

USREO PARTNERS

Market Trends *Report*



January 2026
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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 | 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

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PARTNERS

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-------------|-------------------|-------------|
| ACTIVE LISTINGS | 3,294 | ↓ | 5,231 |
| NEW LISTINGS | 1,427 | ↑ | 784 |
| PENDING LISTINGS | 1,890 | n/a | n/a |
| AVERAGE LIST PRICE | \$1,200,000 | ↔ | \$1,200,000 |
| REO LISTINGS | 1 | n/a | n/a |
| MONTHS SUPPLY | 2.6 | ↓ | 3 |
| LIST TO SALES PRICE | 99% | ↑ | 98% |
| MEDIAN SALES PRICE | \$1,225,000 | ↑ | \$1,175,000 |
| SALES CLOSED | 1,196 | ↓ | 1,210 |
| AVERAGE DAYS ON MARKET | 75 | ↑ | 62 |

Additional Market Data: Inventory in January remains very low in many areas of Orange County. There are a total of six active homes in default, 10 under contract or pending sale, and six that have closed escrow in the last 30 days. Many homes priced below \$1M are receiving multiple offers and selling above the asking price. Overall, sales remain strong, but inventory is limited. We need more properties to sell, as many of us have buyers but not enough homes available in the areas they want.

The unemployment rate for January 2026 has not yet been released. However, in December 2025 it was 3.95%, down from 4.2% in November 2025.

Information provided for this market by **Jennifer Blake** at **LuXre Realty**.
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MONTHLY MARKET TRENDS LOS ANGELES, CALIFORNIA

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|-------------------------------|-------------|-------------------|-------------|
| ACTIVE LISTINGS | 49,654 | ↑ | 48,382 |
| NEW LISTINGS | 6,287 | ↑ | 2,952 |
| PENDING LISTINGS | 1,385 | ↑ | 1,115 |
| AVERAGE LIST PRICE | \$1,962,539 | ↑ | \$1,521,083 |
| ACTIVE REO LISTINGS | 16 | ↓ | 17 |
| MONTHS SUPPLY | 19 | ↑ | 13 |
| LIST TO SALES PRICE | 65% | ↓ | 83% |
| MEDIAN SALES PRICE | \$873,500 | ↓ | \$882,300 |
| SALES CLOSED | 2,590 | ↓ | 3,768 |
| AVERAGE DAYS ON MARKET | 57 | ↑ | 51 |

Additional Market Data: January reflected a slower start to the year for the Los Angeles County housing market, marked by increased inventory, softer pricing efficiency, and longer marketing times as buyers and sellers recalibrated after the holidays. Active listings rose to 49,654, driven by a notable influx of new inventory: 6,287 listings entered the market. Inventory conditions loosened considerably, with months of supply increasing to 19, signaling reduced buyer urgency and heightened pricing sensitivity. Homes continued to take longer to sell, with average days on market rising to 57, reflecting more cautious buyer behavior and longer decision timelines. Sales activity slowed. Closed sales totaled 2,590, while pending sales reached 1,385, indicating ongoing buyer engagement but a slower conversion to closed transactions. Seller pricing power weakened, with the sale-to-list price ratio declining to 65 percent, suggesting increased concessions and price adjustments to attract buyers. Pricing softened modestly. The median sales price decreased to \$873,500, while the average list price increased to \$1,962,539, reflecting a greater concentration of higher-priced inventory entering the market despite reduced absorption. Distressed inventory remained minimal, with 16 REO listings, continuing to represent a very small share of overall market activity. Overall, January opened the year with elevated supply, slower sales velocity, and increased pricing pressure, setting a cautious tone as the market adjusts to higher inventory levels and evolving buyer demand.

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

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MONTHLY

MARKET TRENDS

RIVERSIDE/SAN BERNARDINO, CALIFORNIA



JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 16,055 | ↓ | 17,109 |
| NEW LISTINGS | 585 | ↓ | 602 |
| PENDING LISTINGS | 5,331 | n/a | n/a |
| AVERAGE LIST PRICE | \$668,897 | ↑ | \$665,085 |
| ACTIVE REO LISTINGS | 159 | n/a | n/a |
| MONTHS SUPPLY | 5 | ↔ | 5 |
| LIST TO SALES PRICE | 96% | ↔ | 96% |
| MEDIAN SALES PRICE | \$578,695 | ↑ | \$580,239 |
| SALES CLOSED | 3,738 | ↓ | 3,900 |
| AVERAGE DAYS ON MARKET | 65 | ↑ | 63 |

Additional Market Data: In January 2026, Riverside and San Bernardino counties saw a measurable pullback in overall housing activity. New listings, pending sales, and closed transactions all declined month-over-month, reflecting a slower start to the year and continued buyer caution. Average days on market increased slightly from 63 to 65 days, signaling extended marketing times and a more deliberate pace of absorption. Despite reduced volume, home prices remain relatively stable, with no significant downward pressure evident at this time. The data points to a market transitioning into balance rather than contraction. Buyers may experience increased negotiating leverage, while sellers should align pricing strategies with current demand trends. Overall, the region appears to be settling into a stabilized environment as it moves through the first quarter of 2026.



MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 3,090 | ↑ | 2,930 |
| NEW LISTINGS | 1,070 | ↑ | 695 |
| PENDING LISTINGS | 1,002 | n/a | n/a |
| AVERAGE LIST PRICE | \$650,000 | ↑ | \$644,000 |
| ACTIVE REO LISTINGS | 38 | n/a | n/a |
| MONTHS SUPPLY | 3 | ↑ | 2.5 |
| LIST TO SALES PRICE | 99% | ↔ | 99% |
| MEDIAN SALES PRICE | \$600,000 | ↑ | \$560,000 |
| SALES CLOSED | 1,145 | ↓ | 1,601 |
| AVERAGE DAYS ON MARKET | 37.5 | ↓ | 52.5 |

Additional Market Data: The Sacramento-region housing market, including Sacramento, Placer, El Dorado, and Yolo counties, is showing signs of stabilization with conditions trending toward balance. Median home prices generally range from the low-\$500,000s in Sacramento County to the mid-\$600,000s in surrounding counties, while overall months of supply remains near 3–4 months, indicating moderate inventory levels. Homes are averaging approximately 35–40 days on market and are typically selling close to list price, reflecting steady buyer demand for well-priced properties. Elevated interest rates, affordability constraints, and property condition continue to influence buyer activity and pricing sensitivity. Updated or move-in-ready homes remain competitive, while properties requiring repairs experience longer marketing times and greater price adjustments. Overall, the market reflects cautious but active participation from both buyers and sellers.

