USREO PARTNERS

Market Trends *Report*

June 2026

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MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
Phoenix, AZ	Maricopa, Pinal	Ramiro Gonzalez
Orange County, CA	Orange	Jennifer Blake
Los Angeles, CA	Los Angeles	Jeff Russell
Riverside/San Bernardino, CA	Riverside, San Bernardino	Monica Hill
Sacramento, CA	El Dorado, Placer, Sacramento, Yolo	Serina Lowden
San Diego	San Diego	Joe Gummerson
San Francisco, CA	Alameda, Contra Costa, Marin, San Francisco, San Mateo	Anh Pham
Miami, FL (Single Family-Detached)	Broward, Miami-Dade, Palm Beach (Single Family-Detached)	Eddie Blanco
Miami, FL (Townhomes/Condos)	Broward, Miami-Dade, Palm Beach (Townhomes/Condos)	Eddie Blanco
Orlando, FL	Lake, Orange, Osceola, Seminole	Joe Doher
Tallahassee, FL	Gadsden, Jefferson, Leon, Wakulla	Danielle Galvin
Tampa Bay, FL	Hernando, Hillsborough, Pasco, Pinellas	Peter Chicouris

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
Metro Atlanta, GA	Cherokee, Clayton, Cobb, Coweta, Bartow, Dekalb, Douglas, Fayette, Forsyth, Fulton, Gwinnett, Henry, Rockdale	Nikki Crowder
Chicago, IL	Cook, DeKalb, DuPage, Grundy, Kane, Kendall, Lake, McHenry, Will	Patti Furman
Baltimore, MD	Anne Arundel, Baltimore, Carroll, Harford, Howard, Queen Anne's	Melanie Gamble
So. Maryland, MD	Prince George's, Montgomery, Charles, Calvert	Melanie Gamble
Detroit, MI	Macomb, Oakland, Wayne	Sam Hantosh
Minneapolis, MN	Anoka, Carver, Chisago, Dakota, Hennepin, Isanti, Ramsey, Scott, Sherburne, Washington, Wright	Scott Rodman
St. Louis, MO	Crawford, Franklin, Jefferson, Lincoln, St. Charles, St. Louis, Warren	Cathy Davis
Las Vegas, NV	Clark	Brandy White Elk
Newark, NJ	Essex, Hunterdon, Morris, Somerset, Sussex, Union	Nick Verdi
Catskills Region, NY	Sullivan	Lee A. Raphael
Hudson Valley, NY	Dutchess, Ulster,Orange, Putnam, Rockland, Westchester, Columbia	Lee A. Raphael

MARKET AREAS

AREA	COUNTIES INCLUDED	PROVIDED BY
New York, NY	Naussau, Suffolk, Queens (presented in separate charts)	Todd Yovino
Philadelphia, PA	Bucks, Chester, Delaware, Montgomery, Philadelphia	Mitchell Cohen
South Central, PA	Adams, Berks, Cumberland, Dauphin, Lancaster, Lebanon, York	Mark Rebert
Lehigh Valley, PA	Allentown, Bethlehem, Easton	Mark Rebert
Dallas, TX	Collin, Dallas, Denton, Ellis, Hood, Hunt, Johnson, Kaufman, Parker, Rockwall, Somervell, Tarrant, Wise	Sharon Bartlett
Houston, TX	Austin, Brazoria, Chambers, Fort Bend, Galveston, Harris, Liberty, Montgomery, Waller	Derek Montes
Seattle/Tacoma, WA	King, Pierce, Snohomish	Ed Laine
Washington, DC	District of Columbia	Melanie Gamble

USREO PARTNERS

MONTHLY
MARKET TRENDS
PHOENIX, ARIZONA

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**20,857**	↑	22,076
NEW LISTINGS	**7,563**	↓	8,280
PENDING LISTINGS	**6,821**	↓	7,890
AVERAGE LIST PRICE	**$633,059**	↓	$670,343
REO LISTINGS	**180**	↑	132
MONTHS SUPPLY	**3.23**	↑	3.22
LIST TO SALES PRICE	**98.49%**	↑	91%
MEDIAN SALES PRICE	**$623,513**	↑	$609,994
SALES CLOSED	**6,465**	↓	6,794
AVERAGE DAYS ON MARKET	**84**	↑	81

Additional Market Data: The residential real estate market in Maricopa and Pinal Counties continues to favor buyers, with inventory remaining elevated and homes taking longer to sell than a year ago. While active listings remain well above historical norms, demand has remained steady, helping keep home values relatively stable. Sellers are receiving approximately 98.5% of their asking price on average.

