

USREO PARTNERS

Market Trends *Report*



December 2025

www.usreop.com

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	Patti Furman
<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>	Macomb, Oakland, Wayne	Sam Hantosh
<u>Minneapolis, MN</u>	Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Sherburne, Washington, Wright	Scott Rodman
<u>St. Louis, MO</u>	Crawford, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, Warren	Cathy Davis
<u>Newark, NJ</u>	Essex, Hunterdon, Morris, Somerset, Sussex, Union	Nick Verdi
<u>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> (presented in separate charts)	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 ORANGE COUNTY, CALIFORNIA

USREO
PARTNERS

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,231	↓	6,146
NEW LISTINGS	784	↓	880
AVERAGE LIST PRICE	\$1,200,000	↓	\$1,100,000
MONTHS SUPPLY	3	↓	3.2
LIST TO SALES PRICE	98%	↓	99%
MEDIAN SALES PRICE	\$1,175,000	↓	\$1,275,000
SALES CLOSED	1,210	↓	1,634
AVERAGE DAYS ON MARKET	62	↑	59

Additional Market Data: Home prices remained largely flat throughout 2025, and this trend is expected to continue into the first quarter of the year, driven by tight inventory and strong demand. Affordability challenges persist, with prices approximately 172% above the national average. Modest appreciation is likely to continue, with projected growth in the range of 1–2.5%.

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

Cell Phone: 949-463-0626 | Email: jblake4re@aol.com



MONTHLY MARKET TRENDS LOS ANGELES, CALIFORNIA

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	48,382	↓	50,945
NEW LISTINGS	2,952	↓	3,973
AVERAGE LIST PRICE	\$1,521,083	↓	\$1,645,163
MONTHS SUPPLY	13	↓	15
LIST TO SALES PRICE	83%	↑	80%
MEDIAN SALES PRICE	\$882,300	↓	\$900,000
SALES CLOSED	3,768	↑	3,363
AVERAGE DAYS ON MARKET	51	↑	49

Additional Market Data: December reflected a seasonally adjusted Los Angeles County housing market, characterized by reduced listing activity, longer marketing times, and steady buyer engagement as the year came to a close. Active listings declined to 48,382, as many sellers opted to pause new inventory during the holiday period. New listings slowed considerably to 2,952, reinforcing the typical year-end contraction in market activity. Inventory levels remained balanced, with months of supply at 13, suggesting neither strong upward nor downward pressure on pricing. Homes took longer to sell, with average days on market increasing to 51, indicating a more deliberate pace among buyers. Sales activity showed resilience. Closed sales totaled 3,768, while pending sales reached 1,115, pointing to sustained buyer interest and a pipeline of activity heading into the new year. Seller pricing discipline improved, with the sale-to-list price ratio rising to 83 percent, reflecting fewer aggressive price reductions and stronger alignment between buyers and sellers. Pricing softened modestly but remained stable overall. The median sales price came in at \$882,300, while the average list price was \$1,521,083, influenced by a shift toward more mid-range inventory and fewer high-end listings. Distressed inventory remained limited, with 17 REO listings, continuing to represent a very small portion of the overall market. Overall, December closed with constrained inventory, steady transaction activity, improving price efficiency, and healthy pending momentum, positioning the market for a more active start to the new year.

Information provided for this market by **Jeff Russell** at **Russell Realty Group**.

Cell Phone: (949) 200-7055 | Email: rrg@russellrealtygrp.com



MONTHLY

MARKET TRENDS

RIVERSIDE/SAN BERNARDINO, CALIFORNIA



DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	17,109	↓	17,711
NEW LISTINGS	602	↓	754
AVERAGE LIST PRICE	\$665,085	↑	\$655,322
MONTHS SUPPLY	5	↓	6
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$580,239	↑	\$575,851
SALES CLOSED	3,900	↓	4,035
AVERAGE DAYS ON MARKET	63	↑	62

Additional Market Data: The December 2025 housing market across Riverside and San Bernardino counties reflects a stable, recalibrating environment. Active listings declined notably month-over-month, signaling reduced overall inventory, while new listings also pulled back as sellers took a more cautious stance heading into year-end. Despite fewer listings, average list prices edged slightly higher, indicating continued price discipline among sellers. Months of inventory is holding at approximately five months, a level consistent with a balanced market. Median sales prices remain stable to modestly higher, suggesting values are holding rather than correcting sharply. Closed sales volume experienced a significant decline, driven largely by seasonal slowdowns and buyer selectivity rather than pricing distress. Average days on market is approximately 63 days, reinforcing a slower but orderly pace of absorption. Overall, the market is steady, with neither strong upward pressure nor broad-based declines, positioning early 2026 for continued stabilization rather than volatility.

Information provided for this market by **Monica Hill** at **MVP Real Estate & Investments**.

Cell Phone: 951-834-8687 | Email: MVP4RealEstate@gmail.com



MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	2,930	↓	3,688
NEW LISTINGS	695	↓	843
AVERAGE LIST PRICE	\$644,000	↓	\$650,000
MONTHS SUPPLY	2.5	↓	2.7
LIST TO SALES PRICE	99.00%	↓	101%
MEDIAN SALES PRICE	\$560,000	↓	\$637,000
SALES CLOSED	1,601	↑	1,455
AVERAGE DAYS ON MARKET	52.5	↓	56

Additional Market Data: The four-county region of Sacramento, Placer, El Dorado, and Yolo is currently experiencing a balanced to slightly seller-leaning market. Inventory remains relatively limited at approximately 2.5 months of supply, which continues to support pricing stability. Homes are selling close to list price, with a combined list-to-sales price ratio near 99%, indicating that buyers are negotiating modestly while well-priced properties continue to perform well. The combined median sales price of approximately \$560,000 reflects steady values across the region, balancing higher-priced counties such as Placer and El Dorado with more affordable Sacramento County. Average days on market are approximately 50–54 days, showing a moderate sales pace compared to the faster conditions seen in prior years. Buyer activity remains present but more selective, influenced by interest rate sensitivity and affordability concerns. Overall, market conditions favor sellers who price realistically and present properties in good condition, while buyers have increased opportunity to negotiate on homes that are overpriced or require repairs.

Information provided for this market by **Serina Lowden** at **All City Homes**.

Cell Phone: 209-304-5841 | Email: serina@serinalowden.com



MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,026	↓	4,787
NEW LISTINGS	846	↓	1,093
AVERAGE LIST PRICE	\$1,235,000	↑	\$1,167,250
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↓	97%
MEDIAN SALES PRICE	\$1,050,000	↑	\$1,025,000
SALES CLOSED	1,195	↑	1,071
AVERAGE DAYS ON MARKET	35	↓	36

Additional Market Data: Active listings declined again in December, falling by another 600 homes, a move largely attributable to normal seasonal patterns rather than improving demand. Much of the market's overall tone remains similar to last month, with activity subdued and buyers continuing to exercise caution. Closed sales remain soft, and pricing pressure persists, particularly at higher price points.

Two new data points add important context this month. Pending Sales totaled 1,076, reflecting limited forward momentum as we head into the new year. Additionally, REO inventory remains extremely low, with just 16 REO listings currently for sale in San Diego County—underscoring how constrained distressed supply remains despite broader market cooling.

As we move into early 2026, the key question will be whether buyer demand can re-accelerate quickly enough to absorb inventory once seasonal listings return to the market. For now, San Diego remains in a slow, cautious holding pattern.