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MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-------------|-------------------|-------------|
| ACTIVE LISTINGS | 4,230 | ↑ | 4,026 |
| NEW LISTINGS | 1,459 | ↑ | 846 |
| PENDING LISTINGS | 1,411 | ↑ | 1,076 |
| AVERAGE LIST PRICE | \$1,411,819 | ↑ | \$1,235,000 |
| ACTIVE REO LISTINGS | 13 | ↓ | 16 |
| MONTHS SUPPLY | 4 | ↔ | 4 |
| LIST TO SALES PRICE | 97% | ↑ | 96% |
| MEDIAN SALES PRICE | \$1,083,500 | ↑ | \$1,050,000 |
| SALES CLOSED | 870 | ↓ | 1,195 |
| AVERAGE DAYS ON MARKET | 39 | ↑ | 35 |

Additional Market Data: The San Diego market is beginning to see the "re-entry" phase, as Buyers and Sellers come back from the holidays. While December saw active listings drop to 4,026, January brought a seasonal rebound with active inventory climbing to 4,230. Although the median sales price ticked up to \$1,083,500 from December's \$1,050,000, the market remains highly sensitive. The 97% list-to-sale ratio and an average DOM of 39 days indicate that well-priced homes still move, but the "pricing standoff" persists for anything less than turn-key. A significant data point is the 31% jump in pending sales, rising from 1,076 in December to 1,411 in January, suggesting that buyers are re-engaging as rates stabilize near the 6% threshold. However, with supply holding at 4 months, the market has not yet reached a full state of equilibrium. Distressed inventory remains an outlier; REO listings actually dropped from 16 to 13 units, despite a subtle increase in early-stage default filings in South County. For Asset Managers, the strategy for Q1 2026 should remain disciplined. Current Buyer demand is selective, and capturing it requires aggressive price reviews to avoid becoming stale as spring inventory begins to build.



MONTHLY MARKET TRENDS SAN FRANCISCO, CALIFORNIA

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-------------|-------------------|-------------|
| ACTIVE LISTINGS | 5,647 | ↑ | 4,547 |
| NEW LISTINGS | 2,296 | ↑ | 1,318 |
| PENDING LISTINGS | 1,193 | n/a | n/a |
| AVERAGE LIST PRICE | \$1,336,692 | ↓ | \$1,485,964 |
| ACTIVE REO LISTINGS | 57 | n/a | n/a |
| MONTHS SUPPLY | 4.18 | ↑ | 2.04 |
| LIST TO SALES PRICE | 105.37% | ↑ | 105.33% |
| MEDIAN SALES PRICE | \$975,000 | ↓ | \$1,188,000 |
| SALES CLOSED | 1,349 | ↓ | 2,223 |
| AVERAGE DAYS ON MARKET | 53 | ↓ | 77 |

Additional Market Data: In January, the Bay Area real estate market showed typical winter seasonality with low inventory and selective but steady demand. San Francisco County remained seller-leaning, with constrained inventory supporting prices. Well-priced homes, especially in desirable neighborhoods, continued to attract strong interest, though activity is more measured than peak years. Alameda County saw more balanced conditions. Some areas experienced slight price softening and longer days on market, giving buyers modest negotiating power compared to prior years. Contra Costa County remained active, particularly in suburban markets, but trends varied widely by city and price point. Entry-level homes moved faster than higher-priced properties. Marin County continued to reflect its affluent profile, with strong pricing in prime areas but increased selectivity in the luxury segment. Some high-end listings saw longer market times. San Mateo County maintained high and relatively stable pricing, supported by strong demand and limited supply, though overall sales volume was seasonally slower. Across all five counties, tight inventory remains the dominant theme, keeping prices supported despite higher mortgage rates and a more cautious buyer environment.

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

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-------------|-------------------|-------------|
| ACTIVE LISTINGS | 15,446 | ↓ | 16,397 |
| NEW LISTINGS | 3,449 | ↓ | 3,956 |
| PENDING LISTINGS | 2,666 | n/a | n/a |
| AVERAGE LIST PRICE | \$1,802,762 | ↓ | \$2,219,755 |
| ACTIVE REO LISTINGS | 350 | n/a | n/a |
| MONTHS SUPPLY | 5.1 | ↓ | 5.5 |
| LIST TO SALES PRICE | 94.40% | ↑ | 94.20% |
| MEDIAN SALES PRICE | 638,250 | ↑ | \$625,000 |
| SALES CLOSED | 3,180 | ↑ | 2,673 |
| AVERAGE DAYS ON MARKET | 47 | ↔ | 47 |

Additional Market Data: The Miami MSA single-family market kicked off 2026 on solid footing. Active listings dropped to 15,446, and months of supply tightened to 5.1, showing a bit more balance compared to December. New listings slowed to 3,449, which is typical for this time of year, but closed sales bounced back to 3,180 as buyers returned after the holidays. New pendings reached 2,666, with 3,835 homes currently under contract, pointing to steady forward activity. The median sales price rose to \$638,250, reflecting continued demand for well-priced homes in desirable areas. Sellers are still getting about 94.4% of their asking price, and days on market held at 47, showing buyers remain selective but engaged. The average list price settled at \$1.8 million after December's spike driven by luxury inventory. REO listings remain limited at 350, keeping overall market conditions stable. Overall, the market feels steady and balanced as we move into the new year.