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MONTHLY

MARKET TRENDS
ORANGE COUNTY, CALIFORNIA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	4,693	↑	3,951
NEW LISTINGS	1,531	↑	1,387
PENDING LISTINGS	644	↓	860
AVERAGE LIST PRICE	$1,329,000	↑	$1,269,000
REO LISTINGS	3	↑	0
MONTHS SUPPLY	2.6	↑	2.95
LIST TO SALES PRICE	99.8%	↑	99.7%
MEDIAN SALES PRICE	$1,275,000	↑	$1,194,000
SALES CLOSED	1,902	↑	1,771
AVERAGE DAYS ON MARKET	32	⇄	32

Additional Market Data: Orange County home sales remain strong. Multiple offers are very common on homes priced just below $1 million. Overall, homes prices have stabilized, with modest, low single-digit appreciation. Most homes are not experiencing price reduction except properties priced above $3 million, which have seen a slight adjustments.

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USREO PARTNERS

MONTHLY

MARKET TRENDS

LOS ANGELES, CALIFORNIA

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	53,186	↑	52,656
NEW LISTINGS	6,620	↑	6,497
PENDING LISTINGS	1,631	↑	1,600
AVERAGE LIST PRICE	$1,769,029	↑	$1,753,392
ACTIVE REO LISTINGS	22	↑	19
MONTHS SUPPLY	13	↔	13
LIST TO SALES PRICE	78%	↔	78%
MEDIAN SALES PRICE	$950,000	↑	$941,000
SALES CLOSED	4,234	↑	3,966
AVERAGE DAYS ON MARKET	41	↔	41

Additional Market Data: June extended the strength of the Los Angeles County housing market, with slightly more inventory, higher prices, and solid buyer demand compared with May. Active listings rose to 53,186 and new listings to 6,620, keeping supply steady at 13 months while giving buyers a bit more choice. Median sales price climbed from 941,000 in May to 950,000 in June, and average list price edged up to $1,769,029, showing continued upward pressure in mid- and upper-tier segments. Closed sales increased to 4,234 and days on market held at 41, confirming a brisk, steady sales pace. The sale-to-list price ratio stayed at 78 percent, indicating balanced negotiations, while a small uptick in REO listings to 22 still leaves distressed inventory a very minor part of overall activity.

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MONTHLY
MARKET TRENDS
RIVERSIDE/SAN BERNARDINO, CALIFORNIA

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**16,101**	↑	14,837
NEW LISTINGS	**532**	↑	498
PENDING LISTINGS	**6,210**	↓	6,458
AVERAGE LIST PRICE	**$769,352**	↑	$691,461
ACTIVE REO LISTINGS	**178**	↑	151
MONTHS SUPPLY	**4**	↑	3
LIST TO SALES PRICE	**98%**	↑	96%
MEDIAN SALES PRICE	**$578,289**	↑	$569,237
SALES CLOSED	**3,942**	↓	4,076
AVERAGE DAYS ON MARKET	**68**	↑	66

Additional Market Data: The Riverside and San Bernardino County housing markets showed mixed but generally stable conditions during June 2026. Riverside County experienced a modest decline in active inventory, along with fewer new and pending listings, indicating that both sellers and buyers became somewhat more cautious as the summer market began. San Bernardino County recorded a slight increase in active and pending inventory, providing buyers with additional choices and somewhat greater negotiating leverage. Average asking prices remained relatively firm, while properties across both counties generally sold near their listed prices. Marketing times increased slightly to approximately 67 to 68 days, reinforcing the importance of accurate pricing and strong property presentation. Overall, Riverside County remained relatively balanced, while San Bernardino County continued to lean more buyer-friendly due to its higher available supply. Distressed inventory remains limited, although foreclosure and REO activity should continue to be monitored during the second half of the year.

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MONTHLY
MARKET TRENDS
SACRAMENTO, CALIFORNIA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	*Prior Month
ACTIVE LISTINGS	**5,027**	↓	16,468
NEW LISTINGS	**1,638**	↓	5,083
PENDING LISTINGS	**2,220**	↓	6,928
AVERAGE LIST PRICE	**$650,000**	↓	$662,500
ACTIVE REO LISTINGS	**12**	⇄	12
MONTHS SUPPLY	**3**	↑	2.8
LIST TO SALES PRICE	**98%**	↓	98.5%
MEDIAN SALES PRICE	**$676,000**	↑	$654,750
SALES CLOSED	**2,064**	↓	8,815
AVERAGE DAYS ON MARKET	**24**	↓	38

Additional Market Data: The four-county region remains a modest seller's market, though conditions have cooled from the intensity of recent years. Months of supply sits in the 2–3 range across the board — well under the 4-6 months that defines balance — while homes are still selling near or at full asking price (98-100% list-to-sale ratios). Sacramento County anchors the region's affordability and volume, selling at essentially 100% of list price in under three weeks, driven by continued Bay Area migration seeking value and space. Placer and Yolo counties show similar tight absorption, with Yolo benefiting from steady UC Davis-driven demand. El Dorado Hills stands apart as the priciest and slowest-moving submarket (42 days on market, $875K+ median), with a sharp split by price band — strong seller leverage under $1.5M, but luxury inventory above $2M sitting for 100+ days as buyer appetite thins at the top. Inventory is rising modestly year-over-year across the region (up 15-20% in Sacramento), giving buyers more selection than in 2021-2023, but supply still trails the multi-year average enough to keep sellers in control. Rate stability and steady in-migration are the key demand drivers; elevated insurance costs (especially wildfire zones in El Dorado/Placer) are an emerging headwind on the margins.

