

USREO PARTNERS

Market Trends *Report*



April 2026
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MARKET AREAS

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

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



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	22,468	↓	24,600
NEW LISTINGS	10,487	↑	6,950
PENDING LISTINGS	8,300	↑	5,660
AVERAGE LIST PRICE	\$679,061	↑	\$479,900
REO LISTINGS	214	↑	197
MONTHS SUPPLY	3.22	↓	4.4
LIST TO SALES PRICE	97.44%	↓	97.63%
MEDIAN SALES PRICE	\$449,998	↓	\$459,900
SALES CLOSED	8,854	↑	5,460
AVERAGE DAYS ON MARKET	82	↑	77.5

Additional Market Data: The Phoenix metro market, including Maricopa and Pinal Counties, continues to show signs of a more balanced housing environment. Inventory levels remain elevated with over 22,000 active listings and a 3.22-month supply, giving buyers more options and negotiating power compared to recent years. While new listings remain strong, pending sales indicate steady buyer activity despite higher interest rates and affordability challenges. The median sales price remains stable near \$450,000, reflecting continued demand in desirable areas. Homes are taking longer to sell, with average days on market at 82, signaling a shift away from the fast-paced seller's market experienced previously. Overall, the market is stabilizing as buyers and sellers adjust to current financing conditions and pricing expectations



MONTHLY MARKET TRENDS ORANGE COUNTY, CALIFORNIA

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APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,266	↑	3,982
NEW LISTINGS	1,595	↑	1,517
PENDING LISTINGS	982	↓	1,986
AVERAGE LIST PRICE	\$1,300,000	↑	\$1,249,000
REO LISTINGS	5	↔	5
MONTHS SUPPLY	2.6	↓	3.3
LIST TO SALES PRICE	99%	↓	99.10%
MEDIAN SALES PRICE	\$1,275,000	↑	\$1,200,000
SALES CLOSED	1,847	↑	1,819
AVERAGE DAYS ON MARKET	36	↑	32

Additional Market Data: Active single-family home listings are 7.6% lower than this time last year. Active condominium listings are up 6.8% compared to the same time last year, which could be due to rising HOA fees. However, inventory remains low relative to demand. Overall, buyers should expect to pay at least the asking price, with little room for negotiation. Many properties are still receiving multiple offers.

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

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MONTHLY MARKET TRENDS LOS ANGELES, CALIFORNIA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	52,386	↑	51,476
NEW LISTINGS	6,898	↑	6,733
PENDING LISTINGS	341	↓	638
AVERAGE LIST PRICE	\$1,862,648	↑	\$1,760,814
ACTIVE REO LISTINGS	12	↓	17
MONTHS SUPPLY	13	↔	13
LIST TO SALES PRICE	74%	↓	75%
MEDIAN SALES PRICE	\$930,000	↑	\$910,000
SALES CLOSED	4,065	↑	2,896
AVERAGE DAYS ON MARKET	41	↓	47

Additional Market Data: April extended the momentum of March for the Los Angeles County housing market, with more listings, faster sales, and higher prices. Active listings inched up to 52,386 and new listings rose to 6,898, signaling continued seller confidence and solid inventory options for buyers. The median sales price climbed from \$910,000 in March to \$930,000 in April, while the average list price moved higher to \$1,862,648, reflecting a strong mix of mid to upper tier homes. Homes sold more quickly, with average days on market shortening from 47 to 41, showing increased buyer urgency. Closed sales jumped to 4,065, confirming robust demand. The sale to list price ratio eased slightly from 75 percent to 74 percent, giving buyers a touch more negotiation room without undermining overall price strength. Distressed inventory remained minimal, with REO listings dipping from 17 to 12, underscoring a stable, well supported market as we move deeper into the spring selling season.

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MONTHLY MARKET TRENDS



RIVERSIDE/SAN BERNARDINO, CALIFORNIA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	15,225	↑	15,008
NEW LISTINGS	512	↑	484
PENDING LISTINGS	5,595	↑	5,274
AVERAGE LIST PRICE	\$680,383	↑	\$677,991
ACTIVE REO LISTINGS	141	↑	127
MONTHS SUPPLY	4	↓	5
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$589,265	↑	\$573,811
SALES CLOSED	3,430	↑	3,229
AVERAGE DAYS ON MARKET	69	↓	70

Additional Market Data: In April 2026, the housing markets throughout Riverside and San Bernardino counties showed early signs of seasonal improvement as inventory levels posted a modest increase heading into the spring and summer months. Home prices also experienced slight upward movement, reflecting continued buyer demand despite affordability challenges and higher mortgage interest rates. Market exposure times remained relatively stable, with average days on market holding near 69 days, indicating a balanced pace of absorption across much of the Inland Empire.

The increase in available inventory is providing buyers with more options and creating a healthier market environment compared to the tighter inventory conditions seen over the past several years. While transaction activity remains measured, current trends suggest the region could experience an increase in pending and closed sales as the summer selling season approaches. Overall, the market continues to stabilize, with moderate price growth, improving inventory levels, and steady demand positioning Riverside and San Bernardino counties for a more balanced and active second quarter of 2026.

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MONTHLY MARKET TRENDS SACRAMENTO, CALIFORNIA



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	16,468	↑	4,083
NEW LISTINGS	5,083	↑	1,395
PENDING LISTINGS	6,928	↑	2,212
AVERAGE LIST PRICE	\$662,500	↓	\$666,500
ACTIVE REO LISTINGS	12	↓	66
MONTHS SUPPLY	2.8	↓	3.2
LIST TO SALES PRICE	98.5%	↔	98.5%
MEDIAN SALES PRICE	\$654,750	↑	\$640,500
SALES CLOSED	8,815	↑	1,739
AVERAGE DAYS ON MARKET	38	↓	45

Additional Market Data: The market across these four counties is moderately competitive with steady buyer demand for well-maintained, move-in-ready homes. Limited quality inventory in many submarkets supports pricing power for clean listings, while higher-priced and newer construction segments (Placer/El Dorado pockets) show slower activity. Mortgage rate sensitivity is moderating buyer purchasing power, increasing negotiation on price and concessions for properties needing work. Investor activity remains active for as-is and discounted opportunities, but owner-occupant buyers dominate for renovated homes. Key influences include local employment trends, inventory levels, and seasonal demand; properties with updated systems, curb appeal, and clear title/permitting histories market faster and attract conventional financing. Recommend pricing to condition, obtain contractor estimates for repairs, and market cleaned or credibly renovated homes to capture broader buyer pools.