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MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/ Decrease | Prior Month |
|------------------------|-----------|-----------------------|-------------|
| ACTIVE LISTINGS | 29,424 | ↓ | 31,070 |
| NEW LISTINGS | 4,285 | ↓ | 5,012 |
| PENDING LISTINGS | 3,772 | n/a | n/a |
| AVERAGE LIST PRICE | \$774,127 | ↓ | \$824,575 |
| ACTIVE REO LISTINGS | 543 | n/a | n/a |
| MONTHS SUPPLY | 11 | ↓ | 11.7 |
| LIST TO SALES PRICE | 92.10% | ↓ | 92.20% |
| MEDIAN SALES PRICE | \$327,750 | ↑ | \$320,000 |
| SALES CLOSED | 2,852 | ↑ | 2,287 |
| AVERAGE DAYS ON MARKET | 70 | ↔ | 70 |

Additional Market Data: The Miami MSA condo and townhome market is still a buyer's market, but January showed a better start than December. Active listings dropped to 29,424, and months of supply eased to 11, a small but meaningful improvement. New listings slowed to 4,285, while pending sales reached 3,772 and closed sales jumped to 2,852, showing that buyers came back after the typical year-end pause.

The median sales price rose to \$327,750, and sellers received 92.1% of list price. Well-priced properties are selling, and overpriced units are sitting. Average days on market held at 70, reinforcing that buyers are selective and negotiating.

There is still a clear bifurcation in the market. Newer, well-managed buildings with strong reserves are moving and attracting financing. Older buildings dealing with deferred maintenance, insurance pressures, or reserve issues continue to struggle. SB 4-D compliance and higher insurance costs remain a drag on those properties. Overall, the market feels more stable, but performance depends heavily on building quality and financial health.



MONTHLY MARKET TRENDS ORLANDO, FLORIDA

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 22,720 | ↑ | 14,561 |
| NEW LISTINGS | 7,059 | ↑ | 2,955 |
| PENDING LISTINGS | 2,154 | n/a | n/a |
| AVERAGE LIST PRICE | \$400,167 | ↓ | \$516,947 |
| ACTIVE REO LISTINGS | 85 | n/a | n/a |
| MONTHS SUPPLY | 6 | ↑ | 4.75 |
| LIST TO SALES PRICE | 95.7% | ↑ | 95% |
| MEDIAN SALES PRICE | \$299,000 | ↓ | \$396,158 |
| SALES CLOSED | 3,798 | ↑ | 3,068 |
| AVERAGE DAYS ON MARKET | 82 | ↓ | 87 |

Additional Market Data: Orlando enters 2026 with a stabilizing housing market characterized by rising inventory, more selective buyers, and increased emphasis on accurate pricing. Supply has reached roughly six months, and nearly 4 percent of listings were withdrawn last month, reflecting shifting market discipline. Despite price softening through 2025, values are supported by steady population growth and strong economic fundamentals, including 1.53 million nonfarm jobs, a 4.8 percent unemployment rate, and a tourism sector anchored by more than 291,000 leisure and hospitality positions. Overall, the region begins the year with healthier inventory levels and a cautiously optimistic outlook as market conditions normalize.



MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 984 | ↓ | 1,022 |
| NEW LISTINGS | 254 | ↓ | 292 |
| PENDING LISTINGS | 237 | n/a | n/a |
| AVERAGE LIST PRICE | \$388,821 | ↑ | \$378,379 |
| ACTIVE REO LISTINGS | 13 | n/a | n/a |
| MONTHS SUPPLY | 3.3 | ↓ | 3.5 |
| LIST TO SALES PRICE | 97% | ↓ | 97.60% |
| MEDIAN SALES PRICE | \$345,000 | ↑ | \$334,500 |
| SALES CLOSED | 305 | ↑ | 238 |
| AVERAGE DAYS ON MARKET | 76 | ↑ | 70 |

Additional Market Data: Active inventory is still up 14%, and showings have started to increase, but not substantially. New pending sales are still down, and are down 35%. Days on market continue to climb and is up again 4%. Prices have started to stabilize in certain areas and have started to decline in other areas. Cash sales have started to rise again so that is a good indication there are more investors coming back to the market. Inventory of REOs listed are still low compared to previous amounts. We are still at 1% and under normal circumstances we should be at 5% or more.



MONTHLY MARKET TRENDS TAMPA BAY, FLORIDA

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 33,578 | ↑ | 19,532 |
| NEW LISTINGS | 8,249 | ↑ | 5,779 |
| PENDING LISTINGS | 13,393 | n/a | n/a |
| AVERAGE LIST PRICE | \$460,557 | ↑ | \$440,000 |
| ACTIVE REO LISTINGS | 926 | n/a | n/a |
| MONTHS SUPPLY | 4.9 | ↑ | 2.7 |
| LIST TO SALES PRICE | 97.50% | ↓ | 97.90% |
| MEDIAN SALES PRICE | \$415,258 | ↓ | \$435,000 |
| SALES CLOSED | 3,841 | ↑ | 3,233 |
| AVERAGE DAYS ON MARKET | 65 | ↑ | 50 |

Additional Market Data: While some local data still shows modest gains in specific zip codes or neighborhoods, broader metrics indicate moderation or slight downward pressure on prices compared with the recent peak. Tampa Bay was recently ranked among the top markets where home prices are expected to decline in 2026, and statewide data shows median price forecasts dipping year-over-year. Higher mortgage rates over the past few years have dampened some demand, but lower rates compared to recent peaks have begun to encourage renewed buying activity in early 2026, especially for well-priced, move-in-ready homes and in growth corridors. Sellers are adapting to more realistic pricing expectations, and realtors are describing the market as “normalizing” — benefiting both sides with fewer extreme bidding wars but still active transactions.



MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/ Decrease | Prior Month |
|------------------------|-----------|--------------------|-------------|
| ACTIVE LISTINGS | 7,144 | ↓ | 8,651 |
| NEW LISTINGS | 4,399 | ↓ | 5,417 |
| PENDING LISTINGS | 2,745 | n/a | n/a |
| AVERAGE LIST PRICE | \$357,000 | ↓ | \$430,000 |
| ACTIVE REO LISTINGS | 20 | n/a | n/a |
| MONTHS SUPPLY | 4 | ↓ | 5.6 |
| LIST TO SALES PRICE | 97.5% | ↓ | 97.9% |
| MEDIAN SALES PRICE | \$357,000 | ↑ | \$350,000 |
| SALES CLOSED | 4,155 | ↑ | 3,425 |
| AVERAGE DAYS ON MARKET | 50 | ↓ | 57 |

Additional Market Data: The market reflects moderate buyer caution, likely influenced by interest rate trends, higher inventories, and seasonal year-end slowdowns. Detached homes remain relatively resilient, whereas attached properties show more sensitivity to market pressures.



MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 10,018 | ↓ | 11,387 |
| NEW LISTINGS | 7,707 | ↑ | 4,866 |
| PENDING LISTINGS | 1,621 | n/a | n/a |
| AVERAGE LIST PRICE | \$538,827 | ↑ | \$514,488 |
| ACTIVE REO LISTINGS | 169 | n/a | n/a |
| MONTHS SUPPLY | 2.63 | ↑ | 1.98 |
| LIST TO SALES PRICE | 98.64% | ↓ | 99.01% |
| MEDIAN SALES PRICE | \$350,000 | ↓ | \$359,000 |
| SALES CLOSED | 3,813 | ↓ | 5,753 |
| AVERAGE DAYS ON MARKET | 34 | ↑ | 29 |

Additional Market Data: In January 2026, the retail housing market continued to demonstrate price stability despite a seasonal slowdown in activity. Sale prices remained near recent highs, supported by limited inventory and a relatively low months' supply. While overall sales volume declined and marketing times increased modestly, demand remained resilient, with homes generally selling close to list price. Tight inventory conditions continue to provide underlying price support even as transaction levels soften.

The REO market presented a different dynamic. Distressed properties experienced softer pricing and continued downward pressure on values; however, inventory levels tightened significantly. The limited availability of REO homes has resulted in very low months' supply, indicating strong absorption and sustained investor interest. Despite lower pricing compared to the retail market, competition for available REO assets remains elevated due to the scarcity of distressed inventory.

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MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

**USREO
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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/ Decrease | Prior Month |
|------------------------|-----------|-----------------------|-------------|
| ACTIVE LISTINGS | 3,596 | ↓ | 3,715 |
| NEW LISTINGS | 2,094 | ↑ | 1,497 |
| PENDING LISTINGS | 1,203 | n/a | n/a |
| AVERAGE LIST PRICE | \$597,252 | ↓ | \$607,318 |
| ACTIVE REO LISTINGS | 46 | n/a | n/a |
| MONTHS SUPPLY | 1.7 | ↓ | 2 |
| LIST TO SALES PRICE | 98.7% | ↓ | 100% |
| MEDIAN SALES PRICE | \$425,000 | ↓ | \$440,000 |
| SALES CLOSED | 1,328 | ↓ | 2,117 |
| AVERAGE DAYS ON MARKET | 40 | ↔ | 40 |

Additional Market Data: Across this North/Central Maryland cluster, the market is generally stable but slower paced than the peak years. Days on market are longer, and sales volume is softer, which is consistent with a more rate-sensitive buyer pool and a market that's giving buyers more time to compare options. Statewide, Maryland's median days on market increased to ~60 days and closed sales declined year-over-year in January 2026, while prices still showed modest appreciation overall—pointing to a rebalancing market (not a collapse). Pricing remains segmented: Core, high-demand areas (Howard, Anne Arundel) are holding value better, while more rural/second home influenced segments (Queen Anne's) show more sensitivity and longer market times. Mortgage rates remain materially higher than the 2020–2021 era, keeping payment shock in play and driving buyer caution, longer decision cycles, and more selective demand.

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MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 4,163 | ↓ | 4,188 |
| NEW LISTINGS | 2,106 | ↑ | 1,501 |
| PENDING LISTINGS | 868 | n/a | n/a |
| AVERAGE LIST PRICE | \$596,212 | ↓ | \$601,864 |
| ACTIVE REO LISTINGS | 57 | n/a | n/a |
| MONTHS SUPPLY | 2.4 | ↓ | 2.7 |
| LIST TO SALES PRICE | 99% | ↓ | 100% |
| MEDIAN SALES PRICE | \$477,000 | ↓ | \$508,495 |
| SALES CLOSED | 1,145 | ↓ | 1,706 |
| AVERAGE DAYS ON MARKET | 47 | ↓ | 51 |

Additional Market Data: Price trends are mixed: Some counties show flat to slight moderation in prices, while more affluent segments (like Montgomery) retain relative strength. Sales activity is slower than in peak pandemic years, with more thoughtful buyer behavior and longer market exposure. Inventory levels have risen year-over-year, easing competition marginally and giving buyers more leverage. Longer days on market and moderate sale-to-list ratios reflect a transition toward a more balanced market versus a pure seller's market. Local economic and policy factors (zoning reform, regional job dynamics) are becoming meaningful backdrop drivers.



MONTHLY MARKET TRENDS MINNEAPOLIS, MINNESOTA

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | *Prior Month |
|------------------------|-----------|-------------------|--------------|
| ACTIVE LISTINGS | 22,945 | ↓ | 24,297 |
| NEW LISTINGS | 3,784 | ↑ | 1,389 |
| PENDING LISTINGS | n/a | n/a | n/a |
| AVERAGE LIST PRICE | \$523,980 | ↑ | \$494,136 |
| ACTIVE REO LISTINGS | n/a | n/a | n/a |
| MONTHS SUPPLY | 4 | ↑ | 2.5 |
| LIST TO SALES PRICE | 98.70% | ↓ | 99% |
| MEDIAN SALES PRICE | \$375,000 | ↔ | \$375,000 |
| SALES CLOSED | 1,904 | ↑ | 545 |
| AVERAGE DAYS ON MARKET | 46 | ↑ | 43 |

Additional Market Data: Twin Cities looks stable, balanced, and opportunity-rich. Prices are growing steadily, inventory is more supportive, and demand responds quickly to rates. Builders are back with inventory and incentives. Many projects offer rate buydowns, closing credits, and energy-efficient features that lower total cost of ownership. Months of supply at ~2.7–3.0 keeps a modest edge for sellers, but it's no longer a "48-hour decision" market. Typical Days on Market are running about 24–40 days, depending on price point and condition.