Information provided for this market by **Joe Gummerson** at **Joseph Gummerson, Broker**.
Cell Phone: 619-347-7027 | Email: joegummerson@gmail.com



MONTHLY MARKET TRENDS SAN FRANCISCO, CALIFORNIA

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,547	↓	5,953
NEW LISTINGS	1,318	↓	2,151
AVERAGE LIST PRICE	\$1,485,964	↑	\$1,379,131
MONTHS SUPPLY	2.04	↓	2.46
LIST TO SALES PRICE	105.33%	↓	105.67%
MEDIAN SALES PRICE	\$1,188,000	↑	\$1,139,000
SALES CLOSED	2,223	↓	2,422
AVERAGE DAYS ON MARKET	77	↑	42

Additional Market Data: In December 2025, the San Francisco Bay Area real estate market reflected a seasonal slowdown paired with persistent structural tightness. Inventory declined notably across the region as many sellers held off during the holidays, reinforcing supply constraints that had characterized much of the year. This limited inventory helped support prices, though performance varied by submarket. San Francisco proper stood out as one of the strongest areas, with median home prices posting solid gains and homes selling quickly, often within two weeks, signaling continued demand for well-located urban properties. In contrast, parts of Silicon Valley and the East Bay experienced flatter or modestly softer price trends, with longer days on market and slightly more negotiating room for buyers. Overall activity levels were lower than in peak spring and fall months, consistent with typical December seasonality, but demand did not disappear, particularly among motivated buyers taking advantage of reduced competition. Mortgage rates, while still elevated, were relatively stable, allowing both buyers and sellers to transact with clearer expectations. Heading into early 2026, the market appeared poised for a cautious re-acceleration, with tight supply remaining the dominant force shaping prices and competition.

Information provided for this market by **Anh Pham** at **SkyGroup Realty Inc.**

Cell Phone: 650-380-6364 | Email: anh@skygrouprealtyinc.com



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

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	16,397	↓	16,632
NEW LISTINGS	3,956	↓	4,787
AVERAGE LIST PRICE	\$2,219,755	↑	\$1,970,210
MONTHS SUPPLY	5.5	↓	5.6
LIST TO SALES PRICE	94.20%	↑	93.90%
MEDIAN SALES PRICE	\$625,000	↓	\$648,000
SALES CLOSED	2,673	↓	3,177
AVERAGE DAYS ON MARKET	47	↓	52

Additional Market Data: The Miami MSA single-family market remained balanced in December, closing the year with stable fundamentals and a continued slight edge toward sellers. Active listings dipped to 16,397 and months of supply tightened marginally to 5.5, reflecting steady absorption even as new listings slowed to 3,956, a typical seasonal pullback. Closed sales declined to 2,673, consistent with year-end holiday patterns rather than a shift in demand. The median sales price eased to \$625,000, signaling some price normalization, while sellers achieved a stronger 94.2% of list price and average days on market improved to 47, indicating that well-priced homes are still moving efficiently. The increase in average list price to just over \$2.2 million points to continued growth in luxury inventory, which continues to influence overall pricing metrics. Overall, the market remains resilient and orderly, supported by long-term migration trends and employment strength, with buyers focused on value and sellers benefiting most when pricing aligns with current market conditions.



MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	31,070	↑	30,826
NEW LISTINGS	5,012	↓	5,744
AVERAGE LIST PRICE	\$824,575	↑	\$793,053
MONTHS SUPPLY	11.7	↔	11.7
LIST TO SALES PRICE	92.20%	↑	92.10%
MEDIAN SALES PRICE	\$320,000	↓	\$330,000
SALES CLOSED	2,287	↓	2,745
AVERAGE DAYS ON MARKET	70	↓	73

Additional Market Data: The Miami MSA condo and townhome market remains in buyer's territory, with overall conditions continuing to stabilize despite softer sales activity this period. Active listings increased slightly to 31,070, while months of supply held steady at 11.7, indicating that inventory levels remain elevated but relatively contained. New listings declined to 5,012, and closed sales fell to 2,287, reflecting seasonal slowing and continued buyer caution. The median sales price eased to \$320,000, while sellers achieved 92.2% of list price, a modest improvement that suggests pricing discipline is helping support values. Average days on market improved to 70, signaling that well-priced units are still finding traction.

A clear bifurcation continues to define the market. Newer, well-managed condos and communities with strong reserves and sound financials are maintaining steadier demand and faster absorption, while older buildings with deferred maintenance, insurance challenges, or pending assessments remain slower to sell and more difficult to finance. Elevated insurance premiums, SB 4-D compliance requirements, and tighter lending standards continue to weigh on the older segment. Overall, the market appears to be settling into a more stable pattern, with performance increasingly dependent on building quality, financial health, and pricing strategy rather than broad market momentum.



MONTHLY MARKET TRENDS ORLANDO, FLORIDA

USREO
PARTNERS

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	14,561	↓	15,276
NEW LISTINGS	2,955	↓	3,575
AVERAGE LIST PRICE	\$516,947	↓	\$541,663
MONTHS SUPPLY	4.75	↓	6
LIST TO SALES PRICE	95%	↓	95.60%
MEDIAN SALES PRICE	\$396,158	↓	\$409,990
SALES CLOSED	3,068	↓	2,493
AVERAGE DAYS ON MARKET	87	↑	81

Additional Market Data: The Orlando housing market closed December with 4.75 months of inventory, reflecting a balanced but easing environment. The median sales price fell 3.5% month over month, while closed sales rose 19% due to the year-end push from buyers securing their 2026 homestead exemption. Orlando continues to outperform most major U.S. metros on long-term fundamentals, ranking among the top nationally for job, population, and GDP growth. The metro added 18,000 jobs year over year, led by gains in leisure and hospitality, construction, and financial activities. These trends highlight the region's broad economic resilience even as pricing cools and inventory increases. Despite slight price softening and rising unemployment, the market remains well positioned. Key stabilizing forces include strong job and population growth, record tourism and airport activity, continued diversification in technology, healthcare, and finance, and consistent December demand tied to homestead exemption deadlines. Overall, these dynamics reinforce Orlando's status as a strategically resilient market.

Information provided for this market by **Joe Doher** at **Berkshire Hathaway HomeServices Results Realty**.

Cell Phone: 407-203-0007 | Email: Broker@JoeDoher.com



MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	1,022	↓	1,165
NEW LISTINGS	292	↓	368
AVERAGE LIST PRICE	\$378,379	↓	\$386,579
MONTHS SUPPLY	3.5	↓	3.9
LIST TO SALES PRICE	97.60%	↑	97.40%
MEDIAN SALES PRICE	\$334,500	↓	\$334,950
SALES CLOSED	238	↓	299
AVERAGE DAYS ON MARKET	70	↓	71

Additional Market Data: Our market has continued to slow. Active inventory is up 4.2% and days on market is up 6.1%. Pending inventory is down almost 30%. This is some due to lack of buyers and the holiday season but some due to higher prices of listings as the list prices have not adjusted to the market yet. Some good signs, cash sales continue to rise, and prices are still climbing. In our area, this is mostly due to a significant amount of new construction selling above our market average list price. Active REO inventory is still about 1.4% of our inventory and sold REOs are even less. Most listings have to be reduced once or even twice to sell.



MONTHLY MARKET TRENDS TAMPA BAY, FLORIDA

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	19,532	↑	17,892
NEW LISTINGS	5,779	↑	3,964
AVERAGE LIST PRICE	\$440,000	↑	\$435,524
MONTHS SUPPLY	2.7	↓	6
LIST TO SALES PRICE	97.90%	↑	94.70%
MEDIAN SALES PRICE	\$435,000	↑	\$415,000
SALES CLOSED	3,233	↓	4,233
AVERAGE DAYS ON MARKET	50	↑	47

Additional Market Data: In December 2025, the Tampa Bay housing market showed signs of stability and balance, with steady buyer demand and modestly firm pricing. Median home prices hovered around the mid-\$400,000 range in Tampa proper, while homes continued to sell relatively quickly, averaging just under a month on the market. Inventory remained limited at roughly 2.5 months of supply, which supported sellers' pricing power, though buyers had slightly more leverage than earlier in the year. Most homes sold close to their asking prices, indicating realistic pricing and healthy market activity. Overall, the market closed out 2025 neither overheated nor weak, but characterized by steady conditions, restrained supply, and gradual normalization compared to prior peak years.



MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

USREO
PARTNERS

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	8,651	↓	8,906
NEW LISTINGS	5,417	↓	5,952
AVERAGE LIST PRICE	\$430,000	↔	\$430,000
MONTHS SUPPLY	5.6	↑	4.2
LIST TO SALES PRICE	97.9%	↔	97.9%
MEDIAN SALES PRICE	\$350,000	↓	\$562,050
SALES CLOSED	3,425	↑	3,368
AVERAGE DAYS ON MARKET	57	↑	47

Additional Market Data: Market activity reflects a balanced to slightly buyer-leaning environment. Inventory remains elevated with 8,651 active listings and a 5.6-month supply, giving buyers more choices and negotiating leverage than earlier periods. New listings (5,417) continue to enter the market at a steady pace, helping keep supply levels stable. Pricing remains relatively resilient, with an average list price of \$430,000 and a median sales price of \$350,000, though sellers are making modest concessions as evidenced by a 97.9% list-to-sales price ratio. Closed sales totaled 3,425, indicating consistent demand, but not at a pace sufficient to significantly reduce inventory. Average days on market at 57 suggests homes are taking longer to sell, particularly those that are overpriced or need updates. Well-priced, move-in-ready properties continue to attract interest, while sellers must remain competitive on price and condition to achieve timely sales.