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MONTHLY MARKET TRENDS SAN DIEGO, CALIFORNIA



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	5,644	↑	5,026
NEW LISTINGS	2,068	↑	1,625
PENDING LISTINGS	1,642	↑	1,577
AVERAGE LIST PRICE	\$1,655,630	↑	\$1,615,611
ACTIVE REO LISTINGS	14	↑	8
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↓	98%
MEDIAN SALES PRICE	\$1,095,000	↑	\$1,075,000
SALES CLOSED	1,504	↑	1,321
AVERAGE DAYS ON MARKET	29	↔	29

Additional Market Data: The San Diego residential market shifted noticeably in April, characterized by a substantial jump in inventory. Active listings surged 12.3% to 5,644 units, fueled by a massive 27.2% spike in new monthly listings (2,068). While the median sales price crept up to \$1,095,000, the most telling metric for Asset Managers is the decline in the List-to-Sale price ratio, which dropped to 96%. This suggests that despite higher asking prices, the influx of supply is granting buyers significant negotiating leverage, forcing sellers to accept deeper discounts than they were just 30 days ago.

From a default perspective, the "bottleneck" of distressed inventory is beginning to loosen. Active REO listings nearly doubled from 8 to 14 units. While still low in historic terms, this represents a 75% increase in one month, aligning with the broader trend of rising foreclosure activity across the county. With 4 months of supply and a growing delta between Asking & Sales prices, the market is transitioning into a balanced-to-soft state. For Servicers, the widening gap between list and sale price indicates that aggressive initial pricing and rapid asset turnaround will be critical, as traditional competition continues to flood the market.

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MONTHLY MARKET TRENDS SAN FRANCISCO, CALIFORNIA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	5,518	↑	5,461
NEW LISTINGS	2,156	↓	3,143
PENDING LISTINGS	1,584	↑	1,416
AVERAGE LIST PRICE	\$1,564,162	↓	\$1,625,042
ACTIVE REO LISTINGS	62	↓	73
MONTHS SUPPLY	1.95	↓	2.26
LIST TO SALES PRICE	110%	↔	110%
MEDIAN SALES PRICE	\$1,300,000	↔	\$1,300,000
SALES CLOSED	2,829	↑	2,419
AVERAGE DAYS ON MARKET	25	↓	54

Additional Market Data: April 2026 showed a mixed but stabilizing real estate market across the Bay Area. San Mateo County remained one of the strongest markets, driven by tech and AI employment growth, with rising sales activity and continued competition for well-priced homes. San Francisco also saw renewed strength in single-family homes due to limited inventory and returning buyer confidence, though the condo market stayed softer.

Alameda County showed mixed conditions. Fremont, Pleasanton, and Berkeley remained competitive, while Oakland experienced softer demand, more price reductions, and increased buyer leverage. Contra Costa County shifted toward a more balanced market, with moderate sales growth, rising inventory, and slower price appreciation.

Marin County cooled slightly as higher mortgage rates reduced activity and increased time on market, although luxury properties continued to perform relatively well.

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

APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,302	↓	15,990
NEW LISTINGS	4,842	↑	4,621
PENDING LISTINGS	5,598	↑	5,336
AVERAGE LIST PRICE	\$1,787,609	↑	\$1,674,786
ACTIVE REO LISTINGS	367	↑	361
MONTHS SUPPLY	5	↓	5.3
LIST TO SALES PRICE	94.7%	↓	94.9%
MEDIAN SALES PRICE	\$640,000	↓	\$660,000
SALES CLOSED	3,591	↑	2,633
AVERAGE DAYS ON MARKET	45	↓	54

Additional Market Data: The Miami MSA single family market picked up real momentum heading into spring. Active inventory tightened to 15,302 and months of supply eased to 5.0, nudging back toward a seller leaning balance. New listings ticked up to 4,842, but buyer absorption was the story. New pending contracts jumped to 4,186 and total pending inventory grew to 5,598, both up meaningfully from March. Closed sales surged to 3,591, a 36% jump month over month. That tracks with year over year sales growth across Miami Dade and a 30 year fixed rate that has slid to roughly 6.3%, giving buyers a little more breathing room. Days on market dropped to 48, showing well priced homes are moving faster. The median sales price softened slightly to \$640,000, while average list price climbed to \$1.78 million, reflecting continued luxury strength alongside mid market pricing pressure. Sellers are netting 94.7% of list, basically flat. REO activity remains negligible at 367. No signs of distress. Net net, the market is healthier than last month with stronger absorption, but pricing discipline still matters as buyers stay value focused.



MONTHLY MARKET TRENDS MIAMI, FLORIDA (TOWNHOMES/CONDOS)

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	29,759	↓	30,472
NEW LISTINGS	5,713	↑	5,654
PENDING LISTINGS	5,134	↑	4,997
AVERAGE LIST PRICE	\$723,862	↑	\$687,609
ACTIVE REO LISTINGS	547	↑	545
MONTHS SUPPLY	11	↓	11.3
LIST TO SALES PRICE	92.7%	↓	92.5%
MEDIAN SALES PRICE	\$350,000	↑	\$340,000
SALES CLOSED	3,196	↑	2,370
AVERAGE DAYS ON MARKET	75	↔	75

Additional Market Data: The Miami MSA condo and townhome market showed some signs of life in April, but remains firmly in buyer territory. Active inventory eased slightly to 29,759 and months of supply ticked down to 11.0, still deep in buyer market range. Closed sales jumped to 3,196, a nearly 35% increase from March, and new pending contracts rose to 3,647 with total pending inventory at 5,134. That pickup shows real absorption, helped by the 30 year fixed sliding to roughly 6.3% and seasonal spring activity. Median sales price firmed to \$350,000 and sellers captured 92.7% of list, basically flat. Average list price climbed to \$723,862, reflecting luxury weight at the top. Days on market held at 75, confirming buyers remain selective. The bifurcation story has not changed. Newer and well managed buildings with funded reserves are moving, while older inventory continues to struggle under SB 4-D and HB 913 compliance, special assessments often exceeding \$100,000 per unit, rising insurance, and tight financing since FHA and Fannie will not lend on non compliant buildings. Quality of building, not just location, is driving outcomes.