MONTHLY MARKET TRENDS DETROIT, MICHIGAN

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | *Prior Month |
|------------------------|-----------|-------------------|--------------|
| ACTIVE LISTINGS | 7,434 | ↓ | 8,088 |
| NEW LISTINGS | 2,309 | ↑ | 1,807 |
| PENDING LISTINGS | 3,278 | n/a | n/a |
| AVERAGE LIST PRICE | \$267,000 | ↑ | \$262,000 |
| ACTIVE REO LISTINGS | 195 | n/a | n/a |
| MONTHS SUPPLY | 1.7 | ↔ | 1.7 |
| LIST TO SALES PRICE | 98% | ↓ | 98.1% |
| MEDIAN SALES PRICE | \$260,000 | ↔ | \$260,000 |
| SALES CLOSED | 2,323 | ↓ | 3,229 |
| AVERAGE DAYS ON MARKET | 37 | ↑ | 40 |

Additional Market Data: The Metro Detroit housing market in January 2026 remained more balanced than peak years. The combined median sales price was approximately \$265K–\$270K, with sellers receiving about 97.5%–98.5% of list price, signaling modest buyer negotiation. We had 10 days of minimal to no showings due to extreme weather conditions. Overall, demand continued to outpace supply, prices stayed stable to modestly rising, and the market showed early signs of normalization heading into the spring season.



MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 6,400 | ↑ | 6,272 |
| NEW LISTINGS | 1,431 | ↑ | 1,199 |
| PENDING LISTINGS | 1,942 | n/a | n/a |
| AVERAGE LIST PRICE | \$394,491 | ↑ | \$374,500 |
| ACTIVE REO LISTINGS | 115 | n/a | n/a |
| MONTHS SUPPLY | 4.34 | ↑ | 2.78 |
| LIST TO SALES PRICE | 98.78% | ↓ | 100.79% |
| MEDIAN SALES PRICE | \$275,000 | ↓ | \$296,500 |
| SALES CLOSED | 1,472 | ↓ | 2,250 |
| AVERAGE DAYS ON MARKET | 52 | ↑ | 48 |

Additional Market Data: The number of new listings seems to be keeping pace with the number of sales. Although we had one of the most brutal weather events in years this month which brought a relatively experienced winter/snow area to a standstill causing much activity to come to a complete stall. Closed sales took a sharp decline thus increasing month's supply in general. That is expected to even out again with increasing temps moving forward which should come increased activity. Multiple offers remain common and buyer's needing contingencies on the sale of their present home seems to be increasing suggesting the scales still seem to be in the seller's favor.



MONTHLY MARKET TRENDS NEWARK, NEW JERSEY



JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 4,659 | ↑ | 3,792 |
| NEW LISTINGS | 1,275 | ↓ | 1,680 |
| PENDING LISTINGS | 1,275 | n/a | n/a |
| AVERAGE LIST PRICE | \$574,500 | ↓ | \$611,667 |
| ACTIVE REO LISTINGS | 63 | n/a | n/a |
| MONTHS SUPPLY | 3.06 | ↑ | 2.8 |
| LIST TO SALES PRICE | 99.7% | ↓ | 101% |
| MEDIAN SALES PRICE | \$595,000 | ↑ | \$588,000 |
| SALES CLOSED | 1,675 | ↓ | 2,100 |
| AVERAGE DAYS ON MARKET | 43 | ↑ | 37 |

Additional Market Data: January 2026 reflected a typical winter pattern: new listings and closings slowed, while inventory held steady to slightly higher, nudging overall months supply to ~3 months (still seller-leaning, but less overheated than peak spring/summer). Pricing remained remarkably resilient, supported by limited supply in the most in-demand pockets; however, buyers became more selective and DOM increased across the board. Essex and Somerset continued to show the strongest competition and pricing power, while Sussex and parts of Hunterdon saw longer marketing times and slightly more negotiation. Pending activity stayed healthy, signaling demand is still present even with seasonal friction. Heading into February/March, the key drivers to watch are rate stability, the spring listing wave, and whether inventory growth outpaces demand—that’s what will determine if the market moves closer to balance or stays seller-favored.



MONTHLY MARKET TRENDS CATSKILLS REGION, NEW YORK

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/ Decrease | Prior Month |
|------------------------|-----------|-----------------------|-------------|
| ACTIVE LISTINGS | 489 | ↑ | 482 |
| NEW LISTINGS | 83 | ↑ | 71 |
| PENDING LISTINGS | 169 | n/a | n/a |
| AVERAGE LIST PRICE | \$399,000 | ↔ | \$399,000 |
| ACTIVE REO LISTINGS | 6 | n/a | n/a |
| MONTHS SUPPLY | 6.4 | ↓ | 6.53 |
| LIST TO SALES PRICE | 95.10% | ↓ | 95.40% |
| MEDIAN SALES PRICE | \$360,000 | ↑ | \$355,000 |
| SALES CLOSED | 78 | ↓ | 92 |
| AVERAGE DAYS ON MARKET | 76 | ↑ | 74 |

Additional Market Data: Sullivan County continues to operate on a markedly different cycle than the core Hudson Valley. Elevated inventory, longer marketing times, and softer list-to-sale ratios reflect a buyer-selective environment driven by discretionary and second-home demand. While new listings increased in January, absorption lagged, keeping months of supply well above down-valley norms.

REO / bank-owned inventory remains present but contained, with only six properties across all statuses. While not market-moving on its own, distressed inventory in Sullivan tends to be more visible due to lower transaction volume and wider pricing dispersion. As a result, pricing discipline remains critical, particularly for properties requiring renovation or repositioning. January reinforced Sullivan's role as a slower-paced, negotiation-oriented market entering the new year.