Information provided for this market by **Nikki Crowder** at **Solutions First Realty**.

Cell Phone: 678-508-3878 | Email: nikki@solutionsfirstrealty.com



MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

**USREO
PARTNERS**

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	11,387	↓	14,016
NEW LISTINGS	4,866	↓	7,790
AVERAGE LIST PRICE	\$514,488	↓	\$519,840
MONTHS SUPPLY	1.98	↓	2.23
LIST TO SALES PRICE	99.01%	↓	99.16%
MEDIAN SALES PRICE	\$359,000	↓	\$360,000
SALES CLOSED	5,753	↓	6,016
AVERAGE DAYS ON MARKET	29	↑	27

Additional Market Data: Chicago's housing market closed out 2025 with tight inventory and seller-leaning conditions, even as activity slowed seasonally. Active listings fell to 11,387 homes and months of supply dipped below two, keeping competition in place despite fewer transactions. Homes sold at a median price of \$359,000, up year over year, with buyers paying close to asking price at an average 99.01% of list. While sales volume eased and average days on market extended to 29 days, demand remained steady, particularly for well-priced, move-in-ready properties. Pricing continued to hold firm, with both median and average sales prices finishing December above last year's levels. The market's slower pace reflects typical winter conditions rather than a shift in fundamentals, as limited supply continues to support values. The REO segment remained small and selective, with just 171 properties available. Median REO pricing held above prior-year levels, even as monthly averages softened, offering targeted opportunities for value-focused buyers. Overall, Chicago ended the year with stable pricing, limited inventory, and a market environment that remains balanced but competitive heading into 2026.

Information provided for this market by **Patti Furman** at **Coldwell Banker Realty**.

Cell Phone: 312-545-6375 | Email: patti@pattifurman.com



MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

USREO
PARTNERS

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,715	↓	4,335
NEW LISTINGS	1,497	↓	2,050
AVERAGE LIST PRICE	\$607,318	↓	\$638,187
MONTHS SUPPLY	2	↔	2
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$440,000	↔	\$440,000
SALES CLOSED	2,117	↑	1,860
AVERAGE DAYS ON MARKET	40	↑	36

Additional Market Data: Since December 2025, the broader Central Maryland market has shown steady but nuanced activity. In Anne Arundel County, pricing has stabilized with modest annual gains and homes selling close to list price, though days on market have ticked slightly higher as inventory expands versus last year. Across Queen Anne’s County, median sale prices have remained essentially flat year-over-year, sale-to-list ratios are in the high-90s, and marketing times are longer compared to last year — signaling a more balanced environment. Howard County continues to see steady demand and price growth, especially in Columbia and Ellicott City, driven by strong schools and commuter appeal. Harford County inventory is more abundant, offering buyers more selection without major price declines. Baltimore and Carroll Counties reflect typical suburban demand with competitive pricing for well-positioned homes; buyers are selective, and properties properly priced relative to condition move more quickly. Across the region, price metrics generally remain near asking, multiple offers are more selective, and buyer focus on condition and value remains paramount. Inventory has increased modestly, giving buyers more choice, while sellers of updated, competitively priced homes continue to see strong interest.

Information provided for this market by **Melanie Gamble** at **212 Degrees Realty**.
Cell Phone: 301-343-8538 | Email: melanie.gamble@212degreesrealtyllc.com



MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,188	↓	4,773
NEW LISTINGS	1,501	↓	1,923
AVERAGE LIST PRICE	\$601,864	↓	\$643,722
MONTHS SUPPLY	2.7	↑	2.6
LIST TO SALES PRICE	100%	↑	99.80%
MEDIAN SALES PRICE	\$508,495	↑	\$495,000
SALES CLOSED	1,706	↑	1,512
AVERAGE DAYS ON MARKET	51	↑	47

Additional Market Data: From December 2025 through now, the housing market across Calvert, Charles, Montgomery, and Prince George's Counties has remained balanced to moderately competitive, with buyer decision-making increasingly tied to pricing, condition, and overall value. In Calvert County, home values have shown solid year-over-year gains with buyers still willing to pay near ask when homes are properly priced, and sale-to-list ratios hovering at or near 100%. Charles County has also trended toward a balanced market, with median sale-to-list ratios around 100% and median days on market moderate, signaling steady demand without excessive pressure. In Montgomery County, prices have held firm with modest changes year-over-year; well-priced homes continue to see strong interest and often sell close to asking, while inventory levels have given buyers more options, slowing negotiation urgency slightly. Prince George's County reflects a similar dynamic — sellers achieving close to asking prices on average and days on market extending compared to last year — underscoring the importance of competitive pricing and presentation. Overall, while classic bidding-war conditions have eased from previous peaks, properly priced and conditioned homes continue to generate interest, and buyers are active where value aligns with long-term plans.

Information provided for this market by **Melanie Gamble** at **212 Degrees Realty**.

Cell Phone: 301-343-8538 | Email: melanie.gamble@212degreesrealtyllc.com



MONTHLY MARKET TRENDS MINNEAPOLIS, MINNESOTA

USREO
PARTNERS

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	*Prior Month
ACTIVE LISTINGS	24,297	↓	27,511
NEW LISTINGS	1,389	↓	3,529
AVERAGE LIST PRICE	\$494,136	↑	\$474,415
MONTHS SUPPLY	2.5	↓	3
LIST TO SALES PRICE	99%	↓	99.33%
MEDIAN SALES PRICE	\$375,000	↓	\$385,800
SALES CLOSED	545	↓	3,099
AVERAGE DAYS ON MARKET	43	↑	36

Additional Market Data: In December 2025, the Minneapolis housing market was characterized by tight inventory and stable prices, with buyers gaining slightly more leverage due to modest price adjustments and gradually falling mortgage rates. The market remained largely a seller's market, though the momentum was more positive for buyers heading into 2026. Buyers had slightly more negotiating power and time to consider options compared to previous years. Being pre-approved and prepared to move quickly on well-priced homes was still crucial.

Information provided for this market by **Scott Rodman** at **Realty Executives Top Results**.

Cell Phone: 612-229-7268 | Email: scott@rodmanhomes.com



MONTHLY MARKET TRENDS DETROIT, MICHIGAN

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	*Prior Month
ACTIVE LISTINGS	8,088		
NEW LISTINGS	1,807		
AVERAGE LIST PRICE	\$262,000		
MONTHS SUPPLY	1.7		
LIST TO SALES PRICE	98.1%		
MEDIAN SALES PRICE	\$260,000		
SALES CLOSED	3,229		
AVERAGE DAYS ON MARKET	40		

Additional Market Data: In December 2025 the Metro Detroit housing market remained competitive but showing signs of moderation compared with earlier in the year. Median sales prices in the broader MLS area (Wayne, Macomb, Oakland) were around \$260,000, up about 10% year-over-year, with average days on market increasing slightly to about 40 days and sellers receiving roughly 98.1% of list price — indicating modest buyer negotiation leverage. Inventory rose modestly, and homes took a bit longer to sell compared to prior months. Months' supply remained low, reflecting limited available homes for sale, though it ticked up slightly. Local city data (Detroit) shows longer market times (60+ days) and lower median prices, illustrating affordability variation within the metro. Overall the market was still a seller's market but slowing, with price growth and days on market trending toward a more balanced pace.