MONTHLY MARKET TRENDS ORLANDO, FLORIDA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	22,520	↑	15,061
NEW LISTINGS	7,488	↑	5,010
PENDING LISTINGS	3,586	↑	3,204
AVERAGE LIST PRICE	\$430,498	↓	\$545,077
ACTIVE REO LISTINGS	89	↑	87
MONTHS SUPPLY	4	↓	5
LIST TO SALES PRICE	96.6%	↑	96%
MEDIAN SALES PRICE	\$336,360	↓	\$405,000
SALES CLOSED	5,206	↑	3,214
AVERAGE DAYS ON MARKET	76	↓	82

Additional Market Data: The Orlando housing market showed a clear shift in April as homes for sale increased 49.5% month over month, significantly expanding buyer choice and reducing seller leverage. Despite the surge in inventory, closed sales rose 62% month over month, indicating demand remains intact when pricing aligns with current market conditions. Volatility remains elevated. Contract cancellations reached 19.4%, the highest rate in Florida and roughly 5 percentage points above the national average, reflecting buyer caution driven by financing costs, insurance pressures, and abundant alternatives. Pricing discipline is critical: 48% of active listings recorded at least one price reduction, underscoring that homes priced correctly at initial list are far more likely to sell without extended marketing times. Economic conditions are adding risk. Unemployment in the Orlando MSA increased to 4.4%, up from roughly 3.0% year over year, signaling softening labor conditions that historically precede rising housing distress. Foreclosure filings are increasing, not at crisis levels, but forming a steady pipeline expected to surface more meaningfully in late 2026 and 2027. Investor segments face additional pressure from the short-term rental market, where over 53,000 STRs compete with average occupancy of just 45%–55%. This oversupply remains a key foreclosure catalyst in Osceola and Polk counties. Overall, Orlando remains active but increasingly price-sensitive, favoring disciplined, market-driven strategies.

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MONTHLY MARKET TRENDS TALLAHASSEE, FLORIDA

APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,042	↑	1,030
NEW LISTINGS	473	↑	374
PENDING LISTINGS	454	↑	390
AVERAGE LIST PRICE	\$384,749	↓	\$400,616
ACTIVE REO LISTINGS	39	↓	43
MONTHS SUPPLY	3.5	↑	3.4
LIST TO SALES PRICE	97.3%	↓	98.1%
MEDIAN SALES PRICE	\$329,900	↓	\$346,000
SALES CLOSED	324	↑	244
AVERAGE DAYS ON MARKET	67	↓	83

Additional Market Data: Market is stable at this time. Inventory is moving a bit, and we have more pending sales than we have had in a long time. Pending sales are up 31%. 10% of the pending inventory is new construction, and builders continue to buy down points and offer closing cost savings. Inventory is stable, but days on market continue to climb, and the average is 67 days. Price to list is also down to 97%. REOs continue to climb and average days on market for REOs is up to 90 days.



MONTHLY MARKET TRENDS TAMPA BAY, FLORIDA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	31,500	↑	27,562
NEW LISTINGS	5,367	↓	6,103
PENDING LISTINGS	11,775	↓	15,890
AVERAGE LIST PRICE	\$470,900	↑	\$465,852
ACTIVE REO LISTINGS	240	↑	228
MONTHS SUPPLY	4.3	↑	4.1
LIST TO SALES PRICE	96.4%	↓	97%
MEDIAN SALES PRICE	\$452,500	↑	\$449,450
SALES CLOSED	5,000	↑	4,890
AVERAGE DAYS ON MARKET	55	↓	57

Additional Market Data: The Tampa Bay residential market has shifted into a more balanced environment after the extreme seller conditions of 2021–2023. Inventory has risen significantly, with roughly 4–6 months of supply overall and much higher condo inventory in some segments, giving buyers more choices and negotiating power. Homes are still selling, but average days on market have increased into the 45–75+ day range, and most properties are closing at 93%–97% of original list price depending on county, product type, and pricing strategy. Hillsborough currently shows the strongest absorption due to population growth and broader affordability, while Pinellas remains stable but more price-sensitive, especially in condos. Manatee has the highest supply and slower pace, largely influenced by new construction, luxury inventory, and insurance-cost pressures. Key factors driving the market include elevated mortgage rates, rising insurance and HOA costs, affordability constraints, condo regulation changes, and cautious buyer behavior. Well-priced, updated homes in desirable locations are still moving, while overpriced listings face longer market times and reductions. Overall, Tampa Bay remains active, but success now depends more on strategic pricing, condition, and local demand dynamics than broad market momentum.