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MONTHLY MARKET TRENDS HUDSON VALLEY REGION, NEW YORK

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 3,298 | ↓ | 3,558 |
| NEW LISTINGS | 861 | ↑ | 777 |
| PENDING LISTINGS | 2,017 | n/a | n/a |
| AVERAGE LIST PRICE | \$735,000 | ↑ | \$720,000 |
| ACTIVE REO LISTINGS | 104 | n/a | n/a |
| MONTHS SUPPLY | 2.6 | ↓ | 2.7 |
| LIST TO SALES PRICE | 100.3% | ↓ | 101% |
| MEDIAN SALES PRICE | \$710,000 | ↑ | \$705,000 |
| SALES CLOSED | 937 | ↓ | 1,431 |
| AVERAGE DAYS ON MARKET | 44 | ↑ | 42 |

Additional Market Data: January data confirms that the Hudson Valley remains structurally tight despite a seasonal increase in new listings. Inventory pressure is most pronounced in the lower counties, where months of supply remain well below balanced-market thresholds and sale-to-list ratios continue to exceed 100% in Westchester, Rockland, and Putnam. Even as marketing times lengthen modestly up-valley, pricing stability remains intact across the region.

Importantly, REO / bank-owned inventory remains de minimis relative to overall market size. With just over 100 REO properties across seven counties—and concentrations primarily in Orange and Westchester—distressed supply is not exerting downward pressure on pricing. The absence of meaningful REO volume in Dutchess, Putnam, and Columbia further reinforces that current market dynamics are being driven by conventional sellers and buyers, not forced liquidation. Overall, January reflects a market resetting seasonally but still underpinned by limited supply and resilient demand.

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MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU



JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 1,872 | ↑ | 1,827 |
| NEW LISTINGS | 854 | ↑ | 541 |
| PENDING LISTINGS | 597 | n/a | n/a |
| AVERAGE LIST PRICE | \$959,368 | ↓ | \$967,028 |
| ACTIVE REO LISTINGS | 41 | n/a | n/a |
| MONTHS SUPPLY | 2.2 | ↔ | 2.2 |
| LIST TO SALES PRICE | 99.4% | ↓ | 100.4% |
| MEDIAN SALES PRICE | \$815,000 | ↑ | \$810,000 |
| SALES CLOSED | 732 | ↓ | 829 |
| AVERAGE DAYS ON MARKET | 56 | ↑ | 48 |

Additional Market Data: The Long Island and Metro New York marketplace has been under severe weather conditions for over three consecutive weeks with below freezing temperatures. Weather has also reduced buyer activity and showings as a result of extreme cold and excessive snow conditions, which have been atypical for our marketplace over the past years. We are expecting the upcoming spring market to be very aggressive because of pent up demand. The values remain unchanged, first time home buyers actively seeking housing, second time home buyers very quiet unless aggressively priced. Condos & Co-Ops slowing by the day.



MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK

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JANUARY 2026

| CATEGORIES | Jan 2025 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 2,538 | ↑ | 2,561 |
| NEW LISTINGS | 1,044 | ↑ | 706 |
| PENDING LISTINGS | 753 | n/a | n/a |
| AVERAGE LIST PRICE | \$839,914 | ↑ | \$825,959 |
| ACTIVE REO LISTINGS | 62 | n/a | n/a |
| MONTHS SUPPLY | 2.3 | ↔ | 2.3 |
| LIST TO SALES PRICE | 100.6% | ↓ | 100.9% |
| MEDIAN SALES PRICE | \$675,000 | ↓ | \$680,000 |
| SALES CLOSED | 921 | ↓ | 1,205 |
| AVERAGE DAYS ON MARKET | 55 | ↑ | 53 |

Additional Market Data: The Long Island and Metro New York marketplace has been under severe weather conditions for over three consecutive weeks with below freezing temperatures. Weather has also reduced buyer activity and showings as a result of extreme cold and excessive snow conditions, which have been atypical for our marketplace over the past years. We are expecting the upcoming spring market to be very aggressive because of pent up demand. The values remain unchanged, first time home buyers actively seeking housing, second time home buyers very quiet unless aggressively priced. Condos & Co-Ops slowing by the day.

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MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS



JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 3,182 | ↓ | 3,186 |
| NEW LISTINGS | 946 | ↑ | 657 |
| PENDING LISTINGS | 484 | n/a | n/a |
| AVERAGE LIST PRICE | \$633,625 | ↓ | \$694,459 |
| ACTIVE REO LISTINGS | 58 | n/a | n/a |
| MONTHS SUPPLY | 5.4 | ↓ | 5.4 |
| LIST TO SALES PRICE | 97.4% | ↓ | 97.6% |
| MEDIAN SALES PRICE | \$685,000 | ↑ | \$663,150 |
| SALES CLOSED | 538 | ↓ | 577 |
| AVERAGE DAYS ON MARKET | 75 | ↑ | 70 |

Additional Market Data: The Long Island and Metro New York marketplace has been under severe weather conditions for over three consecutive weeks with below freezing temperatures. Weather has also reduced buyer activity and showings as a result of extreme cold and excessive snow conditions, which have been atypical for our marketplace over the past years. We are expecting the upcoming spring market to be very aggressive because of pent up demand. The values remain unchanged, first time home buyers actively seeking housing, second time home buyers very quiet unless aggressively priced. Condos & Co-Ops slowing by the day.



MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 10,656 | ↓ | 11,054 |
| NEW LISTINGS | 1,090 | ↑ | 1,079 |
| PENDING LISTINGS | 822 | n/a | n/a |
| AVERAGE LIST PRICE | \$559,000 | ↓ | \$550,000 |
| ACTIVE REO LISTINGS | 66 | n/a | n/a |
| MONTHS SUPPLY | 4 | ↔ | 4 |
| LIST TO SALES PRICE | 96% | ↓ | 96% |
| MEDIAN SALES PRICE | \$465,000 | ↓ | \$469,900 |
| SALES CLOSED | 422 | ↑ | 393 |
| AVERAGE DAYS ON MARKET | 51 | ↑ | 49 |

Additional Market Data: This week, mortgage rates remained fairly steady. The national average for a 30-year fixed-rate mortgage is holding around the mid-6 percent range. While rates are still higher than the historic lows we saw a few years ago, the fact that they are not climbing further has helped bring more consistency into the buyer market. Many buyers have adjusted to today's environment and are continuing to move forward with purchases, especially when homes are priced correctly and presented well. Turning specifically to Nevada, we are seeing a market that is becoming more balanced. In Southern Nevada, the median price of a single-family home has softened slightly compared to late 2025 peaks, and homes are taking longer to sell than they were during the strongest seller-market periods. The average days on market has increased, which means buyers have more choices and are negotiating more carefully. This does not mean demand has disappeared. Buyers are still active, but they are much more value-driven. Pricing strategy, home condition, marketing, and timing matter more now than they have in recent years. Homes that are priced well and show well are still selling, while homes that are overpriced are sitting longer and requiring price adjustments. One additional trend we are watching is that investor activity has cooled compared to the last few years. That is another signal of the market normalizing. With fewer investors competing aggressively, traditional homebuyers have more room in the market, which creates a healthier long-term environment.

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MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 7,799 | ↓ | 7,922 |
| NEW LISTINGS | 3,407 | ↑ | 2,434 |
| PENDING LISTINGS | 1,765 | n/a | n/a |
| AVERAGE LIST PRICE | \$423,470 | ↑ | \$307,850 |
| ACTIVE REO LISTINGS | 145 | n/a | n/a |
| MONTHS SUPPLY | 2 | ↓ | 2.24 |
| LIST TO SALES PRICE | 100% | ↓ | 107% |
| MEDIAN SALES PRICE | \$423,150 | ↓ | \$427,000 |
| SALES CLOSED | 2,340 | ↓ | 2,626 |
| AVERAGE DAYS ON MARKET | 39 | ↑ | 37 |

Additional Market Data: Buyer activity has softened notably in the Philadelphia region, pushing the market further into the limited demand after stronger conditions through much of last year. The pullback suggests more cautious buyers and potentially longer selling times, as demand resets to a quieter start-of-year pace. Entry-level single-family homes have softened compared with both last month and last year, reflecting ongoing affordability pressures in the most accessible detached segment. Mid-range and luxury single-family homes continue to experience irregular activity, likely driven by limited inventory rather than broad-based buyer interest. Entry-level condos maintain some support, while luxury condos have weakened. Townhouses also remain subdued, reflecting cautious buyer behavior across these segments. Overall, the market continues to reflect uneven demand, with buyers approaching decisions deliberately and selectively. New listings, (including REO listings), have increased significantly while the number of closed sales and sales prices continued their decline.

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MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 1,372 | ↑ | 1,367 |
| NEW LISTINGS | 963 | ↑ | 727 |
| PENDING LISTINGS | 1,327 | n/a | n/a |
| AVERAGE LIST PRICE | \$385,764 | ↑ | \$356,088 |
| ACTIVE REO LISTINGS | 24 | n/a | n/a |
| MONTHS SUPPLY | 1.5 | ↑ | 1.27 |
| LIST TO SALES PRICE | 86.8% | ↓ | 99.4% |
| MEDIAN SALES PRICE | \$285,000 | ↓ | \$290,000 |
| SALES CLOSED | 1,264 | ↓ | 1,922 |
| AVERAGE DAYS ON MARKET | 34 | ↑ | 30 |

Additional Market Data: While the number of new homes hitting the market increased month over month, most of the additional inventory was quickly absorbed by buyers. The average days on market continue to edge upward, and the list-to-sale price ratio is gradually declining. These trends suggest the market is beginning to shift, but it remains a strong seller's market with less than two months of available inventory. Homes that are priced correctly and in good condition are still selling quickly, often at or above the asking price. The distressed segment of the market remains stable. REO properties are selling at an average discount of 31.98% below market value and are taking an additional 32 days, on average, to go under agreement. Data reflects the markets in York, Harrisburg, Lancaster, and Reading, Pennsylvania.



MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA



JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 437 | ↓ | 882 |
| NEW LISTINGS | 359 | ↓ | 427 |
| PENDING LISTINGS | 494 | n/a | n/a |
| AVERAGE LIST PRICE | \$524,820 | ↑ | \$339,858 |
| ACTIVE REO LISTINGS | 2 | n/a | n/a |
| MONTHS SUPPLY | 1.68 | ↓ | 2.4 |
| LIST TO SALES PRICE | 99.79% | ↑ | 99.34% |
| MEDIAN SALES PRICE | \$350,000 | ↑ | \$293,000 |
| SALES CLOSED | 367 | ↓ | 675 |
| AVERAGE DAYS ON MARKET | 33 | ↑ | 32 |

Additional Market Data: Numbers are down across the board for listings, pending, and sales. This resulted in even less inventory and driven up the sales prices. The days on market are statistically unchanged. The average list price has jumped as higher priced properties are not selling as quickly as moderately priced homes. This data covers the metropolitan areas of Allentown-Bethlehem-Easton.



MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 54,556 | ↓ | 57,216 |
| NEW LISTINGS | 18,221 | ↑ | 13,275 |
| PENDING LISTINGS | 141 | n/a | n/a |
| AVERAGE LIST PRICE | \$442,066 | ↑ | \$378,972 |
| ACTIVE REO LISTINGS | 309 | n/a | n/a |
| MONTHS SUPPLY | 6 | ↑ | 5 |
| LIST TO SALES PRICE | 100% | ↑ | 99.6% |
| MEDIAN SALES PRICE | \$295,000 | ↓ | \$322,348 |
| SALES CLOSED | 9,153 | ↓ | 12,012 |
| AVERAGE DAYS ON MARKET | 72 | ↓ | 90 |

Additional Market Data: In the DFW metroplex, home values and sales activity showed signs of a market in transition early in 2026. Average home values in the region were tracking lower on a year-over-year basis, while inventory remained elevated, signaling more choices for buyers and a shift from the seller's market seen in recent years. Local market data also reflects longer selling times and a moderation in price growth, trends consistent with broader regional rebalancing as affordability pressures persist and buyers take more time to transact. This has been amplified by seasonal effects and typical year-end slowdowns, as well as broader national trends of softening sales and increasing inventory. Texas was one of the states with a high number of foreclosure starts, and among large metros, Dallas ranked in the top tier of completed REO foreclosures in January.