**Prior month's data unavailable.*

Information provided for this market by **Sam Hantosh** at **RE/MAX Team 2000**.
Cell Phone: 313-283-2228 | Email: sam.hantosh@gmail.com



MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6,272	↑	5,363
NEW LISTINGS	1,199	↓	1,728
AVERAGE LIST PRICE	\$374,500	↓	\$379,085
MONTHS SUPPLY	2.78	↑	2.64
LIST TO SALES PRICE	100.79%	↑	99.5%
MEDIAN SALES PRICE	\$296,500	↓	\$305,000
SALES CLOSED	2,250	↑	2,031
AVERAGE DAYS ON MARKET	48	↓	63

Additional Market Data: There is a wide variety of values across the market area being reported. The two most populated counties have almost a \$100k difference in median home prices. Active inventory, in general, remains somewhat balanced. Demand is very selective, with some areas being very competitive and fast-paced requiring quick and firm decisions. The full overall region is generally balanced with relatively stable pricing. Months of supply took a slight uptick but not uncommon during this time of year. We are now past the holidays and it is typical that new listings will start increasing as the wait until "spring" plan is put into motion. With what seems to be more stable interest rates, it appears more buyer's will be headed back into the market also.



MONTHLY MARKET TRENDS NEWARK, NEW JERSEY



DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,792	↑	3,469
NEW LISTINGS	1,680	↓	1,988
AVERAGE LIST PRICE	\$611,667	↓	\$634,000
MONTHS SUPPLY	2.8	↓	2.85
LIST TO SALES PRICE	101%	↑	99.60%
MEDIAN SALES PRICE	\$588,000	↑	\$565,000
SALES CLOSED	2,100	↑	1,475
AVERAGE DAYS ON MARKET	37	↔	37

Additional Market Data: December 2025 closed out the year with a market that remains seller-leaning despite normal seasonal slowing. Inventory rose modestly across most counties, but months supply averaging just under 3 months continues to limit buyer options. This imbalance supported firm pricing, with homes selling at or slightly above list price on average, even as buyer activity tapered during the holidays. Demand remained strongest in Somerset, Essex, and Hunterdon, where tight supply and desirable housing stock kept competition elevated and days on market low. Essex and Union continued to benefit from proximity to employment centers and transit, sustaining steady sales volume. Morris County showed balanced conditions, with pricing stable and buyers becoming more selective. Sussex County experienced longer marketing times and slightly softer pricing dynamics, reflecting its more rural nature and affordability-driven buyer pool. Overall, the data suggests that pent-up demand and limited inventory, rather than aggressive buyer urgency, are driving current market conditions. As we move into early 2026, improving mortgage rate stability and seasonal listing growth will be key factors influencing whether the market shifts closer to balance or maintains its seller-favored posture.

Information provided for this market by **Nick Verdi** at **Keller Williams City Views**.
Cell Phone: 973-769-1009 | Email: nick@nickverdi.com



MONTHLY MARKET TRENDS CATSKILLS REGION, NEW YORK

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	482	↓	596
NEW LISTINGS	71	↓	88
AVERAGE LIST PRICE	\$399,000	↓	\$409,500
MONTHS SUPPLY	6.53	↓	8.24
LIST TO SALES PRICE	95.40%	↓	96.67%
MEDIAN SALES PRICE	\$355,000	↑	\$315,000
SALES CLOSED	92	↑	67
AVERAGE DAYS ON MARKET	74	↑	60

Additional Market Data: December underscored Sullivan County's continued divergence from the core Hudson Valley markets, with conditions remaining firmly buyer-selective as the year closed. Inventory levels stayed elevated, months of supply remained materially higher than down-valley counties, and marketing times lengthened, reflecting both seasonal slowdown and a discretionary, second-home-oriented buyer pool. While contract activity continued, absorption was noticeably slower, and pricing sensitivity increased as winter set in.

Well-positioned properties—those priced realistically and in good condition—continued to attract attention, but aspirational pricing and deferred maintenance were less tolerated at year-end. Overall, December reinforced Sullivan County's role as a distinctly different market cycle within the broader region: one where buyers retain leverage, negotiation is common, and sellers must lead with pricing discipline as the market transitions into the new year.

Information provided for this market by **Lee A. Raphael** at **River Realty Services**.

Cell Phone: 914-474-8146 | Email: LRaphael@riverrealty.com



MONTHLY MARKET TRENDS HUDSON VALLEY REGION, NEW YORK

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,558	↑	3,535
NEW LISTINGS	777	↓	1,111
AVERAGE LIST PRICE	\$720,000	↑	\$719,546
MONTHS SUPPLY	2.7	↓	4.26
LIST TO SALES PRICE	101%	↑	100.17%
MEDIAN SALES PRICE	\$705,000	↑	\$609,643
SALES CLOSED	1,431	↑	1,188
AVERAGE DAYS ON MARKET	42	↓	52

Additional Market Data: December closed the year with the Hudson Valley housing market showing clear signs of seasonal cooling, but without a breakdown in underlying demand. Inventory levels rose modestly across most counties, pushing months of supply higher in the mid- and up-valley markets, while the core commuter counties remained notably tight. Westchester and Putnam continued to operate in strong seller-favored conditions, with limited inventory, quick absorption, and sale prices frequently meeting or exceeding list.

Orange, Ulster, Dutchess, and Columbia reflected a more balanced winter profile, characterized by increased days on market and a wider spread between well-priced, move-in-ready homes and properties requiring pricing discipline. Pending listings remained healthy across the region, signaling that buyer interest did not disappear at year-end, but became more selective. Overall, December reinforced a bifurcated Hudson Valley market: structurally undersupplied near the Metro-North corridor, and seasonally normalized in the outer counties, with pricing stability holding as the market transitions into the new year.

Information provided for this market by **Lee A. Raphael** at **River Realty Services**.

Cell Phone: 914-474-8146 | Email: LRaphael@riverrealty.com



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,827	↓	2,179
NEW LISTINGS	541	↓	720
AVERAGE LIST PRICE	\$967,028	↓	\$1,025,489
MONTHS SUPPLY	2.2	↓	2.6
LIST TO SALES PRICE	100.4%	↑	99.8%
MEDIAN SALES PRICE	\$810,000	↓	\$815,000
SALES CLOSED	829	↑	727
AVERAGE DAYS ON MARKET	48	↑	46

Additional Market Data: The holiday season was the main contributing factor for a slower market over the past 30 days. While this is normal and customary, we are seeing different movement within the market. For example, both Co-Op and Condo sales have slowed down dramatically. Sales and activity are much further a part than we've seen since the real estate market recovered from Covid moratorium. We are also seeing secondary home purchases move very slowly. We believe this pattern to continue and widen as we move into 2026. The first-time home buyer market is still experiencing steady activity, with less multiple offer activity than we've seen in several years. We believe this will also continue on this pattern. Rates dropping has made favorable headlines but has not created a frenzy within the marketplace. While we're moving in the right direction with rates dropping, the political climate is creating apprehension throughout Metro New York market, while in Long Island immigration reform has changed the buying pattern in many markets and has created less demand. There has been a steady increase in default; many 3rd party buyers are sitting with inventory and not liquidating how they anticipated. This has curved their appetite sending more properties back to foreclosing entities.

Information provided for this market by **Todd Yovino** at **Island Advantage Realty**.

Cell Phone: 516-819-7800 | Email: todd@iarny.com



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,561	↓	3,028
NEW LISTINGS	706	↓	981
AVERAGE LIST PRICE	\$825,959	↑	\$789,064
MONTHS SUPPLY	2.3	↓	2.7
LIST TO SALES PRICE	100.9%	↔	100.9%
MEDIAN SALES PRICE	\$680,000	↓	\$685,000
SALES CLOSED*	1,205	↓	1,019
AVERAGE DAYS ON MARKET	53	↓	54

Additional Market Data: The holiday season was the main contributing factor for a slower market over the past 30 days. While this is normal and customary, we are seeing different movement within the market. For example, both Co-Op and Condo sales have slowed down dramatically. Sales and activity are much further a part than we've seen since the real estate market recovered from Covid moratorium. We are also seeing secondary home purchases move very slowly. We believe this pattern to continue and widen as we move into 2026. The first-time home buyer market is still experiencing steady activity, with less multiple offer activity than we've seen in several years. We believe this will also continue on this pattern. Rates dropping has made favorable headlines but has not created a frenzy within the marketplace. While we're moving in the right direction with rates dropping, the political climate is creating apprehension throughout Metro New York market, while in Long Island immigration reform has changed the buying pattern in many markets and has created less demand. There has been a steady increase in default; many 3rd party buyers are sitting with inventory and not liquidating how they anticipated. This has curved their appetite sending more properties back to foreclosing entities.