**May 2026 data was unavailable; comparisons are based on April 2026 statistics*

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MONTHLY
MARKET TRENDS
SAN DIEGO, CALIFORNIA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**5,882**	↑	5,746
NEW LISTINGS	**1,605**	↓	1,820
PENDING LISTINGS	**1,543**	↓	1,611
AVERAGE LIST PRICE	**$1,645,339**	↓	$1,861,950
ACTIVE REO LISTINGS	**13**	↑	12
MONTHS SUPPLY	**4**	⇄	4
LIST TO SALES PRICE	**98%**	↑	97%
MEDIAN SALES PRICE	**$1,109,950**	↑	$1,077,750
SALES CLOSED	**1,578**	↑	1,408
AVERAGE DAYS ON MARKET	**24**	↑	23

Additional Market Data: As we enter into the Summer Selling Season, we saw an increased number of Active Listings, even though the number of New Listings dropped by 12% month over month. This may be indicative of the number of Pending Sales that came Back on the Market. Months of Supply and the List to Sales Price percentage stayed pretty stable. The biggest surprise in June was the drop in the Average Listing Price, also down 12%. We're starting to see entry level properties lower their asking prices, which is pulling down the Median.

The overall consensus for First and Second time buyers is that prices are still too high. Many potential Home Buyers feel priced out of the San Diego County housing market.

Notice of Default volume is increasing, along with the number of properties making it through the foreclosure process to REO. Yet, the number of REO listings is still very low for a county of this size. 80% of the recently foreclosed upon properties are sitting on the sidelines, as unlisted inventory.

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MONTHLY
MARKET TRENDS
SAN FRANCISCO, CALIFORNIA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	7,838	↓	8,312
NEW LISTINGS	3,063	↑	2,834
PENDING LISTINGS	1,323	↓	1,324
AVERAGE LIST PRICE	$1,425,159	↓	$1,591,705
ACTIVE REO LISTINGS	74	↓	78
MONTHS SUPPLY	2.5	↓	2.6
LIST TO SALES PRICE	110%	⇄	110%
MEDIAN SALES PRICE	$1,270,000	↓	$1,320,000
SALES CLOSED	3,189	↑	3,167
AVERAGE DAYS ON MARKET	29	↓	48

Additional Market Data: The Bay Area market remained highly localized in June. San Francisco was the clear standout, fueled by AI hiring and anticipated tech liquidity, resulting in intense competition, limited inventory, and frequent multiple-offer sales - particularly in the $2m-$5m range. Alameda and Contra Costa maintained stable demand, though buyers remained price-sensitive and inventory improved modestly, giving purchasers slightly more negotiating power. Marin and San Mateo continued to benefit from limited supply and affluent buyer demand, keeping well-priced homes moving quickly despite elevated mortgage rates. Across all five counties, turnkey homes in desirable neighborhoods continued to command premium pricing, while properties requiring significant repairs or priced aggressively experienced longer market times and price reductions. Buyers remain selective, but quality inventory continues to sell quickly.

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USREO PARTNERS

MONTHLY

MARKET TRENDS
MIAMI, FLORIDA
(SINGLE FAMILY-DETACHED)

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	14,105	↓	14,679
NEW LISTINGS	4,680	↑	4,679
PENDING LISTINGS	5,770	↓	5,829
AVERAGE LIST PRICE	$1,527,756	↓	$1,623,165
ACTIVE REO LISTINGS	349	↓	392
MONTHS SUPPLY	4.6	↓	4.8
LIST TO SALES PRICE	95.3%	↑	95.2%
MEDIAN SALES PRICE	$660,000	↑	$650,000
SALES CLOSED	3,625	↑	3,542
AVERAGE DAYS ON MARKET	38	↓	39

Additional Market Data: The Miami MSA single family market tightened further in June. Active inventory fell to 14,105 and months of supply slipped to 4.6, pushing deeper into seller leaning territory. New listings held flat at 4,680 while new pendings eased to 3,901 and total pending inventory settled at 5,770, yet closed sales climbed to 3,625, consistent with Miami Dade's ninth straight month of year over year sales gains. Days on market ticked down to 38 and sellers netted 95.3% of list, both signaling firm pricing power. Median sales price rose to $660,000 while average list price pulled back to $1.53 million as new inventory kept skewing less luxury heavy. Rates remain the watch item. The 30 year fixed sat in the mid 6s all month and drifted higher after a hawkish June Fed meeting, with forecasts calling for 6.7% by year end, yet demand keeps looking past it. One tailwind arrived: Citizens insurance cuts of 11 to 14% across the tri-county land hardest on single family homes. REO fell to 349, still negligible, with no signs of distress in the sold numbers. June delivered a tighter, faster market with firmer pricing, powered by steady absorption and Miami's continued pull on domestic and international capital.

