertainty is causing some prospective buyers to delay purchasing and some current homeowners to list as they reconsider location/occupation. The shutdown has also impacted transaction mechanics (e.g., delays in loan processing, flood-insurance programs), which adds friction to the market and suppresses activity and prompt price concessions. Because of these factors, despite mortgage rates easing somewhat, the market is less frenetic: fewer bidding wars, more price reductions, and more time taken for decisions.

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2025

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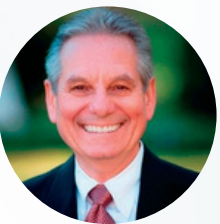
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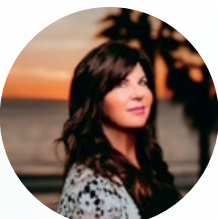
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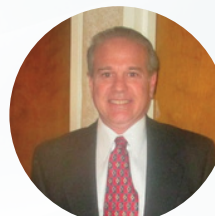
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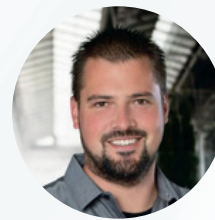
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