Information provided for this market by **Todd Yovino** at **Island Advantage Realty**.

Cell Phone: 516-819-7800 | Email: todd@iarny.com



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS



DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,186	↓	3,418
NEW LISTINGS*	657	↓	724
AVERAGE LIST PRICE	\$694,459	↑	\$647,760
MONTHS SUPPLY	5.4	↓	5.8
LIST TO SALES PRICE	97.6%	↓	98.2%
MEDIAN SALES PRICE	\$663,150	↑	\$650,000
SALES CLOSED*	577	↑	445
AVERAGE DAYS ON MARKET	70	↓	77

Additional Market Data: The holiday season was the main contributing factor for a slower market over the past 30 days. While this is normal and customary, we are seeing different movement within the market. For example, both Co-Op and Condo sales have slowed down dramatically. Sales and activity are much further a part than we've seen since the real estate market recovered from Covid moratorium. We are also seeing secondary home purchases move very slowly. We believe this pattern to continue and widen as we move into 2026. The first-time home buyer market is still experiencing steady activity, with less multiple offer activity than we've seen in several years. We believe this will also continue on this pattern. Rates dropping has made favorable headlines but has not created a frenzy within the marketplace. While we're moving in the right direction with rates dropping, the political climate is creating apprehension throughout Metro New York market, while in Long Island immigration reform has changed the buying pattern in many markets and has created less demand. There has been a steady increase in default; many 3rd party buyers are sitting with inventory and not liquidating how they anticipated. This has curved their appetite sending more properties back to foreclosing entities.

Information provided for this market by **Todd Yovino** at **Island Advantage Realty**.

Cell Phone: 516-819-7800 | Email: todd@iarny.com



MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	11,054	↓	11,134
NEW LISTINGS	1,079	↑	792
AVERAGE LIST PRICE	\$550,000	↓	\$555,000
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$469,900	↓	\$474,000
SALES CLOSED	393	↓	542
AVERAGE DAYS ON MARKET	49	↑	47

Additional Market Data: Las Vegas is seeing a notable increase in homes for sale, one of the fastest in the country. Inventory has climbed roughly 30–40% year-over-year in many reports, with active listings rising, homes lingering longer, and more properties selling below list price. Months-of-supply figures have increased into the 4-month range, closer to a balanced market than a tight sellers' market. Buyers have more choices than a couple of years ago, and sellers may find they need to price and market strategically. With inventory rising and price growth slowing, elements of a balanced or softening market are emerging, though conditions vary by price range and neighborhood. For buyers there is more inventory and a better chance to negotiate on price or concessions. For sellers they no longer get multiple offers over list price and pricing realistically and marketing well is critical. Higher mortgage rates continue to temper demand and activity.



MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA



DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	7,922	↓	8,071
NEW LISTINGS	2,434	↓	3,472
AVERAGE LIST PRICE	\$307,850	↓	\$408,790
MONTHS SUPPLY	2.24	↓	2.3
LIST TO SALES PRICE	107%	↑	106%
MEDIAN SALES PRICE	\$427,000	↓	\$431,000
SALES CLOSED	2,626	↓	2,948
AVERAGE DAYS ON MARKET	37	↑	31

Additional Market Data: The Philadelphia area housing market has slowed. The total number of sales is lower and months in inventory is increasing. The number of new pending sales was also lower, trailing last year by 2.3%. Slower sales activity across the region comes even as mortgage rates fell to their lowest levels in more than a year. Sellers are also cautious in the Philadelphia metro area. New listing activity was down by 6.2% compared to last year. Both buyers and sellers appear to be holding back, waiting for lower rates and more certainty in the year ahead. Inventory continues to climb as homes stay on the market longer. There were 7,922 active listings across the Philadelphia region, up 7.8% compared to a year ago.



MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

**USREO
PARTNERS**

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,367	↓	1,916
NEW LISTINGS	727	↓	1,228
AVERAGE LIST PRICE	\$356,088	↓	\$405,791
MONTHS SUPPLY	1.27	↓	2.01
LIST TO SALES PRICE	99.4%	↑	97.8%
MEDIAN SALES PRICE	\$290,000	↓	\$327,854
SALES CLOSED	1,922	↑	1,690
AVERAGE DAYS ON MARKET	30	↑	27

Additional Market Data: Sales continued to climb in December, with inventory not being replenished at previous rates. For the first time in over two years, the average days on market have increased to 30. Even with a slight softening in price, the super low absorption rate clearly validates a continued strong sellers' market. Some of the softening can be attributed to typical seasonal slowdown during the Holidays. REO properties are selling for an average discount of 34.68% off market value and taking an additional 33 days to go under agreement. This data covers York, Harrisburg, Lancaster, and Reading, Pennsylvania cities.



MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	882	↑	614
NEW LISTINGS	427	↓	442
AVERAGE LIST PRICE	\$339,858	↓	\$499,899
MONTHS SUPPLY	2.4	↓	1.88
LIST TO SALES PRICE	99.34%	↓	103.90%
MEDIAN SALES PRICE	\$293,000	↓	\$412,139
SALES CLOSED	675	↑	496
AVERAGE DAYS ON MARKET	32	↑	26

Additional Market Data: The month of December was the first sign of a weakening market. It is yet to be determined whether this is a trend or a traditional slowdown around the holidays. More homes were listed than sold, increasing the absorption rate and average days on market. This allowed buyers to have a little negotiating power for the first time in a long time. Prices have experienced a slight downturn, but it is still considered a seller's market. REO sales are minimal with no impact on the market. This data covers the metropolitan areas of Allentown-Bethlehem-Easton.



MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

**USREO
PARTNERS**

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	57,216	↓	62,444
NEW LISTINGS	13,275	↓	15,591
AVERAGE LIST PRICE	\$378,972	↓	\$402,332
MONTHS SUPPLY	5	↓	6
LIST TO SALES PRICE	99.6%	↓	100%
MEDIAN SALES PRICE	\$322,348	↑	\$306,900
SALES CLOSED	12,012	↑	10,230
AVERAGE DAYS ON MARKET	90	↑	65

Additional Market Data: In December 2025 the DFW housing market showed signs of cooling and rebalancing after the intense seller-favorable condition of prior years. Overall home values declined as did homes available for sale inventory. However, the number of sales in December increased slightly over November by 17%. While long-term equity gains remain strong for many homeowners, short-term value softening reflects this shift toward a more balanced market. Additional indicators pointed to slower new home sales and rising days on market in the region, especially for new construction — consistent with broader state trends. This might be good news for institutional sellers that have been competing with new construction sales over the past year. Also of note is the uptick of days on market, up 25 days from last month, which is partially attributed to seasonal changes in real estate.

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

Cell Phone: 214-914-9272 | Email: sharon@sharonbartlett.com



MONTHLY MARKET TRENDS HOUSTON, TEXAS

**USREO
PARTNERS**

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	65,692	↓	66,236
NEW LISTINGS	20,560	↓	22,864
AVERAGE LIST PRICE	\$334,183	↓	\$354,833
MONTHS SUPPLY	4.8	↓	5.1
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$245,000	↑	\$215,000
SALES CLOSED	12,078	↑	11,023
AVERAGE DAYS ON MARKET	89	↑	80

Additional Market Data: The Houston metropolitan area and surrounding counties showed renewed momentum this past month as the Federal Reserve implemented its third interest rate cut of the year, lowering rates by an additional quarter point. This continued easing is helping restore buyer confidence and affordability, bringing more buyers back to the table across the region. As a result, months of supply declined by 0.3, signaling a modest tightening of inventory, while closed sales increased by 1,055 transactions month over month, a clear indication of stronger demand translating into completed deals. Although new listings declined slightly, overall market activity remained relatively high, reflecting balanced conditions rather than a slowdown. Sellers continue to price more strategically, and buyers are responding positively to improved borrowing conditions, keeping Houston's real estate market active and resilient despite typical seasonal fluctuations.

Information provided for this market by **Derek Montes** at **Luxely Real Estate**.

