

# USREO PARTNERS

# Market Trends *Report*



March 2026

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# MARKET AREAS

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AREA	COUNTIES INCLUDED	PROVIDED BY
 <u>Phoenix, AZ</u>	Maricopa, Pinal	Ramiro Gonzalez
<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
<u>Tampa Bay, FL</u>	Hernando, Hillsborough, Pasco, Pinellas	Peter Chicouris

# MARKET AREAS

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

# MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
<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>Milwaukee, WI</u>	Milwaukee, Waukesha, Ozaukee, Washington, Racine, Kenosha, Walworth, Sheboygan, Dodge, Manitowoc, Fond Du Lac, Rock, Calumet, Buffalo, Jackson, Monroe, Veron, Crawford, Trempealeau, Jefferson	James Harris
<u>Washington, DC</u>	District of Columbia	Melanie Gamble



# MONTHLY MARKET TRENDS PHOENIX, ARIZONA



## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	24,600		n/a
NEW LISTINGS	6,950		n/a
PENDING LISTINGS	5,660		n/a
AVERAGE LIST PRICE	\$479,900		n/a
REO LISTINGS	197		n/a
MONTHS SUPPLY	4.4		n/a
LIST TO SALES PRICE	97.63%		n/a
MEDIAN SALES PRICE	\$459,900		n/a
SALES CLOSED	5,460		n/a
AVERAGE DAYS ON MARKET	77.5		n/a

**Additional Market Data:** The housing market in Maricopa and Pinal counties during March 2026 reflects a more balanced environment compared to prior years. Inventory levels have continued to increase, providing buyers with more options, while homes are taking longer to sell due to affordability pressures and interest rate sensitivity. Sellers are adjusting pricing strategies to remain competitive, resulting in list-to-sale price ratios remaining near 98–99%. Demand remains stable, particularly for well-maintained and properly priced homes, while properties requiring repairs or updates may experience extended marketing times. Overall, the market shows steady activity with moderate buyer demand and normalized exposure periods consistent with a transitioning market.



# MONTHLY MARKET TRENDS ORANGE COUNTY, CALIFORNIA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,982	↑	3,608
NEW LISTINGS	1,517	↑	1,439
PENDING LISTINGS	1,986	↑	1,957
AVERAGE LIST PRICE	\$1,249,000	↑	\$1,205,000
REO LISTINGS	5	↑	2
MONTHS SUPPLY	3.3	↑	2.9
LIST TO SALES PRICE	99.10%	↑	98%
MEDIAN SALES PRICE	\$1,200,000	↓	\$1,225,000
SALES CLOSED	1,819	↑	1,518
AVERAGE DAYS ON MARKET	32	↓	55

**Additional Market Data:** Pricing in Orange County, continues to remain strong. Condos/Townhomes have seen significant appreciation. A recent uptick in sales, suggests a robust spring. The last week has seen 465 homes sold. Compared to the previous week of 419. More REO's hitting the market versus last month. 2026 is projected to see a 2% rise in statewide sales, continued inventory shortages, and 3% annual price appreciation in many coastal OC communities.



# MONTHLY MARKET TRENDS LOS ANGELES, CALIFORNIA

MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	51,476	↑	50,397
NEW LISTINGS	6,733	↑	5,512
PENDING LISTINGS	1,677	↑	1,261
AVERAGE LIST PRICE	\$1,760,814	↑	\$1,717,246
ACTIVE REO LISTINGS	17	↑	13
MONTHS SUPPLY	13	↓	17
LIST TO SALES PRICE	75%	↔	75%
MEDIAN SALES PRICE	\$910,000	↑	\$902,500
SALES CLOSED	2,896	↓	2,972
AVERAGE DAYS ON MARKET	47	↓	54

**Additional Market Data:** March showed a strengthening Los Angeles County housing market, with more listings, faster sales, and rising buyer activity as the spring season picked up. Active listings reached 51,476, driven by 6,733 new listings—signaling renewed seller confidence. Inventory tightened, with months of supply dropping to 13, while average days on market improved to 47, reflecting stronger demand and quicker sales. Buyer activity increased, with pending sales rising to 1,677, pointing to a solid pipeline, even as closed sales came in at 2,896. Pricing remained stable with slight upward pressure. The median price rose to \$910,000, and the average list price reached \$1,760,814, with the sale-to-list ratio holding at 75%. Distressed inventory stayed minimal, with just 17 REO listings. Overall, March reflected a more active, balanced market with growing demand and positive momentum heading into spring.

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

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# MONTHLY

## MARKET TRENDS

### RIVERSIDE/SAN BERNARDINO, CALIFORNIA



#### MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	15,008	↓	15,273
NEW LISTINGS	484	↓	498
PENDING LISTINGS	5,274	↑	5,077
AVERAGE LIST PRICE	\$677,991	↑	\$657,288
ACTIVE REO LISTINGS	127	↑	105
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$573,811	↑	\$571,124
SALES CLOSED	3,229	↓	3,510
AVERAGE DAYS ON MARKET	70	↑	67

**Additional Market Data:** In March 2026, Riverside and San Bernardino counties continued to experience a moderation in housing activity. New listings, pending transactions, and closed sales all declined month-over-month, reflecting reduced transaction volume and a more cautious buyer pool. Average days on market increased from 67 to 70 days, indicating a slower pace of absorption and extended marketing times. Despite softer activity, home prices have remained relatively stable, with median values holding near recent levels and no significant downward pressure observed.