MONTHLY MARKET TRENDS ATLANTA METRO, GEORGIA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	13,721	↑	8,132
NEW LISTINGS	9,014	↑	7,194
PENDING LISTINGS	4,907	↑	3,778
AVERAGE LIST PRICE	\$561,273	↑	\$400,000
ACTIVE REO LISTINGS	22	↔	22
MONTHS SUPPLY	3.5	↔	3.5
LIST TO SALES PRICE	98.3%	↑	98%
MEDIAN SALES PRICE	\$444,995	↑	\$400,000
SALES CLOSED	17,905	↑	3,415
AVERAGE DAYS ON MARKET	46	↓	60

Additional Market Data: The Greater Atlanta market remains relatively stable with modest price appreciation despite slower buyer activity. Residential detached home sales show median prices increasing slightly year-over-year, while inventory levels and days on market continue to rise. Buyers are becoming more selective due to elevated mortgage rates, affordability concerns, and increased housing supply, resulting in longer marketing times and slight reductions in list-to-sale price ratios. However, demand remains supported by continued population growth, employment stability, and strong relocation activity throughout the metro Atlanta area. Attached housing segments, including condos and townhomes, are experiencing softer conditions with declining prices and increased inventory, reflecting reduced demand in that segment. Overall, the market is transitioning toward a more balanced environment, with less aggressive appreciation compared to prior years but continued stability in well-maintained and competitively priced properties.

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MONTHLY MARKET TRENDS CHICAGO, ILLINOIS

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	12,424	↑	11,130
NEW LISTINGS	13,230	↑	11,638
PENDING LISTINGS	2,393	↑	2,177
AVERAGE LIST PRICE	\$584,383	↑	\$568,023
ACTIVE REO LISTINGS	142	↑	126
MONTHS SUPPLY	1.56	↓	1.61
LIST TO SALES PRICE	100.68%	↑	100.1%
MEDIAN SALES PRICE	\$390,000	↑	\$375,000
SALES CLOSED	7,968	↑	6,927
AVERAGE DAYS ON MARKET	26	↓	32

Additional Market Data: The retail market remained strong in April, with both median (\$390,000) and average (\$497,258) sale prices reaching their highest levels compared to the past two years. Prices increased month-over-month and year-over-year, while price per square foot rose to \$252, reflecting continued appreciation. Homes continued selling at or above list price (100.68%), and sales activity increased sharply from March while matching April 2025 levels. Inventory remains extremely tight, continuing to favor sellers despite an increase in new listings. Homes also sold faster, with DOM dropping to 26 days.

The REO market continued to soften. Median sale price declined to \$165,000, down both month-over-month and year-over-year, while price per square foot also decreased. Although the average sale price rose slightly from March, it remained below last year's levels. Sales volume fell and remains at multi-year lows, while homes are taking significantly longer to sell at 79 DOM. The sale-to-list ratio dropped below 100%, signaling weaker buyer competition. Inventory and new listings remain historically low, reflecting an extremely limited but slower-moving distressed market segment.

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MONTHLY MARKET TRENDS BALTIMORE, MARYLAND

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APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,720	↑	3,900
NEW LISTINGS	3,654	↑	3,039
PENDING LISTINGS	1,845	↑	1,717
AVERAGE LIST PRICE	\$670,599	↑	\$633,491
ACTIVE REO LISTINGS	38	↓	85
MONTHS SUPPLY	2.6	↔	2.6
LIST TO SALES PRICE	98.7%	↑	97%
MEDIAN SALES PRICE	\$445,000	↑	\$443,213
SALES CLOSED	2,147	↑	1,818
AVERAGE DAYS ON MARKET	29	↓	45

Additional Market Data: The housing markets in Baltimore, Anne Arundel, Howard, Harford, Carroll, and Queen Anne's Counties remain generally stable with continued buyer demand for well-maintained, move-in-ready homes. Howard and Anne Arundel Counties continue to demonstrate the strongest pricing and competition due to strong employment centers, school systems, and commuter accessibility to Baltimore and Washington, D.C. Baltimore and Harford Counties remain attractive to buyers seeking relative affordability and larger housing inventory, while Carroll and Queen Anne's Counties continue drawing buyers looking for more land, suburban lifestyles, and lower density living.

Higher mortgage interest rates continue to impact affordability across all markets, creating greater price sensitivity among buyers. As a result, properly priced homes in good condition are still selling quickly and often near asking price, while dated or overpriced properties are experiencing longer days on market, price reductions, and increased seller concessions. Inventory levels have improved modestly, giving buyers more choices than in prior years, but overall housing supply remains relatively constrained in many desirable communities. Commuting costs, insurance expenses, and economic uncertainty are also influencing buyer behavior, particularly in the outer suburban and rural counties.

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

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MONTHLY MARKET TRENDS SO. MARYLAND, MARYLAND

APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,618	↑	4,781
NEW LISTINGS	3,566	↑	3,028
PENDING LISTINGS	1,403	↑	1,316
AVERAGE LIST PRICE	\$654,533	↑	\$626,832
ACTIVE REO LISTINGS	78	↓	113
MONTHS SUPPLY	3.4	↓	3.6
LIST TO SALES PRICE	97.5%	↓	98.0%
MEDIAN SALES PRICE	\$512,750	↑	\$495,000
SALES CLOSED	1,890	↑	1,618
AVERAGE DAYS ON MARKET	36	↓	54

Additional Market Data: The housing markets in Montgomery, Prince George's, Charles, and Calvert Counties remain active, but conditions vary by location, price point, and property condition. Montgomery County continues to show the strongest pricing stability and buyer competition due to higher household incomes, proximity to major employment centers, and limited inventory in desirable neighborhoods. Prince George's County remains competitive as buyers continue seeking relative affordability closer to Washington, D.C., particularly for updated homes priced within conforming loan limits. Charles and Calvert Counties continue attracting buyers seeking more space and lower entry prices; however, these markets are experiencing slightly more negotiation and longer days on market due to commuting concerns, higher interest rates, and affordability pressures.

Across all four counties, turnkey properties continue to outperform homes needing repairs or cosmetic updates. Buyers remain payment-sensitive, and elevated mortgage rates are impacting affordability, particularly for first-time buyers. Inventory levels have improved modestly compared to prior years, giving buyers more options and reducing some of the urgency seen during the peak seller's market. Seller concessions and price adjustments are becoming more common on overpriced or dated homes, while properly priced and well-presented properties are still moving quickly and maintaining strong list-to-sale price ratios.