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MONTHLY
MARKET TRENDS
MIAMI, FLORIDA
(TOWNHOMES/CONDOS)

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**28,572**	↓	29,188
NEW LISTINGS	**5,340**	↓	5,344
PENDING LISTINGS	**5,069**	↓	5,142
AVERAGE LIST PRICE	**$648,691**	↓	$674,929
ACTIVE REO LISTINGS	**505**	↓	522
MONTHS SUPPLY	**10.5**	↓	10.8
LIST TO SALES PRICE	**92.9%**	↑	92.8%
MEDIAN SALES PRICE	**$345,000**	↓	$355,000
SALES CLOSED	**3,024**	↓	3,198
AVERAGE DAYS ON MARKET	**66**	↑	60

Additional Market Data: The Miami MSA condo and townhome market kept grinding through June, still deep in buyer territory but with supply slowly bleeding off. Active inventory fell again to 28,572 and months supply eased to 10.5. New listings held flat at 5,340 while pendings slipped to 3,272 and closings hit 3,024, so absorption cooled a touch but the market still clears more than it adds. Days on market drifted back to 66, median softened to $345,000, sellers captured 92.9% of list, average list eased to $648,691, and REO ticked down to 505. Rates sat in the mid 6s with a hawkish Fed, but roughly half of condo purchases here are cash, which keeps a floor under demand. Two tailwinds are forming: insurance finally turned, with Citizens cutting 11 to 14% across the tri-county, and Fannie's new guidelines retired Florida-only review hurdles for sound buildings while raising reserve minimums to 15% in 2027. That hardens the bifurcation. Roughly 700 tri-county buildings sit on Fannie's ineligible list, trading 15 to 30% below eligible comps, while compliant, well reserved buildings move near normal. Net net, financing and insurance are starting to reward quality, and punish older buildings

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MONTHLY
MARKET TRENDS
ORLANDO, FLORIDA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	15,511	↓	22,028
NEW LISTINGS	4,910	↓	6,910
PENDING LISTINGS	4,846	↑	3,380
AVERAGE LIST PRICE	$548,075	↑	$446,331
ACTIVE REO LISTINGS	109	↑	106
MONTHS SUPPLY	4	⇄	4
LIST TO SALES PRICE	96.4%	↓	96.9%
MEDIAN SALES PRICE	$410,000	↑	$337,000
SALES CLOSED	3,621	↓	5,124
AVERAGE DAYS ON MARKET	73	↑	72

Additional Market Data: Orlando's housing market continues to normalize as inventory expands and marketing times lengthen, creating a more balanced environment than in recent years. Strong fundamentals—including a population approaching 3 million residents, continued in-migration, and a diversified economy—remain supportive of long-term housing demand. Tourism continues to serve as the region's primary economic engine, with record visitor volumes fueling employment, consumer spending, and demand for both owner-occupied and rental housing. At the same time, affordability challenges, rising insurance and ownership costs, and a softer labor market are contributing to pockets of distress. For REO and SFR investors, the most important trend to monitor is the gradual rise in foreclosure activity. Although Florida continues to rank among the states with the highest foreclosure rates, strong homeowner equity is expected to prevent a significant increase in REO inventory. As a result, investors are more likely to see a measured increase in distressed acquisition opportunities over the next 12 to 24 months, while Orlando's long-term housing market outlook remains positive.

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MONTHLY
MARKET TRENDS
TALLAHASSEE, FLORIDA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**1,070**	↑	1,061
NEW LISTINGS	**442**	↓	446
PENDING LISTINGS	**467**	↓	481
AVERAGE LIST PRICE	**$400,559**	↑	$389,230
ACTIVE REO LISTINGS	**25**	↓	29
MONTHS SUPPLY	**3.5**	⇄	3.5
LIST TO SALES PRICE	**98.5%**	↑	98%
MEDIAN SALES PRICE	**$355,000**	↑	$340,750
SALES CLOSED	**357**	↑	340
AVERAGE DAYS ON MARKET	**71**	↑	61

Additional Market Data: The market has changed a bit with more sales and inventory down a little. Days on market is also going down as we finally see some of our inventory going under contract and closing. Showings have significantly increased in our area. If the inventory is financeable through traditional channels, showings are plentiful. Many of our REO listings are getting showings but due to limited financing options, many buyers are choosing move in ready homes at a significantly higher price. New construction remains at about 10% of all sales. REO days on market averages 100 days while the overall market is at 70.