Market conditions are being influenced by persistent affordability challenges, including mortgage rates remaining in the mid-6% range and elevated price points relative to income levels, which continue to limit buyer demand. Additionally, seasonal trends and economic uncertainty have contributed to reduced listing and purchasing activity. Looking ahead, the market is expected to remain stable, with modest price movement and gradual normalization as inventory levels improve and buyer confidence strengthens. Buyers may benefit from increased negotiating leverage, while sellers should align pricing strategies with current demand and market conditions.

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# MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	4,083	↑	3,548
NEW LISTINGS	1,395	↑	931
PENDING LISTINGS	2,212	↑	2,194
AVERAGE LIST PRICE	\$666,500	↑	\$622,500
ACTIVE REO LISTINGS	66	↑	45
MONTHS SUPPLY	3.2	↑	2.3
LIST TO SALES PRICE	98.5%	↓	99%
MEDIAN SALES PRICE	\$640,500	↑	\$590,000
SALES CLOSED	1,739	↑	11
AVERAGE DAYS ON MARKET	45	↑	28

**Additional Market Data:** The regional market is moderately competitive with steady buyer demand but varying strength by submarket. Limited quality inventory and active investor interest (REO/rehab buyers) keep pressure on properly priced, cleaned properties. Higher-priced areas in Placer and El Dorado show slower activity versus mid-price neighborhoods in Sacramento and pockets of Yolo, which move faster when priced correctly. Persistent mortgage rate sensitivity and local employment trends are moderating buyer qualification and pacing. Properties in clean, move-in condition or with desirable features (garage, corner lots, updated kitchens) command quicker showings and higher bids; homes needing remediation or with odor/pest issues require price concessions and target cash investors. Recommend obtaining contractor estimates for repairs and pricing either as-is to investors or cleaned to attract owner-occupants.



# MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	5,026	↑	4,573
NEW LISTINGS	1,625	↑	1,521
PENDING LISTINGS	1,577	↓	1,587
AVERAGE LIST PRICE	\$1,615,611	↑	\$1,389,670
ACTIVE REO LISTINGS	8	↔	8
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	98%	↑	97%
MEDIAN SALES PRICE	\$1,075,000	↓	\$1,099,000
SALES CLOSED	1,321	↑	1,101
AVERAGE DAYS ON MARKET	29	↓	33

**Additional Market Data:** Inventory and Market Momentum - San Diego is seeing a notable rise in inventory, with 5,026 active listings—the highest since late last year. The 1,625 new listings mark a peak not seen since July 2025, signaling a shift from last year's tight conditions. With a 4-month supply and average list prices exceeding \$1.6M, the 98% list-to-sale ratio suggests sellers are adjusting expectations—or buyers are negotiating more cautiously.

**Distressed Assets & Foreclosure Trends** - A divergence is emerging in the REO sector. While foreclosure activity is increasing across San Diego County, few properties are reaching the market. PropertyRadar shows 47 REOs held, but only 8 active on the MLS—indicating a continued bottleneck as servicers and asset managers slowly release inventory despite rising defaults.



# MONTHLY MARKET TRENDS SAN FRANCISCO, CALIFORNIA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	5,461	↓	6,412
NEW LISTINGS	3,143	↑	1,969
PENDING LISTINGS	1,416	↓	1,987
AVERAGE LIST PRICE	\$1,625,042	↑	\$1,507,596
ACTIVE REO LISTINGS	73	↑	63
MONTHS SUPPLY	2.26	↓	3.71
LIST TO SALES PRICE	110%	↑	108%
MEDIAN SALES PRICE	\$1,300,000	↑	\$1,155,000
SALES CLOSED	2,419	↑	1,727
AVERAGE DAYS ON MARKET	54	↑	40

**Additional Market Data:** In March 2026, real estate activity across Alameda, Contra Costa, San Mateo, Marin, and San Francisco counties reflected a segmented Bay Area market with strong demand but uneven pricing. San Francisco and San Mateo led the region, driven by AI-sector wealth, limited inventory, and competitive bidding, with many homes selling above asking. The Peninsula saw continued price growth and tight supply (~1–2 months). Marin County remained highly competitive and supply-constrained, with over 40% of homes selling above list price and fewer reductions, reinforcing strong seller conditions. In contrast, Alameda and Contra Costa counties showed more balanced or slightly softening trends, with lower median prices and modest declines or stabilization, offering greater affordability and buyer opportunities. Across all five counties, inventory improved slightly but remained historically tight, supporting competition in desirable areas. Sales activity rose seasonally, spanning entry-level to luxury homes above \$5M. Overall, March 2026 highlighted a split market: strong pricing and competition in core and luxury areas, versus softer, more buyer-friendly conditions in the East Bay, amid ongoing affordability challenges.

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

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MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	15,990	↓	16,588
NEW LISTINGS	4,621	↓	5,968
PENDING LISTINGS	5,336	↑	3,369
AVERAGE LIST PRICE	\$1,674,786	↓	\$1,801,187
ACTIVE REO LISTINGS	361	↑	342
MONTHS SUPPLY	5.3	↓	5.5
LIST TO SALES PRICE	94.9%	↑	94.1%
MEDIAN SALES PRICE	\$660,000	↓	\$670,000
SALES CLOSED	2,633	↑	2,355
AVERAGE DAYS ON MARKET	54	↑	49

**Additional Market Data:** The Miami MSA single-family market felt more stable in March, with a slight dip in inventory and steady buyer activity. Active listings came down to 15,990 and months of supply eased to 5.3, keeping things pretty balanced with a slight edge to sellers. New listings slowed to 4,621, but pending activity stayed strong, with 3,732 new contracts and over 5,300 homes under contract, showing buyers are still in the game. Closed sales improved to 2,633, which is a good sign of continued absorption.