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MONTHLY MARKET TRENDS DETROIT, MICHIGAN



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	7,203	↑	6,510
NEW LISTINGS	2,113	↑	1,907
PENDING LISTINGS	4,409	↑	3,394
AVERAGE LIST PRICE	\$285,000	↑	\$265,000
ACTIVE REO LISTINGS	156	↓	170
MONTHS SUPPLY	2.1	↑	1.8
LIST TO SALES PRICE	98%	↔	98%
MEDIAN SALES PRICE	\$280,000	↑	\$265,000
SALES CLOSED	2,953	↑	2,552
AVERAGE DAYS ON MARKET	38	↓	40

Additional Market Data: The Metro Detroit housing market remained active in April 2026 as the spring market continued gaining momentum. The regional ****median sales price** increased to approximately **\$285,000–\$295,000****, supported by continued buyer demand and limited inventory. Homes sold for roughly ****98%–99% of list price****, showing sellers still maintain strong leverage in most price ranges. ****Average days on market** held steady around **35–45 days****, reflecting a healthier pace compared to the ultra-competitive conditions of previous years. Inventory improved slightly to approximately ****2.0 months of supply****, but remains well below the 4–6 months considered a balanced market. Overall, Metro Detroit continues to favor sellers, though rising inventory and slightly longer market times indicate the market is gradually moving toward a more balanced and sustainable environment heading into the summer season.

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MONTHLY MARKET TRENDS MINNEAPOLIS, MINNESOTA



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	28,282	↑	25,640
NEW LISTINGS	7,150	↑	5,958
PENDING LISTINGS	n/a		n/a
AVERAGE LIST PRICE	\$524,081	↓	\$526,535
ACTIVE REO LISTINGS	n/a		n/a
MONTHS SUPPLY	3	↔	3
LIST TO SALES PRICE	100.4%	↑	100%
MEDIAN SALES PRICE	\$394,000	↑	\$379,900
SALES CLOSED	3,609	↑	3,127
AVERAGE DAYS ON MARKET	36	↓	41

Additional Market Data: Inventory & Supply: Active listings have seen a recovery, with the metro area maintaining between 2.3 and 3.1 months of supply. While still technically a seller's market, this is a significant improvement from the record lows of the early 2020s, offering buyers more selection in neighborhoods like St. Michael and Rosemount. Pricing: The median sales price in the metro area has stabilized around \$380,000. Year-over-year appreciation has slowed to a sustainable 1% to 2.6%, effectively ending the era of volatile price spikes. Market Pace: Homes are spending an average of 45 to 62 days on the market. This slower pace has largely eliminated "take it or leave it" cultures, with roughly 19% of active listings seeing price adjustments.



MONTHLY MARKET TRENDS ST. LOUIS, MISSOURI

APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	5,491	↑	5,384
NEW LISTINGS	1,684	↓	2,425
PENDING LISTINGS	2,889	↑	1,985
AVERAGE LIST PRICE	\$399,261	↓	\$404,058
ACTIVE REO LISTINGS	79	↓	126
MONTHS SUPPLY	2.34	↓	2.65
LIST TO SALES PRICE	99.21%	↓	99.72%
MEDIAN SALES PRICE	\$305,000	↓	\$306,125
SALES CLOSED	2,345	↑	2,027
AVERAGE DAYS ON MARKET	35	↔	35

Additional Market Data: While better weather has brightened the days and interest rates remain attractive, there is a hidden concern over the stability of the economy as a whole. The stock market, gas prices, cost of food, cost of living in general - it's a quiet, delicate balancing act and those every day costs are hitting the buyer's pockets hard. Even though our fluctuations tend to be less dramatic, any undo stressors can quickly change the market in either direction. Key factors such as DOM, average LP, median SP all remains generally stable. The fluctuations seem to affect categories such as number of new listings, pending sales, and closed sales. They look more like an EKG from month to month but in the long run, it stays relatively stable and keeps on ticking. Another point of interest is that St. Charles County, who has been touted as the fastest growing county for probably the last 15 yrs has lost that crown to Lincoln County as buyer's are finding more land and more affordability.

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MONTHLY MARKET TRENDS NEWARK, NEW JERSEY



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	5,625	↑	5,165
NEW LISTINGS	2,529	↑	2,510
PENDING LISTINGS	3,703	↑	3,695
AVERAGE LIST PRICE	\$708,900	↑	\$705,000
ACTIVE REO LISTINGS	48	↑	44
MONTHS SUPPLY	2.87	↑	2.85
LIST TO SALES PRICE	101.3%	↔	101.3%
MEDIAN SALES PRICE	\$610,580	↓	\$613,000
SALES CLOSED	2,309	↓	2,420
AVERAGE DAYS ON MARKET	41	↑	36

Additional Market Data: Overall, the market reflects strong underlying demand supported by limited supply, with the trajectory into late spring dependent on whether listing volume can meaningfully increase to ease competitive pressures. April 2026 marked a full transition into the spring market, with a noticeable increase in both new listings and pending activity across all six counties. While inventory expanded, it remained insufficient to meet buyer demand, keeping months supply below 3 months and maintaining a seller-leaning environment.

Competition intensified, particularly in Essex, Somerset, and Morris counties, where properties continued to sell above list price and days on market declined. Buyers demonstrated increased urgency as more inventory became available, but pricing discipline remained critical, with well-positioned homes attracting multiple offers. Sussex and parts of Hunterdon experienced a more measured pace, with longer marketing times and greater sensitivity to pricing.

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

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MONTHLY MARKET TRENDS CATSKILLS REGION, NEW YORK

APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	521	↑	396
NEW LISTINGS	227	↑	127
PENDING LISTINGS	139	↓	143
AVERAGE LIST PRICE	\$439,000	↑	\$415,000
ACTIVE REO LISTINGS	8	↑	6
MONTHS SUPPLY	7.14	↑	5.24
LIST TO SALES PRICE	93.4%	↓	93.8%
MEDIAN SALES PRICE	\$322,500	↓	\$329,500
SALES CLOSED	54	↓	64
AVERAGE DAYS ON MARKET	111	↓	124

Additional Market Data: The Catskills market, represented by Sullivan County, remained slower paced and more buyer-favorable in April 2026. Inventory increased to 7.14 months of supply, while median days on market remained elevated at 111 days, reflecting longer selling timelines and greater buyer leverage.