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MONTHLY
MARKET TRENDS
TAMPA BAY, FLORIDA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	26,385	↓	28,574
NEW LISTINGS	4,987	↓	5,270
PENDING LISTINGS	7,045	↓	7,850
AVERAGE LIST PRICE	$527,235	↑	$493,000
ACTIVE REO LISTINGS	203	↑	195
MONTHS SUPPLY	6.2	↓	6.5
LIST TO SALES PRICE	97%	↑	95.8%
MEDIAN SALES PRICE	$509,591	↑	$442,500
SALES CLOSED	4,889	↑	4,100
AVERAGE DAYS ON MARKET	68	↑	58

Additional Market Data: The Tampa Bay residential real estate market continued to shift toward a more balanced, buyer-friendly environment over the past 30 days. Inventory levels remained elevated compared to last year, providing buyers with a wider selection of available homes and reducing the urgency that characterized the market during the previous several years. Properties that are accurately priced and presented in good condition continue to sell within a reasonable timeframe, while overpriced homes are experiencing longer marketing periods and more frequent price reductions. Median marketing times have increased to approximately two months, reflecting a more normalized market pace.

Mortgage interest rates have remained in the mid-6% range, continuing to impact affordability and limiting some buyer purchasing power. As a result, sellers are increasingly offering concessions toward closing costs, rate buy-downs, or repairs to attract qualified buyers. Home values have generally stabilized across much of the region, although some neighborhoods—particularly those with higher inventory or significant new construction competition—have experienced modest downward price pressure. Overall, demand remains healthy, especially for updated, move-in-ready homes in desirable locations, while buyers continue to benefit from greater negotiating leverage than in recent years. The Tampa Bay market is transitioning toward a more typical real estate cycle, with stable pricing, increased inventory, and balanced negotiating conditions between buyers and sellers.

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MONTHLY
MARKET TRENDS
ATLANTA METRO, GEORGIA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**13,110**	↓	13,349
NEW LISTINGS	**8,910**	↑	8,707
PENDING LISTINGS	**4,200**	↓	4,642
AVERAGE LIST PRICE	**$507,393**	↓	$594,068
ACTIVE REO LISTINGS	**34**	↑	0
MONTHS SUPPLY	**4.3**	↑	4.1
LIST TO SALES PRICE	**98.6%**	↓	98.7%
MEDIAN SALES PRICE	**$415,450**	↓	$470,000
SALES CLOSED	**5,217**	↑	5,170
AVERAGE DAYS ON MARKET	**36**	↑	34

Additional Market Data: The Greater Atlanta market remains stable, with buyer demand continuing despite a slowdown in overall sales activity. Buyers remain price-conscious due to elevated mortgage rates and affordability concerns, making accurate pricing and property condition key factors in attracting offers. Homes that are competitively priced and presented in good condition continue to sell within typical market exposure, while overpriced or condition-challenged properties may experience longer marketing times and require price adjustments to remain competitive.

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MONTHLY
MARKET TRENDS
CHICAGO, ILLINOIS

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**13,808**	↑	13,345
NEW LISTINGS	**13,533**	↑	13,207
PENDING LISTINGS	**2,225**	↓	2,387
AVERAGE LIST PRICE	**$578,775**	↓	$580,789
ACTIVE REO LISTINGS	**159**	↑	142
MONTHS SUPPLY	**1.38**	↓	1.53
LIST TO SALES PRICE	**101.37%**	↑	101.17%
MEDIAN SALES PRICE	**$407,000**	↑	$394,900
SALES CLOSED	**9,985**	↑	8,729
AVERAGE DAYS ON MARKET	**21**	↓	23

Additional Market Data: The median sales price in June 2026 was $407,000, up 2.01% from $399,000 from the previous month and 4.63% higher than $389,000 from June 2025. The June 2026 median sales price was at its highest level compared to June 2025 and 2024. The average sales price in June 2026 was $527,068, up 2.74% from $512,995 from the previous month and 4.76% higher than $503,119 from June 2025. The June 2026 average sale price was at its highest level compared to June 2025 and 2024.The number of properties sold in June 2026 was 9,985, up 13.78% from 8,776 from the previous month and 4.53% higher than 9,552 from June 2025. The June 2026 sales were at its highest level compared to June 2025 and 2024. Absorption rate is the average number of sales per month divided by the total number of available properties.

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MONTHLY
MARKET TRENDS
BALTIMORE, MARYLAND

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**5,229**	↑	5,019
NEW LISTINGS	**3,476**	↓	3,668
PENDING LISTINGS	**1,878**	↑	1,859
AVERAGE LIST PRICE	**$668,513**	↑	$681,515
ACTIVE REO LISTINGS	**51**	↓	52
MONTHS SUPPLY	**2.2**	↓	2.5
LIST TO SALES PRICE	**99%**	⇄	99%
MEDIAN SALES PRICE	**$485,000**	↑	$475,000
SALES CLOSED	**2,615**	↑	2,253
AVERAGE DAYS ON MARKET	**23**	⇄	23

Additional Market Data: The Baltimore-area suburban counties — Baltimore, Harford, Howard, Carroll, and Queen Anne's — are presenting a tighter, more seller-favored market than the urban core. Sale-to-list ratios across the region are running close to 100%, with Baltimore County posting a 3.7% year-over-year price gain to a $378K median and selling in a brisk 27 days, notably faster than the broader metro average. Howard County remains the region's premium market, with a median near $585K, drawing buyers seeking top school districts and newer construction.