The median price held at \$660,000, and sellers are getting about 94.9% of their asking price. That said, days on market moved up to 54, which tells you buyers are taking their time and being more selective. Pricing really matters right now. The average list price at \$1.67 million is still being pushed up by the luxury side, while the mid-market continues to feel the pressure from rates and affordability. REO activity remains low at 361, so no real distress showing up. Overall, the market feels steady, but buyers are more patient and focused on value.

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# MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

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MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	30,472	↑	31,026
NEW LISTINGS	5,654	↓	7,866
PENDING LISTINGS	4,997	↑	3,038
AVERAGE LIST PRICE	\$687,609	↑	\$678,672
ACTIVE REO LISTINGS	545	↓	599
MONTHS SUPPLY	11.3	↓	11.6
LIST TO SALES PRICE	92.5%	↑	92%
MEDIAN SALES PRICE	\$340,000	↑	\$335,000
SALES CLOSED	2,370	↑	2,164
AVERAGE DAYS ON MARKET	75	↑	72

**Additional Market Data:** The Miami MSA condo and townhome market remains firmly in buyer's territory, with inventory still elevated at 30,472 and months of supply at 11.3. New listings increased to 5,654, while closed sales came in at 2,370, showing that absorption remains limited. Pending sales at 3,408 suggest activity, but many deals are taking longer to come together. The median sales price held at \$340,000, and sellers achieved 92.5% of list price, reinforcing that pricing still needs to be sharp to get deals done. Average days on market increased to 75, reflecting continued buyer caution. A clear bifurcation continues to define the market. Newer, well-managed buildings with strong reserves are performing closer to normal, while older condos are facing significant pressure. Many of these buildings are dealing with rising insurance costs, required structural repairs, and compliance with SB 4-D, which is forcing associations to fully fund reserves and address deferred maintenance. In many cases, this is leading to large special assessments and limiting financing options. The result is a two-tier market where quality and financial strength are driving performance, not just location.

Information provided for this market by **Eddie Blanco** at **Stratwell**.

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# MONTHLY MARKET TRENDS ORLANDO, FLORIDA



## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	15,061	↓	22,787
NEW LISTINGS	5,010	↑	4,380
PENDING LISTINGS	3,204	↑	2,682
AVERAGE LIST PRICE	\$545,077	↑	\$540,695
ACTIVE REO LISTINGS	87	↑	84
MONTHS SUPPLY	5	↔	5
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$405,000	↑	\$392,000
SALES CLOSED	3,214	↑	2,547
AVERAGE DAYS ON MARKET	82	↓	83

**Additional Market Data:** March 2026 data indicate the Orlando housing market continuing to normalize, with average days on market rising to 82 and inventory settling into a balanced five months of supply, reflecting a slower but more stable environment. Distressed activity remains minimal, with only 87 REO listings and 24 REO sales recorded for the month. Economic fundamentals continue to support demand, as the local unemployment rate held near 3.4% and Orlando International Airport reported approximately 5.28 million passengers in March, an increase of about 5% year over year, including double digit growth in international travel, underscoring the region’s ongoing tourism strength despite broader political uncertainty. Well priced homes are still selling; however, buyers are increasingly selective, with property condition, insurability, and financing considerations playing a more significant role in decision making.



# MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	1,030	↓	1,134
NEW LISTINGS	374	↓	502
PENDING LISTINGS	390	↑	324
AVERAGE LIST PRICE	\$400,616	↑	\$388,322
ACTIVE REO LISTINGS	43	↑	39
MONTHS SUPPLY	3.4	↓	3.8
LIST TO SALES PRICE	98.1%	↑	97%
MEDIAN SALES PRICE	\$346,000	↑	\$325,000
SALES CLOSED	244	↑	209
AVERAGE DAYS ON MARKET	83	↑	72

**Additional Market Data:** Market is still somewhat slow as showing have gone up substantially but days on market continues to climb. List to sales price is up as list prices are reduced to reflect market. Active listings up 1.3% and pending sales down 1.5%. New home sales are still 10% of the market and more neighborhoods are being approved. REO inventory is increasing slowly and there are few sales due to competition and condition. REO average days on market is 93 days.



# MONTHLY MARKET TRENDS TAMPA BAY, FLORIDA

MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	27,562	↓	28,579
NEW LISTINGS	6,103	↑	5,835
PENDING LISTINGS	15,890	↑	14,960
AVERAGE LIST PRICE	\$465,852	↑	\$454,166
ACTIVE REO LISTINGS	228	↓	245
MONTHS SUPPLY	4.1	↓	4.2
LIST TO SALES PRICE	97%	↔	97%
MEDIAN SALES PRICE	\$449,450	↑	\$447,500
SALES CLOSED	4,890	↑	4,435
AVERAGE DAYS ON MARKET	57	↓	64

**Additional Market Data:** Over the past 30 days, the Tampa Bay residential real estate market has shifted into a more balanced, slightly buyer-favorable environment. Inventory levels have continued to rise, giving buyers more options and reducing the urgency seen in prior years, while home prices have generally stabilized with some mild softening in certain segments, particularly condos. Properties are taking longer to sell, and price reductions have become more common, signaling that sellers are adjusting to current market conditions. At the same time, seasonal spring activity is beginning to increase, supported by modest improvements in mortgage rates, which is helping bring buyers back into the market. Overall, the market reflects a normalization phase, with steady demand but increased supply leading to more negotiation and less aggressive price growth.



# MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

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## MARCH 2026

CATEGORIES	Mar 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	8,132	↓	10,645
NEW LISTINGS	7,194	↓	7,355
PENDING LISTINGS	3,778	↑	3,380
AVERAGE LIST PRICE	\$400,000	↑	\$345,000
ACTIVE REO LISTINGS	22	↑	5
MONTHS SUPPLY	3.5	↑	5.2
LIST TO SALES PRICE	98%	↑	97%
MEDIAN SALES PRICE	\$400,000	↑	\$357,500
SALES CLOSED	3,415	↑	2,650
AVERAGE DAYS ON MARKET	60	↓	67

**Additional Market Data:** Higher mortgage rates and affordability constraints continue to limit buyer demand, while more sellers are adjusting expectations and reducing prices. Recent trends show increased negotiating power for buyers, with concessions and price reductions becoming more common.



# MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

**USREO  
PARTNERS**

**MARCH 2026**

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	11,130	↓	11,429
NEW LISTINGS	11,638	↑	9,311
PENDING LISTINGS	2,177	↑	1,913
AVERAGE LIST PRICE	\$568,023	↑	\$548,405
ACTIVE REO LISTINGS	126	↓	141
MONTHS SUPPLY	1.61	↓	2.37
LIST TO SALES PRICE	100.1%	↑	99.17%
MEDIAN SALES PRICE	\$375,000	↑	\$360,000
SALES CLOSED	6,927	↑	4,827
AVERAGE DAYS ON MARKET	32	↓	37

**Additional Market Data:** The retail market continues to show strong upward momentum, with March 2026 prices reaching their highest levels in recent years. Median and average sale prices rose both month-over-month and year-over-year, while price per square foot also increased, signaling steady appreciation. Homes are still selling at or slightly above list price (100.1%). Sales activity surged significantly month-over-month and modestly year-over-year. At the same time, inventory declined sharply and remains at multi-year lows, pushing month's supply down to 1.61: firmly favoring sellers despite a moderate pace of new listings.

In the REO market, new listings and overall inventory have dropped dramatically compared to both last month and last year, with supply at historic lows and MSI at just 0.86 months. However, pricing has declined significantly, with both median and average sale prices down, alongside a drop in price per square foot. Homes are taking longer to sell, and the sale-to-list ratio has fallen below 100%, indicating reduced buyer competition. While sales increased from the previous month, they remain below last year's levels, reflecting a smaller, softer segment of the market.

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# MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

USREO  
PARTNERS

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,900	↑	3,586
NEW LISTINGS	3,039	↑	2,022
PENDING LISTINGS	1,717	↑	1,191
AVERAGE LIST PRICE	\$633,491	↑	\$602,343
ACTIVE REO LISTINGS	85	↑	31
MONTHS SUPPLY	2.6	↓	2.7
LIST TO SALES PRICE	97%	↓	98.1%
MEDIAN SALES PRICE	\$443,213	↓	\$464,945
SALES CLOSED	1,818	↑	1,485
AVERAGE DAYS ON MARKET	45	↑	39

**Additional Market Data:** The Baltimore MSA market remains active but is transitioning toward a more balanced environment as economic pressures influence buyer behavior. Elevated interest rates continue to impact affordability, causing buyers to be more payment-conscious and selective. At the same time, ongoing employment uncertainty tied to the broader \*\*Washington, DC metro area—particularly federal and contractor sectors—has led to more cautious decision-making.

Buyers are prioritizing value, condition, and location, with strong demand for move-in-ready homes, while properties needing updates or priced aggressively are experiencing longer exposure and increased negotiation. Inflation and higher carrying costs are also influencing both buyers and investors, limiting risk tolerance.

Despite these factors, demand remains steady, supported by regional population stability and affordability relative to DC. Sellers who properly align pricing with condition continue to see solid activity, while overpricing is quickly corrected by the market.

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# MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	4,781	↑	4,249
NEW LISTINGS	3,028	↑	2,098
PENDING LISTINGS	1,316	↑	1,020
AVERAGE LIST PRICE	\$626,832	↑	\$605,713
ACTIVE REO LISTINGS	113	↑	57
MONTHS SUPPLY	3.6	↔	3.6
LIST TO SALES PRICE	98.0%	↑	97.50%
MEDIAN SALES PRICE	\$495,000	↑	\$484,995
SALES CLOSED	1,618	↑	1,286
AVERAGE DAYS ON MARKET	54	↑	47

**Additional Market Data:** The Southern Maryland market—including Prince George's County, Montgomery County, Charles County, and Calvert County—remains active but is transitioning toward more balanced conditions as buyers adjust to interest rates and broader economic uncertainty. Employment concerns tied to the Washington, DC metro area, particularly within federal and contractor sectors, continue to influence buyer confidence and timing.

There is a noticeable divergence within the region. Montgomery County and parts of Prince George's County benefit from stronger proximity to DC, higher income levels, and more established infrastructure, which supports more consistent demand and pricing stability. In contrast, Charles and Calvert Counties are more price-sensitive, with buyers often trading commute time for affordability. These areas are seeing greater negotiation, particularly for homes that are not move-in ready.

Across all counties, buyers are increasingly selective, prioritizing condition and value. Well-priced, updated homes continue to perform well, while properties that require work or are priced aggressively are experiencing longer days on market and downward price adjustments.