Cell Phone: (832) 434-4509 | Email: derekmontesrealestate@gmail.com



MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON

USREO
PARTNERS

DECEMBER 2025

Categories	Dec 2025	Increase/Decrease	Prior Month
ACTIVE LISTINGS	6,978	↑	5,631
NEW LISTINGS	1,215	↓	1,352
AVERAGE LIST PRICE	\$1,184,213	↑	\$1,052,086
MONTHS SUPPLY	3.09	↑	2.23
LIST TO SALES PRICE	98.14%	↓	98.35%
MEDIAN SALES PRICE	\$740,000	↓	\$742,975
SALES CLOSED	2,512	↑	2,491
AVERAGE DAYS ON MARKET	57	↑	48

Additional Market Data: I would characterize the current Puget Sound market as quietly tightening despite headlines about rising inventory. Yes, inventory is gradually increasing, but the pace remains measured and uneven by price point and location. At the same time, buyer activity has clearly accelerated. Showings are up materially, open houses are busier, and well-priced, well-presented homes are still seeing strong early interest. This tells us demand never left—it was simply rate-constrained and waiting for clarity. Today's buyers are more decisive. They are watching rates, monitoring competition, and moving quickly when a property aligns with value. The result is a market that feels more competitive than raw inventory numbers suggest. In short, this is not a soft market—it is a selective market. Sellers who price correctly and execute strategically are being rewarded, while buyers who are prepared and well-advised are finding opportunities before conditions tighten further.

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

Cell Phone: 206-229-5515 | Email: ed.laine@exprealty.com



MONTHLY MARKET TRENDS WASHINGTON, DC

USREO
PARTNERS

DECEMBER 2025

Categories	Dec 2025	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,336	↓	2,748
NEW LISTINGS	470	↓	691
AVERAGE LIST PRICE	\$790,001	↓	\$825,324
MONTHS SUPPLY	5.4	↔	5.4
LIST TO SALES PRICE	99%	↑	98.30%
MEDIAN SALES PRICE	\$720,000	↑	\$710,000
SALES CLOSED	465	↑	424
AVERAGE DAYS ON MARKET	70	↑	69

Additional Market Data: From December 2025 through present, the Washington, DC housing market has shown steady buyer activity with selective demand driven by pricing and property condition. Well-priced, move-in-ready homes continue to attract multiple offers and shorter days on market, while properties requiring updates or priced above recent comparables are experiencing longer marketing times and increased price adjustments. Inventory remains relatively constrained in many submarkets, particularly for affordable and mid-priced housing, supporting price stability despite higher interest rate sensitivity. Buyers are increasingly focused on total monthly payment and are negotiating more aggressively for seller credits or concessions, especially on homes with deferred maintenance. New construction and renovated inventory are performing better than older, unrenovated housing stock. Overall, the market reflects a balanced to slightly seller-leaning environment for competitively priced properties, while overpriced listings face stronger competition and longer absorption. Market participants are cautious but motivated, and transactions are occurring when pricing aligns closely with recent closed sales and current buyer affordability.

Information provided for this market by **Melanie Gamble** at **212 Degrees Realty**.
Cell Phone: 301-343-8538 | Email: melanie.gamble@212degreesrealtyllc.com

**USREO
PARTNERS**

2026

MEMBERSHIP DIRECTORY



*Igniting
Partnerships*

usreop.com

Welcome New Members



Tammy Randles
Specialized Real Estate Services
New Orleans, LA
Cell: (504) 237-4404
reo@sresinc.com
Lic #: brok.00072329



Julia Feng
Evernest Realty
Las Vegas, NV
Cell: (702) 588-1080
julia.evernestrealty@gmail.com
Lic #: 0144606



Ramiro Gonzalez
Prestige Realty
Phoenix, AZ
Cell: (480) 593-8438
Rogsellsaz@gmail.com
Lic #: BR568659000



Shelly Bryant
SBR Realty LLC
Ewing, NJ
Cell: (609) 685-4569
sbryant@sbrrealtypros.com
Lic #: 0447024

Arizona

BROKER MEMBERS



Jennifer Rascon

EXIT Realty Yuma
Yuma, AZ

Cell: (928) 271-9700

Jennifersellsyuma@gmail.com

Lic #: BR626741000



Jeff Russell

Russell Realty Group
La Palma, CA

Cell: (949) 200-7055

rrg@russellrealtygrp.com

Lic #: 01275750

California



Alifonso Mendoza

American Realty
Atwater, CA

Cell: (209) 676-1819

mercedcountyrealtor@gmail.com

Lic #: 01760709



Carole Sturim

Coldwell Banker
Laguna Niguel, CA

Cell: (949) 701-1200

repro@cox.net

Lic #: 01084597



Angelica Suarez

RE/MAX Estate Properties
Carson, CA

Cell: (310) 261-7700

angelica@angelicasuarez.com

Lic #: 01078617



Rick Wilson

Vylla Home Inc.
Martinez, CA

Cell: (925) 305-1642

rick.wilson@vylla.com

Lic #: 01461634



Marvin Remmich

RAM Properties
Danville, CA

Cell: (925) 200-0799

Marvin@MarvinRemmich.com

Lic #: 00530491



Monica Hill

USREOP Western Regional Representative
MVP Real Estate & Investments

Menifee, CA

Cell: (951) 834-8687

MVP4REALESTATE@gmail.com

Lic #: 01201175



Manuel Chavez, Jr.

M.C. Real Estate Corp
Fresno, CA

Cell: (559) 630-5637

Manuel@mcrealestatecorp.com

Lic #: 01525575



Mike Novak-Smith

RE/MAX One
Moreno Valley, CA

Cell: (951)-236-7256

mikenovaksmith@cs.com

Lic #: 01032149



Dorothy Macias
Golden Feather Real Estate
Pico Rivera, CA
Cell: (562) 418-4062
dorothy.excellencere@gmail.com
Lic #: 02044858



Joe Gummerson
Joe Gummerson, Broker
San Diego, CA
Cell: (619) 347-7027
joegummerson@gmail.com
Lic #: 01007506



Julio Saldana
Realty Plus
Placentia, CA
Cell: (714) 343-1436
ocmultiplelistings@gmail.com
Lic #: 01736716



Anh Pham
SkyGroup Realty Inc.
San Francisco, CA
Cell: (650) 380-6364
anh@skygrouprealtyinc.com
Lic #: 01432176



Patricia Rocha
Crown Royal Real Estate Inc
Rancho Cucamonga, CA
Cell: (909) 731-6559
patricia.rocha@crownroyalrealestate.com
Lic #: 01280072



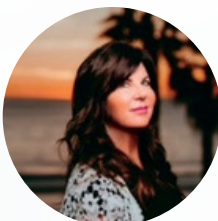
Philip Boroda
Coldwell Banker
Residential Brokerage
Sherman Oaks, CA
Cell: (310) 968-3844
philip.boroda1@gmail.com
Lic #: 00822192



Serina Lowden
USREOP Western Regional Representative
All City Homes
Sacramento, CA
Cell: (209) 304-5841
serina@serinalowden.com
Lic #: 01365745



Troy Capell
USREOP Board of Directors, President
Quantum Realtors / eXp Realty
Newbury Park, CA
Cell: (818) 571-7390
troy@usreop.com
Lic #: 01189253



Jennifer Blake
LuXre Realty
San Clemente, CA
Cell: (949) 463-0626
jblake4re@aol.com
Lic #: 00974839



Paul Boudier
Keller Williams Realty
Roseville, CA
Cell: (916) 919-5775
paulboudier@knowledge.com
Lic #: 01179722

California (cont)

BROKER MEMBERS



Shawn Luong
Spectrum Realty Solutions
West Covina, CA
Cell: (626) 643-7090
reoagent@shawnluong.com
Lic #: 00857818



Danny Lewis
Lewis Real Estate Group
Coral Springs, FL
Cell: (954) 629-7905
danny@lregi.com
Lic #: BK3039511



Fred Regius
Regius Realtors
Westminster, CA
Cell: (714) 469-7140
fred@regiusrealtors.com
Lic #: 00785889



Brett Matthews
I Deal Real Estate, Inc
Davie, FL
Cell: (954) 605-3325
brettmatthewspa@gmail.com
Lic #: BK0494633