Although listing activity increased during the month, pending and closed sales remained modest. The median sale price was \$322,500, with homes selling at 93.4% of asking price on average, indicating continued negotiation and pricing adjustments.

REO inventory increased to 8 active listings, making distressed inventory more noticeable relative to overall market volume.



MONTHLY MARKET TRENDS HUDSON VALLEY REGION, NEW YORK

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,664	↑	3,346
NEW LISTINGS	1,897	↑	1,499
PENDING LISTINGS	2,615	↑	1,597
AVERAGE LIST PRICE	\$710,000	↑	\$620,000
ACTIVE REO LISTINGS	73	↓	86
MONTHS SUPPLY	3.5	↓	3.8
LIST TO SALES PRICE	100.2%	↑	99.2%
MEDIAN SALES PRICE	\$592,000	↑	\$525,000
SALES CLOSED	838	↑	824
AVERAGE DAYS ON MARKET	52	↓	54

Additional Market Data: The Hudson Valley market remained active in April 2026, though conditions varied by county. Westchester continued to lead the region with just 2.28 months of inventory and homes selling well above asking price, reflecting strong demand and limited supply. Putnam and Rockland also remained tight seller-oriented markets.

Orange and Dutchess Counties showed more balanced conditions, with rising inventory and strong new listing activity alongside healthy buyer demand. Ulster continued to normalize with increased inventory and longer marketing times, while Columbia remained the slowest-moving market in the region.

Distressed inventory remained limited overall, with 73 REO listings concentrated primarily in Westchester and Orange Counties. Overall, the Hudson Valley market remains stable, with improving inventory levels and continued regional variation.

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MONTHLY MARKET TRENDS NEW YORK, NEW YORK – NASSAU

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	2,516	↑	2,074
NEW LISTINGS	1,526	↑	1,207
PENDING LISTINGS	939	↑	881
AVERAGE LIST PRICE	\$1,045,060	↓	\$1,057,806
ACTIVE REO LISTINGS	48	↑	41
MONTHS SUPPLY	3.1	↑	2.5
LIST TO SALES PRICE	100.3%	↓	100.6%
MEDIAN SALES PRICE	\$828,750	↓	\$800,000
SALES CLOSED	590	↓	635
AVERAGE DAYS ON MARKET	51	↓	58

Additional Market Data: Market conditions across Long Island and the greater New York metro area remained heavily influenced by low housing supply during April. Although spring activity continued to build, the number of homes coming to market in Queens, Nassau, and Suffolk counties stayed relatively limited compared to normal seasonal patterns. As a result, overall sales activity has remained somewhat restrained, despite continued interest from motivated buyers. Competitive bidding and selective purchasing behavior have remained common throughout many segments of the market.

Looking ahead, the market is expected to gain additional traction as more homeowners begin listing properties later in the spring season. An increase in inventory should generate greater movement across the marketplace, leading to higher showing activity, stronger buyer engagement, and a rise in contract activity throughout the region.

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MONTHLY MARKET TRENDS NEW YORK, NEW YORK – SUFFOLK



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,136	↑	2,753
NEW LISTINGS	1,845	↑	1,575
PENDING LISTINGS	1,271	↑	1,103
AVERAGE LIST PRICE	\$868,604	↑	\$866,393
ACTIVE REO LISTINGS	62	↓	65
MONTHS SUPPLY	2.8	↑	2.5
LIST TO SALES PRICE	100.8%	↑	100.7%
MEDIAN SALES PRICE	\$680,000	↑	\$670,000
SALES CLOSED	803	↓	813
AVERAGE DAYS ON MARKET	60	↔	60

Additional Market Data: Market conditions across Long Island and the greater New York metro area remained heavily influenced by low housing supply during April. Although spring activity continued to build, the number of homes coming to market in Queens, Nassau, and Suffolk counties stayed relatively limited compared to normal seasonal patterns. As a result, overall sales activity has remained somewhat restrained, despite continued interest from motivated buyers. Competitive bidding and selective purchasing behavior have remained common throughout many segments of the market.

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MONTHLY MARKET TRENDS NEW YORK, NEW YORK – QUEENS



APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,636	↑	3,430
NEW LISTINGS	1,225	↑	1,197
PENDING LISTINGS	685	↑	631
AVERAGE LIST PRICE	\$686,351	↑	\$626,893
ACTIVE REO LISTINGS	57	↑	53
MONTHS SUPPLY	6.3	↑	5.9
LIST TO SALES PRICE	97.7%	↑	97.1%
MEDIAN SALES PRICE	\$672,500	↑	\$557,725
SALES CLOSED	491	↓	492
AVERAGE DAYS ON MARKET	80	↔	80

Additional Market Data: Market conditions across Long Island and the greater New York metro area remained heavily influenced by low housing supply during April. Although spring activity continued to build, the number of homes coming to market in Queens, Nassau, and Suffolk counties stayed relatively limited compared to normal seasonal patterns. As a result, overall sales activity has remained somewhat restrained, despite continued interest from motivated buyers. Competitive bidding and selective purchasing behavior have remained common throughout many segments of the market.

Looking ahead, the market is expected to gain additional traction as more homeowners begin listing properties later in the spring season. An increase in inventory should generate greater movement across the marketplace, leading to higher showing activity, stronger buyer engagement, and a rise in contract activity throughout the region.