# MONTHLY MARKET TRENDS MINNEAPOLIS, MINNESOTA

USREO  
PARTNERS

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	*Prior Month
ACTIVE LISTINGS	25,640	↑	23,876
NEW LISTINGS	5,958	↑	4,400
PENDING LISTINGS	n/a		n/a
AVERAGE LIST PRICE	\$526,535	↑	\$518,609
ACTIVE REO LISTINGS	n/a		n/a
MONTHS SUPPLY	3	↓	4
LIST TO SALES PRICE	100%	↑	99.20%
MEDIAN SALES PRICE	\$379,900	↓	\$380,000
SALES CLOSED	3,127	↑	2,127
AVERAGE DAYS ON MARKET	41	↓	47

**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 the total cost of ownership. Months of supply at 3 keeps a modest edge for sellers, but it's no longer a "48-hour decision" market. Typical Days on Market are running about 35-45 days, depending on price point and condition.



# MONTHLY MARKET TRENDS DETROIT, MICHIGAN

USREO  
PARTNERS

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	6,510	↓	7,798
NEW LISTINGS	1,907	↓	2,229
*PENDING LISTINGS	3,394	↑	1,511
AVERAGE LIST PRICE	\$265,000	↑	\$260,000
ACTIVE REO LISTINGS	170	↓	192
MONTHS SUPPLY	1.8	↔	1.8
LIST TO SALES PRICE	98%	↑	97.50%
MEDIAN SALES PRICE	\$265,000	↑	\$257,500
SALES CLOSED	2,552	↓	2,697
AVERAGE DAYS ON MARKET	40	↔	40

**Additional Market Data:** The Metro Detroit housing market gained momentum in March 2026 as the spring market began to take shape. The regional median sales price rose to approximately \$265,000, reflecting seasonal demand and continued price stability. Homes sold for about 97.5%–98.5% of list price, indicating modest negotiation while sellers still maintain leverage. Average days on market remained steady at around 35–40 days, showing consistent buyer activity. Inventory increased slightly to ~1.8–2.0 months of supply, but remains well below the 4–6 months needed for a balanced market. Overall, demand continues to outpace supply, keeping conditions seller-leaning, though the market is gradually moving toward a more balanced and sustainable pace as we enter the peak spring season.

*Please note: The Pending Listings in the Feb 2026 report reflected only that month—not the full total—which explains the significant difference.*

Information provided for this market by **Sam Hantosh** at **RE/MAX Team 2000**.

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# MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	5,384	↓	6,700
NEW LISTINGS	2,425	↑	1,980
PENDING LISTINGS	1,985	↓	2,040
AVERAGE LIST PRICE	\$404,058	↑	\$401,115
ACTIVE REO LISTINGS	126	↑	104
MONTHS SUPPLY	2.65	↓	2.88
LIST TO SALES PRICE	99.72%	↑	99.05%
MEDIAN SALES PRICE	\$306,125	↑	\$285,000
SALES CLOSED	2,027	↑	1,618
AVERAGE DAYS ON MARKET	35	↓	47

**Additional Market Data:** New listings and sales both continued their upward trend this past month. Better weather is on the horizon, so interest and showings are picking up. The market is forecasted to remain strong and competitive with high demand and limited supply. The overall metropolitan area does not experience the larger swings as other markets in the U.S. Our fluctuations tend to be smaller. There remain pockets of areas that are highly desirable and a buyer can almost guarantee multiple offers and significant competition. Investors are not finding the inexpensive real estate bargains as often and are being squeezed out or in need of adjusting their expectations.



# MONTHLY MARKET TRENDS NEWARK, NEW JERSEY



## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	5,165	↑	4,035
NEW LISTINGS	2,510	↑	1,509
PENDING LISTINGS	3,695	↑	2,640
AVERAGE LIST PRICE	\$705,000	↑	\$671,000
ACTIVE REO LISTINGS	44	↑	41
MONTHS SUPPLY	2.85	↓	2.975
LIST TO SALES PRICE	101.3%	↑	100.6%
MEDIAN SALES PRICE	\$613,000	↑	\$598,000
SALES CLOSED	2,420	↑	1,930
AVERAGE DAYS ON MARKET	36	↓	41

**Additional Market Data:** April 2026 marked the clear transition into the spring market, with new listings and pending activity increasing across all six counties. While inventory expanded, it remained insufficient to fully meet demand, keeping months supply below 3 months and sustaining a seller-leaning environment. Competition intensified, particularly in Essex, Somerset, and Morris counties, where homes continued to sell above list price and days on market declined sharply. Buyers showed increased urgency as more inventory became available, but well-priced properties still moved quickly, often generating multiple offers. Sussex and parts of Hunterdon maintained a more balanced pace, with slightly longer marketing times and more price sensitivity. Overall, the market reflected a healthy but constrained spring cycle, where demand is strong but increasingly selective. The key factor moving forward will be whether inventory growth can outpace buyer activity, which will determine if conditions begin shifting toward a more balanced market or remain firmly in sellers' favor.

Information provided for this market by **Nick Verdi** at **Keller Williams City Views**.

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# MONTHLY MARKET TRENDS CATSKILLS REGION, NEW YORK

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	396	↓	482
NEW LISTINGS	127	↑	79
PENDING LISTINGS	143	↓	163
AVERAGE LIST PRICE	\$415,000	↑	\$395,000
ACTIVE REO LISTINGS	6	↑	3
MONTHS SUPPLY	5.24	↓	6.3
LIST TO SALES PRICE	93.8%	↓	95%
MEDIAN SALES PRICE	\$329,500	↓	\$358,000
SALES CLOSED	64	↓	74
AVERAGE DAYS ON MARKET	124	↑	78

**Additional Market Data:** Sullivan County continues to reflect a slower-paced, more buyer-favorable market compared to the Hudson Valley. With 5.42 months of inventory and a median of 124 days on market, properties are taking longer to sell, and buyers have greater negotiating power. This is reflected in the 93.8% list-to-sale ratio, indicating consistent pricing adjustments.