Colorado



Robert Passafiume
REAL Broker
Thornton, CO
Cell: (303) 809-7694
robert@thewaypointway.com
Lic #: 100079407



Raul Gonzalez
NuFront International Realty
Doral, FL
Cell: (305) 785-3030
raul@nufrontrealty.com
Lic #: BK3387917

Connecticut



Nick Mastrangelo
Coldwell Banker Realty
Orange, CT
Cell: (203) 641-2100
nick.mastrangelo@cbmoves.com
Lic #: REB 0756394



Scott Kiefer
Kiefer Realty
Dunnellon, FL
Cell: (352) 812-3645
KieferRealty@gmail.com
Lic #: BK3020554

Florida



Tad Yeatter
Schooner Bay Realty, Inc.
Cape Coral, FL
Cell: (239) 297-1583
tad@sbrealtyinc.com
Lic #: BK161087



Denise Mahoney
Keller Williams
Realty Professionals
Fort Lauderdale, FL
Cell: (954) 529-5355
Denise@TopFloridaHouses.com
Lic #: SL3087033



Steven Modica
USREOP Board of Directors, Vice President
Real Estate Home Sales
Fort Lauderdale, FL
Cell: (954) 270-7770
steve@realestatehomesales.com
Lic #: BK431169



Eddie Blanco
USREOP Southeast Regional Representative
Stratwell
Miami, FL
Cell: (305) 684-8733
eddie@stratwellrealestate.com
Lic #: BK658938



Ryan Courson
Core Realty LLC
Jacksonville, FL
Cell: (904) 762-5264
ryan@corerealtyusa.com
Lic #: BK3193680



Evelsi Conqueth
Assurance Florida
Realty Miramar, FL
Cell: (954) 543-3810
evelsi@evelsiconqueth.com
Lic #: BK3099671



Myesha Davis
Bird Dog Real Estate Group
Jacksonville, FL
Cell: (904) 747-3767
m.michelle@birddogrealestategroup.com
Lic #: BK3454505



Adriana Montes
Florida Dreams Realty Group
Ocoee, FL
Cell: (321) 689-6258
Adriana@FloridaDreamsRealty.com
Lic #: BK3096165



William Ramos
Integrity Key Realty LLC
Jacksonville, FL
Cell: (904) 477-0767
william@integritykeyrealty.com
Lic #: BK3069116



Joseph Doher
Berkshire Hathaway HomeServices
Results Realty
Orlando, FL
Cell: (407) 325-8163
Broker@JoeDoher.com
Lic #: BK594726



Jessica Graham
ERA Grizzard Real Estate
Leesburg, FL
Cell: (352) 504-7772
jessicagraham@eragrizzard.com
Lic #: BK671827



Robin Metz
Sharon J Kelly Realty Inc
Port Saint Lucie, FL
Cell: (772) 370-2788
RealtorRobinMetz@aol.com
Lic #: SL3153740

Florida (cont)

BROKER MEMBERS



Peter Chicouris
Equity Realty of Pinellas
St. Petersburg, FL
Cell: (727) 410-706
pgc@equityrealtyinc.com
Lic #: BK586338



John Sherwood
Worthmoore Realty
Marietta, GA
Cell: (404) 718-0056
jsherwood@worthmoorerealty.com
Lic #: 313226



Rafael Dagnesses
EXP Realty
Siesta Key, FL
Cell: (310) 658-8226
rafael@Qrealtors.com
Lic #: BK3465950



Nikki Crowder
Solutions First Realty
Snellville, GA
Cell: (678) 508-3878
nikki@solutionsfirstrealty.com
Lic #: 246766

Illinois



Tom & Danielle Galvin
USREOP Southeast Regional Representative
1st Choice Real Estate
Tallahassee, FL
Cell: (850) 933-7221
1stchoice.danielle@gmail.com
Lic #: BK595090



Gaspar Flores
Su Familia Real Estate Inc
Chicago, IL
Cell: (312) 656-6301
gflores.sfr@gmail.com
Lic #: 471-004257

Georgia



April Lloyd
EXP Realty
Atlanta, GA
Cell: (404) 414-1629
april30317@gmail.com
Lic #: 293785



Kirby Pearson
Pearson Realty Group
Chicago, IL
Cell: (312) 805-0005
kirby@pearsonrealtygroup.com
Lic #: 471002409



Jacqueline Gouldbourne
Gould Global Real Estate Co.
Lawrenceville, GA
Cell: (770) 778-6562
jacqueline@thegouldglobal.com
Lic #: 300667



Tammy Engel
ReMax Classic
Genoa, IL
Cell: (815) 482-3726
Tammy@eshometeam.com
Lic #: 481.011128

Illinois

BROKER MEMBERS



Patti Furman
Coldwell Banker
Glenview, IL
Cell: (312) 545-6375
patti@pattifurman.com
Lic #: 475.144230



Anthony Dozier
Home Source
Real Estate Solutions
Upper Marlboro, MD
Cell: (301) 440-7226
realtordozier@gmail.com
Lic #: 514284

Kentucky



George & Julie Green
Green Team Real Estate Services
Louisville, KY
Cell: (502) 439-7596
George@GreenTeamRES.com
Lic #: 209408



Melanie Gamble
USREOP Northeast Regional Representative
212 Degrees Realty, LLC
Upper Marlboro, MD
Cell: (301) 343-8538
melanie.gamble@212degreesrealtyllc.com
Lic #: 530399

Louisiana

Michigan



Justin Potier
Vylla Home
Metairie, LA
Cell: (504) 249-8825
justin.potier@vylla.com
Lic #: SALE.995713851-ACT8



Michael Balsitis
Bellabay Realty LLC
Caledonia, MI
Cell: (616) 813-5522
mike@bellabayrealty.com
Lic #: 6502346774

Maryland



Antione Johnson
Powerhouse Realty, LLC
Baltimore, MD
Cell: (301) 512-8088
mdbporeo@gmail.com
Lic #: 639992



Sam Hantosh
REMAX Team 2000
Canton, MI
Cell: (313) 283-2228
sam.hantosh@gmail.com
Lic #: 6501348723



Ed Kowalski
EXP Realty, LLC
Fulton, MD
Cell: (443) 619-2238
Edwardjkowalski2@gmail.com
Lic #: 533030



Sherri Saad
Remax Leading Edge
Detroit, MI
Cell: (313) 598-5322
sherri.saad@comcast.net
Lic #: 6502392274

Michigan (cont)

BROKER MEMBERS



Albert Hakim
City Real Estate Group
Harper Woods, MI
Cell: (313) 800-7653
albert@alwaysold.com
Lic #: 6502415090



Michelle Syberg
Mid America Property Partners
St. Peters, MO
Cell: (314) 503-6093
msyberg@mappreo.com
Lic #: 1999056881

Nevada



Anthony Raffin
Re/Max First
St. Clair Shores, MI
Cell: (586) 634-4761
tony@raffinteam.com
Lic #: 6506044707



Brandy White Elk
Innovative Real Estate
Strategies
Las Vegas, NV
Cell: (702) 858-4211
brandy@iresvegas.com
Lic #: B.009698

Minnesota



Scott Rodman
Realty Executives Top Results
Blaine, MN
Cell: (612) 229-7268
scott@rodmanhomes.com
Lic #: 20433691



Cynthia Glickman
Windermere Excellence
Las Vegas, NV
Cell: (702) 325-2201
cglickman@windermere.com
Lic #: B.0007614

Mississippi



Pam Butler
P.A.M. Realty LLC
Oxford, MS
Cell: (404) 454-6767
pamrealtyoxford@gmail.com
Lic #: 23971



Sharonn Thomas Pope
Vanguard Realty Group Inc.
Cherry Hill, NJ
Cell: (215) 669-4470
sharonn.thomas@comcast.net
Lic #: 0453467

New Jersey

Missouri



Cathy Davis
Mid America Property Partners
St. Peters, MO
Cell: (314) 413-5279
cdavis@mappreo.com
Lic #: 1999108852



Felicia Hankerson
Samsel & Associates
Clark, NJ
Cell: (973) 868-8076
centraljerseyreagent@gmail.com
Lic #: 9480623

New Jersey (cont)

BROKER MEMBERS



Bill Flagg
ERA Queen City Realty
Scotch Plains, NJ
Cell: (908) 377-7700
Bill@billflagg.com
Lic #: 8240797