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MONTHLY MARKET TRENDS LAS VEGAS, NEVADA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	9,851	↑	9,822
NEW LISTINGS	1,931	↑	1,768
PENDING LISTINGS	1,187	↑	1,127
AVERAGE LIST PRICE	\$580,000	↓	\$584,375
ACTIVE REO LISTINGS	86	↓	88
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	96%	↔	96%
MEDIAN SALES PRICE	\$473,875	↓	\$481,995
SALES CLOSED	613	↑	598
AVERAGE DAYS ON MARKET	56	↓	167

Additional Market Data: The market is softening a bit, especially at lower price points; demand remains somewhat strong and the valley still has fewer than 10,000 properties ready for sale, which is not a lot for a city of about 2.5 million people. Different areas of the valley were performing at their own pace: the Las Vegas core was the most competitive, Henderson saw premium lifestyle demand, North Las Vegas remained affordable and investor friendly, Summerlin maintained strong high end demand, and the Southwest corridor continued to show growth. April 2026 was a market in transition, no longer the ultra competitive seller's market of recent years, but not distressed either. Buyers had more negotiating room, while sellers in well priced, move-in-ready homes were still seeing solid activity.



MONTHLY MARKET TRENDS PHILADELPHIA, PENNSYLVANIA

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	10,376	↑	9,147
NEW LISTINGS	6,086	↑	5,191
PENDING LISTINGS	2,634	↓	2,778
AVERAGE LIST PRICE	\$474,000	↑	\$454,780
ACTIVE REO LISTINGS	353	↑	339
MONTHS SUPPLY	3.2	↓	3.5
LIST TO SALES PRICE	93%	↓	94%
MEDIAN SALES PRICE	\$441,000	↑	\$426,864
SALES CLOSED	3,195	↑	2,712
AVERAGE DAYS ON MARKET	30	↓	41

Additional Market Data: Most of the market indicators in the Philadelphia region are on the rise. New listings, active listings, average list prices, closed sales and median sales prices have all gone up indicating the spring market is in full bloom. Pending listings did decrease some but days on market decreased as well. Sellers are patient when determining when to cut their list price for the first time. In the first quarter of 2026, more than half (54.2%) of homes that eventually cut their asking price were on the market more than a month before the seller dropped the asking price. Higher-priced home sellers are inclined to wait the longest. Nearly two-thirds (65.3%) of sellers of homes priced at \$1 million or more waited more than a month to cut their asking price. There is continued resiliency in the luxury market compared to the overall market.



MONTHLY MARKET TRENDS SOUTH CENTRAL, PENNSYLVANIA

APRIL 2026

CATEGORIES	Apr 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,326	↓	2,001
NEW LISTINGS	2,235	↑	2,138
PENDING LISTINGS	2,101	↑	1,567
AVERAGE LIST PRICE	\$352,231	↑	\$345,816
ACTIVE REO LISTINGS	19	↓	27
MONTHS SUPPLY	2.21	↓	2.23
LIST TO SALES PRICE	100.5%	↑	98.7%
MEDIAN SALES PRICE	\$300,000	↑	\$290,000
SALES CLOSED	1,683	↑	1,449
AVERAGE DAYS ON MARKET	24	↓	33

Additional Market Data: It was a record setting month for traditional resales in South Central PA with the Lancaster County outperforming the rest of the market. Lancaster County was ranked the 10th hottest real estate market in the entire country. Overall, the data indicates a fast-moving, seller-leaning market with strong demand and limited inventory. On the distressed side, REO activity remains minimal compared to the overall market, with just 19 active REO properties and 17 sold during the month. However, REO properties trade at a significant discount averaging only \$107.87 per square foot, about a 39% discount compared to traditional sales. They also take longer to sell, averaging 53 days on market, which is about 32 additional days compared to the broader market. Data reflects the markets in York, Harrisburg, Lancaster, and Reading, Pennsylvania.



MONTHLY MARKET TRENDS LEHIGH VALLEY, PENNSYLVANIA

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APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	824	↑	662
NEW LISTINGS	989	↑	707
PENDING LISTINGS	639	↓	961
AVERAGE LIST PRICE	\$344,016	↓	\$424,467
ACTIVE REO LISTINGS	2	↓	7
MONTHS SUPPLY	2.87	↓	3.33
LIST TO SALES PRICE	101.1%	↑	99.99%
MEDIAN SALES PRICE	\$260,000	↓	\$343,000
SALES CLOSED	740	↑	414
AVERAGE DAYS ON MARKET	32	↓	35

Additional Market Data: More inventory = more sales. Homes are listed at a lower amounts but are a selling above asking price in less days than in previous months. Demand remains steady. REO listings are practically nonexistent. This data covers the metropolitan areas of Allentown-Bethlehem-Easton.



MONTHLY MARKET TRENDS DALLAS/FT WORTH, TEXAS

APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	58,378	↑	56,367
NEW LISTINGS	23,210	↑	22,305
PENDING LISTINGS	9,229	↑	8,861
AVERAGE LIST PRICE	\$503,759	↑	\$496,085
ACTIVE REO LISTINGS	339	↑	334
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$319,900	↑	\$310,100
SALES CLOSED	13,677	↑	13,420
AVERAGE DAYS ON MARKET	75	↓	86

Additional Market Data: The DFW housing market continued to show signs of stabilization & increased activity in April, with nearly every key metric improving over the prior month. Active & new listings rose, giving buyers more options & contributing to a more balanced market environment. Average days on market dropped 11 days, signaling that well-priced homes are still attracting strong buyer interest. These shifts are being driven by several broader market factors, including increased inventory levels across North Texas, moderating price appreciation, & continued buyer demand despite mortgage rates remaining in the mid-6% range. Industry reports indicate that affordability challenges and economic uncertainty are causing buyers to be more selective, while sellers are adjusting pricing expectations as the market transitions away from the highly competitive conditions seen in previous years.