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MONTHLY MARKET TRENDS HOUSTON, TEXAS

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 65,276 | ↓ | 65,692 |
| NEW LISTINGS | 27,373 | ↑ | 20,560 |
| PENDING LISTINGS | 6,020 | n/a | n/a |
| AVERAGE LIST PRICE | \$365,672 | ↑ | \$334,183 |
| ACTIVE REO LISTINGS | 397 | n/a | n/a |
| MONTHS SUPPLY | 4.9 | ↑ | 4.8 |
| LIST TO SALES PRICE | 100% | ↔ | 100% |
| MEDIAN SALES PRICE | \$140,000 | ↓ | \$245,000 |
| SALES CLOSED | 9,675 | ↓ | 12,078 |
| AVERAGE DAYS ON MARKET | 90 | ↑ | 89 |

Additional Market Data: Houston's housing market started the new year on steadier footing, with inventory holding relatively stable and a noticeable uptick in new listings compared to the prior month. More homes coming online has created greater choice for buyers and helped balance overall supply, keeping the market near neutral conditions. Pricing remains resilient, with list prices trending upward, while homes continue to sell close to asking price—showing sellers are still well-positioned when priced correctly.

Pending and closed activity reflects consistent demand, and days on market has stayed largely unchanged, signaling a healthy, measured pace rather than a slowdown. Improving affordability tied to easing interest rates is also beginning to boost buyer confidence and bring more activity back into the market. Overall, Houston and surrounding areas are entering the year with stable momentum, balanced negotiations, and renewed opportunity for both buyers and sellers.

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MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 4,858 | ↓ | 6,978 |
| NEW LISTINGS | 1,702 | ↑ | 1,215 |
| PENDING LISTINGS | 1,950 | n/a | n/a |
| AVERAGE LIST PRICE | \$953,856 | ↓ | \$1,184,213 |
| REO LISTINGS | 46 | n/a | n/a |
| MONTHS SUPPLY | 1.29 | ↓ | 3.09 |
| LIST TO SALES PRICE | 98.08% | ↓ | 98.14% |
| MEDIAN SALES PRICE | \$710,000 | ↓ | \$740,000 |
| SALES CLOSED | 1,588 | ↓ | 2,512 |
| AVERAGE DAYS ON MARKET | 69 | ↓ | 57 |

Additional Market Data: Inventory is still relatively low compared to historical norms, but it is rising—and that’s exactly what we expect this time of year as we move out of winter and into the spring ramp-up. This is a normal, healthy seasonal pattern, not a sign of market weakness.

What’s more telling is buyer behavior. Buyer activity has clearly picked up since the first of the year. More showings, more engaged buyers, and in many cases, renewed urgency. We’re already seeing multiple-offer situations on well-priced, well-presented homes. In fact, one Seattle property recently sold for \$300,000 over list price, which doesn’t happen in a soft market. We are under 1.3 mos of inventory currently. Which is LOW.

The takeaway: this is a market in transition, gaining momentum. Sellers who price correctly are being rewarded, and buyers need to be decisive and strategic. The Puget Sound market is showing clear signs of strength heading into the prime season.

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MONTHLY MARKET TRENDS WASHINGTON, DC

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JANUARY 2026

| CATEGORIES | Jan 2026 | Increase/Decrease | Prior Month |
|------------------------|-----------|-------------------|-------------|
| ACTIVE LISTINGS | 2,322 | ↓ | 2,336 |
| NEW LISTINGS | 869 | ↑ | 470 |
| PENDING LISTINGS | 223 | n/a | n/a |
| AVERAGE LIST PRICE | \$809,397 | ↑ | \$790,001 |
| ACTIVE REO LISTINGS | 61 | n/a | n/a |
| MONTHS SUPPLY | 4.9 | ↓ | 5.4 |
| LIST TO SALES PRICE | 98% | ↓ | 99% |
| MEDIAN SALES PRICE | \$652,500 | ↓ | \$720,000 |
| SALES CLOSED | 342 | ↓ | 465 |
| AVERAGE DAYS ON MARKET | 63 | ↓ | 70 |

Additional Market Data: Federal sector employment changes have ripple effects on housing demand. Reduced certainty about federal jobs and office occupancy trends have contributed to slower sales and more cautious pricing. Some inventories have risen due to layoffs and job transitions in pockets of the local workforce — increasing listings but not necessarily boosting demand proportionally. The Washington, DC housing market in early 2026 appears to be transitioning toward a more balanced environment from the extreme seller's market of the pandemic years: Inventory up, but still below long-term norms. Prices holding, with localized adjustments, and negotiation leverage slightly shifting toward buyers. Interest rates, employment dynamics, and affordability pressures are key forces shaping sales trends.

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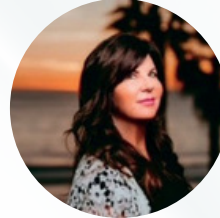
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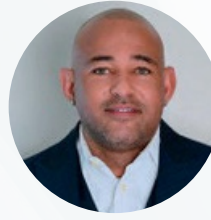
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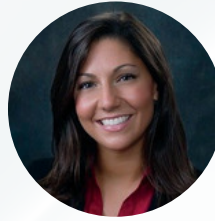


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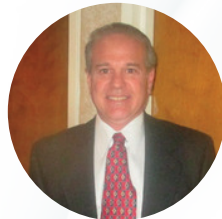


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