While listing activity remains steady, pending and closed sales volumes suggest a more selective buyer pool, typical of second-home and discretionary markets. Pricing remains comparatively affordable, though appreciation has moderated.

REO inventory remains limited at 6 listings but is more noticeable relative to overall volume. Overall, Sullivan represents a stable but slower-moving market, with higher inventory, longer timelines, and conditions that favor buyers more than sellers.

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

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# MONTHLY MARKET TRENDS HUDSON VALLEY REGION, NEW YORK

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,346	↑	3,246
NEW LISTINGS	1,499	↑	860
PENDING LISTINGS	1,597	↓	1,985
AVERAGE LIST PRICE	\$620,000	↓	\$736,000
ACTIVE REO LISTINGS	86	↑	72
MONTHS SUPPLY	3.8	↑	2.5
LIST TO SALES PRICE	99.2%	↓	100.2%
MEDIAN SALES PRICE	\$525,000	↓	\$712,000
SALES CLOSED	824	↓	918
AVERAGE DAYS ON MARKET	54	↑	43

**Additional Market Data:** The Hudson Valley market in March 2026 remains fundamentally strong, though increasingly segmented by location. Westchester continues to lead as a clear seller's market, with just 1.73 months of inventory and homes selling above asking price, reflecting sustained demand and limited supply. Rockland and Putnam follow with similarly tight conditions and strong pricing.

Orange and Dutchess are more balanced, with inventory near 4 months and list-to-sale ratios just under 100%, indicating steady activity with some buyer selectivity. Ulster shows moderate supply and longer marketing times, suggesting resistance at higher price points.

Columbia stands apart with elevated inventory at 6.89 months, reflecting slower absorption and more buyer leverage. Across the region, REO inventory remains limited and not a primary driver of market conditions. Overall, the Hudson Valley is transitioning toward a more normalized market, with strong fundamentals and localized variation.

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# MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	2,074	↑	1,878
NEW LISTINGS	1,207	↑	728
PENDING LISTINGS	881	↑	605
AVERAGE LIST PRICE	\$1,057,806	↑	\$1,031,922
ACTIVE REO LISTINGS	41	↓	48
MONTHS SUPPLY	2.5	↑	2.3
LIST TO SALES PRICE	100.6%	↑	100%
MEDIAN SALES PRICE	\$800,000	↓	\$820,000
SALES CLOSED	635	↑	587
AVERAGE DAYS ON MARKET	58	↑	55

**Additional Market Data:** The Long Island and Metro New York marketplace has continued to feel the effects of a constrained inventory environment through March. While we did not face the same extreme weather conditions as earlier in the season, the residual slowdown in new listings has kept overall transaction volume below typical spring expectations. Buyer demand remains steady, but the lack of available homes has created a more competitive and selective marketplace.

As we move further into the spring market, we expect a noticeable increase in activity as more inventory begins to surface. This should provide a temporary lift in both showing traffic and accepted offers, giving the market a stronger sense of momentum.

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# MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	2,753	↓	2,442
NEW LISTINGS	1,575	↓	903
PENDING LISTINGS	1,103	↑	812
AVERAGE LIST PRICE	\$866,393	↓	\$828,666
ACTIVE REO LISTINGS	65	↑	64
MONTHS SUPPLY	2.5	↓	2.2
LIST TO SALES PRICE	100.7%	↑	100.7%
MEDIAN SALES PRICE	\$670,000	↓	\$655,000
SALES CLOSED	813	↓	791
AVERAGE DAYS ON MARKET	60	↑	57

**Additional Market Data:** The Long Island and Metro New York marketplace has continued to feel the effects of a constrained inventory environment through March. While we did not face the same extreme weather conditions as earlier in the season, the residual slowdown in new listings has kept overall transaction volume below typical spring expectations. Buyer demand remains steady, but the lack of available homes has created a more competitive and selective marketplace.

As we move further into the spring market, we expect a noticeable increase in activity as more inventory begins to surface. This should provide a temporary lift in both showing traffic and accepted offers, giving the market a stronger sense of momentum.

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# MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,430	↑	3,222
NEW LISTINGS	1,197	↑	859
PENDING LISTINGS	631	↑	508
AVERAGE LIST PRICE	\$626,893	↓	\$629,744
ACTIVE REO LISTINGS	53	↓	63
MONTHS SUPPLY	5.9	↑	5.5
LIST TO SALES PRICE	97.1%	↓	97.3%
MEDIAN SALES PRICE	\$557,725	↓	\$635,000
SALES CLOSED	492	↑	449
AVERAGE DAYS ON MARKET	80	↑	79

**Additional Market Data:** The Long Island and Metro New York marketplace has continued to feel the effects of a constrained inventory environment through March. While we did not face the same extreme weather conditions as earlier in the season, the residual slowdown in new listings has kept overall transaction volume below typical spring expectations. Buyer demand remains steady, but the lack of available homes has created a more competitive and selective marketplace.

As we move further into the spring market, we expect a noticeable increase in activity as more inventory begins to surface. This should provide a temporary lift in both showing traffic and accepted offers, giving the market a stronger sense of momentum.



# MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	9,822	↑	9,490
NEW LISTINGS	1,768	↑	1,040
PENDING LISTINGS	1,127	↑	880
AVERAGE LIST PRICE	\$584,375	↑	\$572,000
ACTIVE REO LISTINGS	88	↑	60
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$481,995	↔	\$481,995
SALES CLOSED	598	↓	600
AVERAGE DAYS ON MARKET	167	↓	169

**Additional Market Data:** The median sales price compared to last month has not changed. We do have more on the market but little sale. Days on market has decreased slightly. The median list price has increased but they are not selling. The market has been cooling over time and prices plateaued for a while. Many of the listings that I have are sitting longer than I expected and many of them have received no offers. Fewer homes are selling within 60 days compared to last year and are requiring multiple price reductions.



# MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	9,147	↑	7,285
NEW LISTINGS	5,191	↑	3,371
PENDING LISTINGS	2,778	↑	1,985
AVERAGE LIST PRICE	\$454,780	↑	\$436,560
ACTIVE REO LISTINGS	339	↑	188
MONTHS SUPPLY	3.5	↑	2.98
LIST TO SALES PRICE	94%	↔	94%
MEDIAN SALES PRICE	\$426,864	↑	\$405,090
SALES CLOSED	2,712	↑	2,046
AVERAGE DAYS ON MARKET	41	↔	41

**Additional Market Data:** Buyers and sellers are exercising caution amid geopolitical uncertainty, according to the market data. Even with mortgage rates falling below 6% briefly, affordability challenges and growing economic uncertainty are keeping both sides of the market slower than in the past. The current conflict has added a new layer of uncertainty just as we would normally expect spring market activity to pick up. Active and new listings are up significantly causing the months' supply to steadily increase as well. Sales prices have held steady, and the DOM remained the same. REO inventory is on the increase in the region adding to the rise in inventory. Although sales prices have remained relatively consistent, the increasing inventory is causing listings to take longer to sell which could cause sales prices to decrease in the near future.



# MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

## MARCH 2026

CATEGORIES	Mar 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	2,001	↑	1,892
NEW LISTINGS	2,138	↑	1,326
PENDING LISTINGS	1,567	↓	1,881
AVERAGE LIST PRICE	\$345,816	↓	\$358,791
ACTIVE REO LISTINGS	27	↑	25
MONTHS SUPPLY	2.23	↓	2.26
LIST TO SALES PRICE	98.7%	↑	97.3%
MEDIAN SALES PRICE	\$290,000	↑	\$285,000
SALES CLOSED	1,449	↑	1,289
AVERAGE DAYS ON MARKET	33	↓	38

**Additional Market Data:** While new listings surged in March the extra inventory was quickly absorbed with the months of inventory staying flat month after month. Price per square foot continues to be the best indicator of climbing prices. With the market, Lancaster County is the hottest area with houses selling days for above asking price and waived contingencies. The distressed market continues to be minimal with no overall effect on standard sales. Data reflects the markets in York, Harrisburg, Lancaster, and Reading, Pennsylvania.



# MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA



## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	662	↑	597
NEW LISTINGS	707	↑	421
PENDING LISTINGS	961	↑	729
AVERAGE LIST PRICE	\$424,467	↓	\$435,688
ACTIVE REO LISTINGS	7	↓	8
MONTHS SUPPLY	3.33	↑	2.56
LIST TO SALES PRICE	99.99%	↑	99%
MEDIAN SALES PRICE	\$343,000	↓	\$385,901
SALES CLOSED	414	↑	370
AVERAGE DAYS ON MARKET	35	↓	36

**Additional Market Data:** The market remains stable with slight increase in pricing and inventory with sellers still maintaining an advantage. Pending sales have hit a 7 month high. No slow down is in sight and houses that priced correctly are selling quickly many times with multiple offers. REO listings are up but still so infrequent to influence the market. This data covers the metropolitan areas of Allentown-Bethlehem-Easton.



# MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

USREO  
PARTNERS

MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	56,367	↑	55,126
NEW LISTINGS	22,305	↑	19,268
PENDING LISTINGS	8,861	↑	7,460
AVERAGE LIST PRICE	\$496,085	↑	\$469,270
ACTIVE REO LISTINGS	334	↑	321
MONTHS SUPPLY	4	↓	5
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$310,100	↑	\$300,000
SALES CLOSED	13,420	↑	10,378
AVERAGE DAYS ON MARKET	86	↓	88

**Additional Market Data:** The DFW housing market showed a notable shift in March 2026, with activity accelerating alongside modest price growth and improving absorption. New listings jumped significantly, helping push active inventory up, while pending sales also climbed, signaling stronger buyer engagement as the spring market kicked off. Closed sales saw a sharp increase, reinforcing that demand is still present despite broader affordability challenges. Pricing continued to trend upward, yet homes are still selling at 100% of list price. These changes are likely being influenced by seasonal demand, slight stabilization in mortgage rates compared to late 2025 volatility, and continued population growth in North Texas, all of which are drawing buyers back into the market while encouraging sellers to list ahead of peak spring and summer activity. There was only a slight increase in the number of REO's available.