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MONTHLY MARKET TRENDS HOUSTON, TEXAS

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APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	76,024	↑	73,757
NEW LISTINGS	29,775	↑	28,943
PENDING LISTINGS	7,994	↑	7,313
AVERAGE LIST PRICE	\$390,957	↑	\$382,138
ACTIVE REO LISTINGS	454	↓	477
MONTHS SUPPLY	5.4	↑	4.9
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	\$223,000	↑	\$190,000
SALES CLOSED	14,084	↑	14,062
AVERAGE DAYS ON MARKET	88	↓	92

Additional Market Data: The Houston residential market in April 2026 continued the spring season's pattern of balance and stability. Building on March's momentum—when single-family home sales rose 3.7% year over year to 7,644 closings and pending sales jumped 12.8%—buyer demand remained active throughout April. The median single-family price held near \$330,000, with the average around \$420,510, both down roughly 1–1.5% YoY as prices continued to moderate. Days on market hovered around 67, giving buyers more decision time. Inventory stayed elevated near 4.7 months of supply with active listings up 8.7%, signaling a balanced-to-buyer-friendly environment. Investor activity remained robust: roughly 30.3% of single-family transactions went to corporate/LLC buyers, 75% in cash, with only 6.5% from out-of-state—reflecting Houston's locally-driven capital base. The luxury segment softened slightly, while townhome/condo sales posted modest gains. Improved affordability—monthly payments roughly \$106 below a year ago on a median-priced home—continues to support demand. Overall: a steady, opportunity-rich market for both buyers and sellers.

Note: overall report is for all types of real estate including land.

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MONTHLY MARKET TRENDS SEATTLE/TACOMA, WASHINGTON

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APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	8,110	↑	6,321
NEW LISTINGS	3,119	↑	2,945
PENDING LISTINGS	3,381	↑	2,983
AVERAGE LIST PRICE	\$1,037,226	↑	\$1,022,388
REO LISTINGS	49	↑	42
MONTHS SUPPLY	2.65	↑	2.43
LIST TO SALES PRICE	99.8%	↓	100.27%
MEDIAN SALES PRICE	\$797,500	↑	\$775,000
SALES CLOSED	3,050	↑	2,738
AVERAGE DAYS ON MARKET	33	↓	39

Additional Market Data: After nearly four decades in real estate, I can tell you the Puget Sound market is showing clear signs of waking up — just not all at once. Inventory levels are climbing, which is giving buyers more choices and creating healthier market conditions than we've seen in recent years. At the same time, keybox openings and showing activity are increasing, which tells me buyers are absolutely back in the market and actively watching opportunities. However, closings are still lagging behind. Buyers remain cautious around affordability, interest rates, and broader economic uncertainty, so many are taking longer to make decisions. Sellers are also adjusting to a market where pricing strategy and presentation matter again. What we're seeing is not a stalled market — it's a transitioning market. Activity is building underneath the surface. Historically, rising showings tend to lead pending sales and closings by several weeks. The energy is returning, but the recovery is measured, disciplined, and moving at a more sustainable pace.

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MONTHLY MARKET TRENDS MILWAUKEE, WISCONSIN

**USREO
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APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	2,231	↓	2,340
NEW LISTINGS	887	↓	2,156
PENDING LISTINGS	280	↓	450
AVERAGE LIST PRICE	\$528,000	↓	\$562,099
REO LISTINGS	91	↑	56
MONTHS SUPPLY	1	↓	2.34
LIST TO SALES PRICE	105.88%	↑	99.7%
MEDIAN SALES PRICE	\$412,000	↑	\$340,000
SALES CLOSED	71	↓	3,769
AVERAGE DAYS ON MARKET	3	↓	27

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 \$322,000–\$528,000 statewide. Equity is growing, and inventory is still tight, with about 1,887 homes available statewide. Supply is still behind demand, keeping pressure on prices. Sellers still have leverage in many areas. Sales volume has picked up, and home sales are up 2–4% YTD. Right now, it's more about affordability and limited listings. The market is shifting back to a seller's market. Homes are moving at a fast pace (2–22 days), buyer leverage is now a thing of the past. Mortgage rates, on the other hand, are easing slightly. Rates are around 6.36% locally, trending toward the 6.1%–6.3% range. This will help bring buyers back into the market. There is still a strong demand for multi-family & affordability housing in my markets. Duplexes and rentals remain high-demand assets.

Information provided for this market by **James Harris** at **Vylla Home**.

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MONTHLY MARKET TRENDS WASHINGTON, DC

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APRIL 2026

CATEGORIES	Apr 2026	Increase/Decrease	Prior Month
ACTIVE LISTINGS	3,162	↑	2,818
NEW LISTINGS	1,482	↑	1,290
PENDING LISTINGS	394	↑	223
AVERAGE LIST PRICE	\$854, 917	↑	\$844,705
ACTIVE REO LISTINGS	65	↓	89
MONTHS SUPPLY	6	↓	7.1
LIST TO SALES PRICE	98%	↔	98%
MEDIAN SALES PRICE	\$661,500	↓	\$670,000
SALES CLOSED	586	↑	516
AVERAGE DAYS ON MARKET	50	↓	79

Additional Market Data: The Washington, D.C. housing market remains active but has become more price-sensitive compared to the aggressive seller's market of the past few years. Well-priced, updated homes in desirable neighborhoods continue to attract strong interest and, in some cases, multiple offers, while properties that are overpriced, dated, or require significant repairs are sitting longer and experiencing price reductions. Higher interest rates continue to impact affordability, particularly for first-time buyers and condo purchasers, leading to increased negotiation and seller concessions in certain segments. Federal workforce uncertainty and broader economic concerns are also causing some buyers to move more cautiously. Inventory levels have improved slightly, giving buyers more options and reducing some of the urgency seen in prior years. However, demand remains steady due to the area's strong employment base, limited land supply, and continued appeal as a major employment and government hub. Overall, the market is transitioning toward a more balanced environment, though turnkey homes still command premium pricing and stronger list-to-sale ratios.

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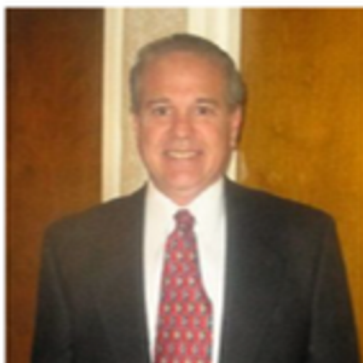
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