Several factors are supporting this strength. Suburban inventory, while up modestly from last year, hasn't kept pace with demand the way it has in Baltimore City or DC, keeping competition steady for well-priced homes. Statewide, Maryland's sale-to-list ratio sits at 99.3%, with roughly a third of homes selling at or above list price — a dynamic mirrored, and in some pockets exceeded, in these suburban counties. Proximity to both Baltimore and DC job centers, relatively affordable price points versus DC suburbs, and continued in-migration from higher-cost markets are reinforcing demand. Bottom line: buyers here face less negotiating room than in DC or urban Baltimore, and sellers in these counties are still largely operating from a position of strength.

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MONTHLY
MARKET TRENDS
SO. MARYLAND, MARYLAND

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**6,050**	↑	6,025
NEW LISTINGS	**3,159**	↓	3,337
PENDING LISTINGS	**1,293**	↓	1,359
AVERAGE LIST PRICE	**$653,735**	↓	$660,152
ACTIVE REO LISTINGS	**75**	↓	94
MONTHS SUPPLY	**2.9**	↓	3.4
LIST TO SALES PRICE	**99.30%**	↓	100%
MEDIAN SALES PRICE	**$522,000**	↑	$520,000
SALES CLOSED	**2,231**	↑	1,913
AVERAGE DAYS ON MARKET	**29**	↓	31

Additional Market Data: Southern Maryland's DC-adjacent counties — Montgomery, Prince George's, Charles, and Calvert — show a market that remains seller-favorable but increasingly two-tiered by price point and geography. Statewide, Maryland's sale-to-list ratio sits at 99.3%, and these counties are tracking near or slightly above that benchmark, particularly in well-priced segments.

Montgomery County is the region's strongest performer, with prices up 6.6% year-over-year to a $695K median, though days on market have edged up slightly (32 vs. 27 days), suggesting buyers have marginally more room to negotiate than a year ago. Prince George's County tells a more mixed story: overall prices have softened modestly, but the $400K–$550K segment — appealing to first-time buyers, federal workers, and DC commuters priced out of Montgomery — remains brisk, often selling in under three weeks. Charles County has seen a modest price pullback (-2.5% YoY) with longer market times, reflecting its more affordable, commuter-driven profile.

Federal workforce uncertainty, elevated mortgage rates (~6.4%), and rising inventory are the dominant headwinds region-wide, while proximity to DC job centers continues to anchor demand.

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MONTHLY
MARKET TRENDS
DETROIT, MICHIGAN

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	*Prior Month
ACTIVE LISTINGS	**9,698**	↑	7,203
NEW LISTINGS	**3,382**	↑	2,113
PENDING LISTINGS	**2,327**	↓	4,409
AVERAGE LIST PRICE	**$310,000**	↑	$285,000
ACTIVE REO LISTINGS	**179**	↑	156
MONTHS SUPPLY	**2.3**	↑	2.1
LIST TO SALES PRICE	**99%**	↑	98%
MEDIAN SALES PRICE	**$310,000**	↑	$280,000
SALES CLOSED	**4,571**	↑	2,953
AVERAGE DAYS ON MARKET	**26**	↓	38

Additional Market Data: The Metro Detroit housing market remained active in June 2026. Across Wayne, Macomb and Oakland counties, the median sale price reached $310,000, up 5.4% from last year. Oakland County led the region with a median sale price of $395,000, followed by Macomb County at $279,000 and Wayne County at $232,000. Wayne posted the strongest year-over-year price growth of the three counties. Inventory continued to improve, with nearly 11,000 active listings across the tri-county area. Buyers have more options than they did last year, but with approximately 2.3 months of supply, the market still favors sellers. Well-priced homes in desirable areas continue to move quickly, making proper pricing, presentation and marketing essential.

**May 2026 data was unavailable; comparisons are based on April 2026 statistics*

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MONTHLY
MARKET TRENDS
MINNEAPOLIS, MINNESOTA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**31,725**	↑	30,287
NEW LISTINGS	**6,957**	↓	7,126
PENDING LISTINGS	**n/a**		n/a
AVERAGE LIST PRICE	**$525,179**	↓	$538,005
ACTIVE REO LISTINGS	**n/a**		n/a
MONTHS SUPPLY	**2**	⇄	2
LIST TO SALES PRICE	**100.6%**	↑	99.4%
MEDIAN SALES PRICE	**$410,000**	↑	$400,000
SALES CLOSED	**5,312**	↑	4,519
AVERAGE DAYS ON MARKET	**29**	↓	30

Additional Market Data: If you're looking to sell a home in Minneapolis, you're in a strong position. While the median sale price sits at $370,000 (down 1.6% year-over-year), the real story lies in the market's pace. Homes are moving in just 44 days, inventory stands at only 1.56 months of supply, and properties are selling for 101% of asking price. In June 2026, 738 Minneapolis houses were sold, a 3.28% decrease from the same month last year. These conditions present an excellent opportunity for sellers to maximize their returns and attract competitive offers.