Todd Yovino
USREOP Northeast Regional Representative
Island Advantage Realty
Hauppauge, NY
Cell: (516) 819-7800
todd@iarny.com
Lic #: 49Y00956714



Nicholas Verdi
Keller Williams City Views
Secaucus, NJ
Cell: (973) 769-1009
Nick@nickverdi.com
Lic #: 9700045NJ



Lee A. Raphael
River Realty Services, Inc
New Windsor, NY
Cell: (914) 474-8146
lraphael@riverrealty.com
Lic #: 10311204404

New York



Damien Coleman
DAC Properties Corp
Bellport, NY
Cell: (516) 528-1531
dacproperties@aol.com
Lic #: 31C01038953



Nas (Abdool) Rahaman
ERA Top Service Realty Inc
Queens Village, NY
Cell: (917) 687-0252
nasrahaman@msn.com
Lic #: 10301205296

Pennsylvania



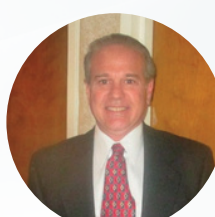
Deborah Bacchus
My Dream Home Realty, Inc.
Freeport, NY
Cell: (347) 386-5868
deborah@mydhrny.com
Lic #: 10311205651



Mark Rebert
Berkshire Hathaway
HomeServices Homesale Realty
Lancaster, PA
Cell: (717) 742-0778
mark@lancohomesale.com
Lic #: RS317618



Tom Marco
Tom Marco Real Estate
Brooklyn, NY
Cell: (917) 282-9737
tommarco@optonline.net
Lic #: 31MA1016405



Mitchell Cohen
Premier Real Estate, Inc.
Philadelphia, PA
Cell: (215) 837-3990
Mitchellc@premierreo.net
Lic #: RM061436A

Pennsylvania (cont)



Libby Sosinski
Keller Williams Realty
Pittsburgh, PA
Cell: (412) 722-8344
LIBBerated@aol.com
Lic #: RS281248

Texas

BROKER MEMBERS



Pamela Bookout
Coldwell Banker Realty
Fort Worth, TX
Cell: (817) 821-1912
pam.bookout@cbufw.com
Lic #: 0329057

Rhode Island



Gregory Coupe
Long Realty Inc.
Chepachet, RI
Cell: (401) 447-7048
greg@longrealtyinc.com
Lic #: REC.0005239



Derek Montes
Luxely Real Estate
Houston, TX
Cell: (832) 434-4509
derekmontesrealestate@gmail.com
Lic #: 752899



Leann D'Ettore
Homistic Real Estate, Inc.
Cranston, RI
Cell: (401) 641-2014
Reo_Properties@yahoo.com
Lic #: REB.0018324



Monica Vaca
PRG REALTORS
Houston, TX
Cell: (281) 831-4935
monica@thregroup.com
Lic #: 401729

Tennessee



Amanda Bell
At Home Realty
Ashland City, TN
Cell: (615) 406-9988
amandabell@realtracs.com
Lic #: 00260174



Ray King
Infinity Realty Group of Texas
Mesquite, TX
Cell: (214) 418-6845
IRG.RayKing@gmail.com
Lic #: 0443318



Juan Brooks
Process Realty Services, LLC
Memphis, TN
Cell: (901) 864-4145
jbrooks30@comcast.net
Lic #: 272549



Michael Seeto
Seeto Realty
Plano, TX
Cell: (214) 228-2281
dfwnewhomes@gmail.com
Lic #: 0496025

Utah



Scott Larsen
USREOP Board of Directors, Treasurer
Revolution Realty & Management
Ogden, UT
Cell: (801) 698-2788
scott@utahreo.net
Lic #: 5484225-PB00

Washington

BROKER MEMBERS



Maggie Franco
LPT Realty
Kent, WA
Cell: (206) 261-2838
maggie@hellickson.com
Lic #: 24132

Virginia



Phil Chernitzer
REO Real Estate
Annandale, VA
Cell: (703) 244-2733
realhome@rcn.com
Lic #: 0225069101



Austin Hellickson
LPT Realty
Puyallup, WA
Cell: (206) 940-0942
austin@hellickson.com
Lic #: 24023617



Kelly Liedtke
Real Broker LLC
Newport News, VA
Cell: (757) 969-8936
kelly@crushrealestateteam.com
Lic #: 0225237676



Ed Laine
USREOP Lead Regional Representative
eXp Realty, LLC
Seattle, WA
Cell: (206) 229-5515
ed.laine@exprealty.com
Lic #: 17495



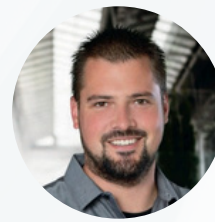
Joy Liggan
Virginia Capital Realty
Richmond, VA
Cell: (804) 393-6968
vacapreo@viriniacapitalrealty.com
Lic #: 0225225289



James Clifford
Washington Realty Group
Sumner, WA
Cell: (253) 732-9400
jimclifford@wrgpra.com
Lic #: 16818



Kevin Pall
Brooke Madison & Associates
Suffolk, VA
Cell: (757) 344-73385
kevinpall22@gmail.com
Lic #: 0225205551



Jaryd Ruffner
eXp Realty
Tacoma, WA
Cell: (253) 686-6356
jarydruffner@gmail.com
Lic #: 99568



Miguel Ortiz
Universal Properties RE LLC
Hatillo, Puerto Rico
Cell: (787) 244-1999
miguel@universalpropertiespr.com
Lic #: E-129



Windy Malaga
Piramide Real Estate Brokers
San Juan, Puerto Rico
Cell: (787) 672-1662
windy@piramide.com
Lic #: C-5939



Rita Seda-Rivera
RSR Realty
Toa Alta, Puerto Rico
Cell: (787) 396-2675
ritaseda@ritaseda.com
Lic #: C-3881

LAW FIRM MEMBERS



Earl Wallace

USREOP Board of Directors, Corp. Secretary
Wallace, Richardson,
Sontag & Le, LLC
Irvine, CA
Cell: (949) 690-1933
ewallace@wallacelaw.com
State Bar #: 174247



Robert Evangelista

Certified Management &
Maintenance Corp
Brooklyn, NY
Cell: (347) 538-3862
robert@certifiedmgt.com
Lic #: 0997928



Tyler Gold

Tyler A. Gold, P.A.
Aventura, FL
Cell: (954) 684-8675
tyler@tylergold.com
State Bar #: 963992



Erica Stuart

C & O Services
Edgewater, MD
Cell: (301) 674-9877
Estuart@caoservices.com
Lic #: 103761-01

GENERAL CONTRACTOR MEMBERS



Robert Sambursky

Stein, Wiener & Roth, LLP
Westbury, NY
Cell: (516) 659-1492
rsambursky@hhstein.com
State Bar #: 3929106



Wally Knipp

Knipp Contracting, LLC
Phoenix, AZ
Cell: (623) 561-0803
wknipp@knippcontracting.com
Lic #: ROC253053

TITLE MEMBERS



Carlos Garcia

WFG National Title Company
Glendale, CA
Cell: (562) 897-2117
carlosgarcia@wfgtitle.com
Lic #: 0645958



Tammy Martin

Birdsey Construction Management
Atlanta, GA
Cell: (404) 961-3500
tmartin@birdseygroup.com
Lic #: RBC0007159

EXECUTIVE DIRECTOR OF OPERATIONS



Sharon Bartlett

US REO Partners
McKinney, TX
Cell: (469) 919-8164
Sharon.Bartlett@usreop.com



Scan for Digital Member Directory



CONNECT WITH US

PARTNERSHIP. It's at the center of everything we do.



CORPORATE OFFICE

4980 North Pine Island Rd.
Sunrise, FL 33351



TOLL FREE

1-855-4-US-REOP



INQUIRIES

General

- info@usreop.com

Membership Services

- membership@usreop.com

FOLLOW US ONLINE



[www.linkedin.com/company/
us-reo-partners](http://www.linkedin.com/company/us-reo-partners)



www.facebook.com/usreopartners



www.instagram.com/usreopartners/



www.youtube.com/@usreopartners5005



www.usreop.com