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# MONTHLY MARKET TRENDS HOUSTON, TEXAS

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MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	73,757	↑	64,819
NEW LISTINGS	28,943	↑	24,847
PENDING LISTINGS	7,313	↑	6,132
AVERAGE LIST PRICE	\$382,138	↑	\$381,251
ACTIVE REO LISTINGS	477	↑	366
MONTHS SUPPLY	4.9	↑	4.8
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$190,000	↑	\$164,990
SALES CLOSED	14,062	↑	11,264
AVERAGE DAYS ON MARKET	92	↓	93

**Additional Market Data:** The Houston residential real estate market showed signs of stabilization and seasonal momentum in March 2026 as the spring buying season began. Single-family home sales increased 3.7% year-over-year, marking the first annual gain of the year, while pending sales rose 12.8%, signaling continued buyer demand despite broader economic headwinds. Inventory expanded, with active listings up roughly 8–14% and months of supply rising to around 4.7–4.8, giving buyers more options and negotiating power compared to prior years. Pricing trends remained mixed, with the median home price slightly declining while the average price increased about 2%, reflecting strength in higher-end segments. Homes are taking longer to sell, with average days on market climbing higher, reinforcing a shift toward a more balanced market. While rising mortgage rates and national uncertainty tempered activity, Houston continues to outperform many markets due to its relative affordability and economic resilience, positioning it as a stable environment with opportunities for both buyers and sellers depending on price point and condition.

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# MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON

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PARTNERS**

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	6,321	↑	4,858
NEW LISTINGS	2,945	↑	1,966
PENDING LISTINGS	2,983	↑	2,788
AVERAGE LIST PRICE	\$1,022,388	↓	\$1,028,610
REO LISTINGS	42	↓	50
MONTHS SUPPLY	2.43	↓	2.73
LIST TO SALES PRICE	100.27%	↑	99%
MEDIAN SALES PRICE	\$775,000	↑	\$737,000
SALES CLOSED	2,738	↑	2,127
AVERAGE DAYS ON MARKET	39	↓	56

**Additional Market Data:** I've seen this market cycle more times than I can count — and what we're watching unfold right now in the Puget Sound region has all the hallmarks of a classic spring awakening. Yes, inventory is climbing. Sellers who sat on the sidelines through a sluggish winter are finally stepping forward, and that's healthy. But here's what separates the nervous from the experienced: rising inventory alone doesn't cool a market — not when buyer demand rises with it. And that's exactly what we're seeing. Sales are accelerating. Homes priced right are moving quickly, and multiple-offer situations are returning in the more desirable pockets from the Eastside to South King County to the North Sound. Buyers who waited for "more choices" are now competing for those choices. What this tells me is that we're entering a balanced-to-seller-favoring spring market. Inventory gives buyers hope; sales velocity reminds them not to wait too long. My advice after nearly four decades? Don't overthink it. If the home fits your life and your budget, this market rewards the decisive and punishes the hesitant. Spring 2026 in Puget Sound isn't a bubble — it's a market doing exactly what it's supposed to do.

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# MONTHLY MARKET TRENDS MILWAUKEE, WISCONSIN

## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	2,340		n/a
NEW LISTINGS	2,156		n/a
PENDING LISTINGS	450		n/a
AVERAGE LIST PRICE	\$562,099		n/a
REO LISTINGS	56		n/a
MONTHS SUPPLY	2.34		n/a
LIST TO SALES PRICE	99.7%		n/a
MEDIAN SALES PRICE	\$340,000		n/a
SALES CLOSED	3,769		n/a
AVERAGE DAYS ON MARKET	27		n/a

**Additional Market Data:** Here is a quick, real-world snapshot of Wisconsin's 2026 housing market right now. Prices are still rising (but slower). The Median home prices are up 3–5% YTD where the average home value is around \$320K–\$322K statewide. Equity is growing, but not at crazy pandemic levels. Inventory is still tight, with about 23.9K homes available statewide. Supply is still behind demand, keeping pressure on prices. Sellers still have leverage in many areas. Sales volume is slightly down, and home sales are down 2–4% YTD. Right now, it's more about affordability and limited listings. The market is shifting toward balance. Homes are taking longer to sell (40–67 days) with more negotiation and buyer leverage emerging. Mortgage rates on the other hand are easing slightly. Rates trending toward 5.7%–6.1% range. This will help bring buyers back into the market. There is a strong demand for multi-family & affordability markets. Duplexes and rentals remain high-demand assets.

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# MONTHLY MARKET TRENDS WASHINGTON, DC

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## MARCH 2026

CATEGORIES	Mar 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	2,818	↑	2,477
NEW LISTINGS	1,290	↑	943
PENDING LISTINGS	393	↑	223
AVERAGE LIST PRICE	\$844,705	↑	\$820,237
ACTIVE REO LISTINGS	89	↑	59
MONTHS SUPPLY	7.1	↔	7.1
LIST TO SALES PRICE	98%	↑	94.4%
MEDIAN SALES PRICE	\$670,000	↑	\$599,000
SALES CLOSED	516	↑	387
AVERAGE DAYS ON MARKET	79	↑	69

**Additional Market Data:** The market is being shaped by a combination of economic caution and shifting buyer behavior. In Washington, DC, ongoing concerns around federal employment stability and government-related workforce changes are causing some buyers to pause or proceed more conservatively. At the same time, elevated interest rates continue to impact affordability, reducing purchasing power and increasing sensitivity to price and condition. Buyers in today's market are far more selective, prioritizing well-maintained, move-in-ready homes and often expecting concessions. Properties requiring updates or perceived as overpriced are experiencing longer marketing times and increased negotiation. Additionally, inflationary pressures and overall economic uncertainty are influencing consumer confidence, leading to a more measured pace of decision-making. While demand has not disappeared, it is more disciplined, and sellers must align pricing and condition with current market expectations to successfully attract and secure offers.

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