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USREO PARTNERS

MONTHLY

MARKET TRENDS
ST. LOUIS, MISSOURI

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**6,003**	↑	5,537
NEW LISTINGS	**2,894**	↑	2,708
PENDING LISTINGS	**2,839**	↓	3,274
AVERAGE LIST PRICE	**$421,517**	↑	$382,436
ACTIVE REO LISTINGS	**103**	↓	120
MONTHS SUPPLY	**2.07**	↓	2.21
LIST TO SALES PRICE	**98.39%**	↓	100.9%
MEDIAN SALES PRICE	**$337,333**	↑	$322,500
SALES CLOSED	**2,894**	↑	2,496
AVERAGE DAYS ON MARKET	**31**	↓	34

Additional Market Data: All major categories remained strong and continue to increase. We are trending on the side of a sense of stability for the market as a whole and still perceived as one of the more affordable housing markets. There was a significant increase in new listings with pending listings being one of the few that decreased this month. Briefly spotlighting St. Louis City and St. Louis County only, statistics have new listings slightly running less than 1% behind 2025 and sales running less than 3% behind 2025 for year to date. Another indicator that the overall the market, with all the concerns over investments, interest rates, and affordability, continues to remain stable over the long term.

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MONTHLY
MARKET TRENDS
LAS VEGAS, NEVADA

USREO PARTNERS

JUNE 2026

CATEGORIES	May 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	10,292	↑	9,442
NEW LISTINGS	1,738	↓	1,894
PENDING LISTINGS	883	↓	1,204
AVERAGE LIST PRICE	$575,000	⇄	$575,000
ACTIVE REO LISTINGS	54	↓	89
MONTHS SUPPLY	3	⇄	3
LIST TO SALES PRICE	96%	⇄	96%
MEDIAN SALES PRICE	$490,000	⇄	$490,000
SALES CLOSED	499	↓	650
AVERAGE DAYS ON MARKET	49	↓	52

Additional Market Data: The Las Vegas housing market remained stable throughout June, with the median sales price for single family homes holding at a record high $490,000. Inventory continued to increase, giving buyers more homes to choose from and creating a more balanced market than we've seen in recent years. While higher mortgage rates slowed some buyer activity and homes generally took longer to sell, well priced properties continued to attract strong interest. Condo and townhouse prices softened compared to last year, providing additional opportunities for buyers. Overall, June reflected a market that is transitioning toward balance while still maintaining steady home values.

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MONTHLY
MARKET TRENDS
NEWARK, NEW JERSEY

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	6,301	↑	6,102
NEW LISTINGS	2,925	↑	2,802
PENDING LISTINGS	4,158	↑	3,985
AVERAGE LIST PRICE	$735,000	↑	$725,000
ACTIVE REO LISTINGS	55	↓	59
MONTHS SUPPLY	2.6	↓	2.61
LIST TO SALES PRICE	101.9%	↑	101.75%
MEDIAN SALES PRICE	$635,000	↑	$624,000
SALES CLOSED	2,825	↑	2,711
AVERAGE DAYS ON MARKET	32	↓	35

Additional Market Data: June 2026 reflected a resilient six-county housing market, with buyer demand continuing to absorb seasonal inventory growth across Essex, Union, Morris, Somerset, Sussex, and Hunterdon counties. Active listings and new listings increased from May, yet housing supply remained near 2.6 months, preserving a seller-leaning market. Homes sold for an average of 101.8% of list price, while average marketing time held at approximately 30 days, demonstrating continued competition for well-priced properties. Essex, Somerset, Union, and Morris counties remained the strongest performers, with Sussex and Hunterdon experiencing slightly longer marketing periods and greater pricing sensitivity. Although active REO inventory remained historically low, higher borrowing costs, maturing commercial debt, and affordability pressures continue to warrant close attention to early-stage distress indicators, including loan workouts, pre-foreclosure activity, and note acquisition opportunities. Overall, market fundamentals remain healthy, but evolving credit conditions may gradually expand distressed asset opportunities during the second half of 2026.

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MONTHLY
MARKET TRENDS
CATSKILLS REGION, NEW YORK

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	669	↑	629
NEW LISTINGS	184	↓	233
PENDING LISTINGS	93	↑	69
AVERAGE LIST PRICE	$439,000	↑	$434,000
ACTIVE REO LISTINGS	2	⇄	2
MONTHS SUPPLY	9.04	↑	8.74
LIST TO SALES PRICE	95%	↑	91.8%
MEDIAN SALES PRICE	$341,000	↑	$306,000
SALES CLOSED	73	↑	48
AVERAGE DAYS ON MARKET	56	↓	120

Additional Market Data: Sullivan County continued to show a softer and more buyer-favorable market than the core Hudson Valley counties. Active inventory reached 669 listings in June, with 184 new listings and 93 new pending listings, producing 9.04 months of supply. The median list price was $439,000, while the median sales price was $341,000, showing a continued gap between asking prices and closed-sale pricing. The list-to-sale ratio improved to 95.0%, and median days on market declined to 56, suggesting some improvement in buyer activity compared with May. Closed sales totaled 73 for the month. REO new listing activity remained minimal, with only 2 REO new listings reported, so distressed activity does not appear to be a major driver of Sullivan County's overall market conditions.

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MONTHLY

MARKET TRENDS

HUDSON VALLEY REGION, NEW YORK

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**4,763**	↑	4,491
NEW LISTINGS	**2,238**	↓	2,555
PENDING LISTINGS	**1,653**	↑	1,649
AVERAGE LIST PRICE	**$731,471**	↓	$736,842
ACTIVE REO LISTINGS	**32**	↑	22
MONTHS SUPPLY	**4.17**	↑	3.92
LIST TO SALES PRICE	**103.9%**	↑	102.5%
MEDIAN SALES PRICE	**$874,975**	↑	$794,908
SALES CLOSED	**1,361**	↑	902
AVERAGE DAYS ON MARKET	**31**	↓	37

Additional Market Data: The June Hudson Valley market remained active, with 4,763 active listings, 2,238 new listings, and 1,653 new pending listings across the seven-county region. Inventory increased from May, with weighted months supply rising to 4.17 months, though conditions remained uneven by county. Westchester continued to be the strongest pricing and seller-advantaged market, with a $1,350,000 median sales price, 2.42 months of supply, and a 108.7% list-to-sale ratio. Rockland, Putnam, Dutchess, and Ulster also produced list-to-sale ratios above 100%, showing continued buyer competition despite higher inventory. Orange and Columbia showed more balanced conditions, with months supply above five months. The regional weighted median sales price was approximately $874,975, influenced heavily by Westchester's high sales volume and pricing. REO new listing activity remained limited overall, with 32 REO new listings reported across the Hudson Valley, led by Orange with 11 and Westchester with 9.

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MONTHLY
MARKET TRENDS
NEW YORK, NEW YORK – NASSAU

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**2,814**	↑	2,681
NEW LISTINGS	**1,434**	↑	1,395
PENDING LISTINGS	**1,093**	↓	1,112
AVERAGE LIST PRICE	**$1,084,109**	↓	$1,103,442
ACTIVE REO LISTINGS	**55**	↑	50
MONTHS SUPPLY	**3.4**	↑	3.2
LIST TO SALES PRICE	**101.6%**	↑	100.1%
MEDIAN SALES PRICE	**$855,000**	↑	$850,000
SALES CLOSED	**865**	↑	699
AVERAGE DAYS ON MARKET	**43**	↓	52

Additional Market Data: As of June 2026, the residential real estate market across Queens County, Nassau County, and Suffolk County remained generally stable, with home values continuing to demonstrate resilience despite mortgage interest rates remaining above the historically low levels experienced in recent years. Limited inventory in many market segments, coupled with consistent buyer demand, has continued to support property values throughout the region, although market conditions have become more balanced compared to the highly competitive seller's market of the past several years. Buyers generally have greater selection than they did a year ago; however, affordability remains a significant factor influencing purchasing decisions.

Overall, market conditions continue to favor sellers in many neighborhoods, although increasing inventory and longer marketing times have contributed to a gradual normalization of the market. Nassau and Suffolk Counties remain among the more competitive suburban housing markets in the New York metropolitan area, while Queens continues to attract buyers seeking comparatively affordable housing options within New York City. Looking ahead, modest price appreciation and stable demand are anticipated, assuming broader economic conditions, employment trends, and mortgage interest rates remain relatively stable.

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MONTHLY
MARKET TRENDS
NEW YORK, NEW YORK – SUFFOLK

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**3,534**	↑	3,477
NEW LISTINGS	**1,803**	↑	1,798
PENDING LISTINGS	**1,471**	↑	1,371
AVERAGE LIST PRICE	**$864,985**	↓	$890,179
ACTIVE REO LISTINGS	**79**	↑	74
MONTHS SUPPLY	**3.2**	↑	3.1
LIST TO SALES PRICE	**102.3%**	↑	102.1%
MEDIAN SALES PRICE	**$720,000**	↑	$680,000
SALES CLOSED	**1,133**	↑	935
AVERAGE DAYS ON MARKET	**45**	↓	48

Additional Market Data: As of June 2026, the residential real estate market across Queens County, Nassau County, and Suffolk County remained generally stable, with home values continuing to demonstrate resilience despite mortgage interest rates remaining above the historically low levels experienced in recent years. Limited inventory in many market segments, coupled with consistent buyer demand, has continued to support property values throughout the region, although market conditions have become more balanced compared to the highly competitive seller's market of the past several years. Buyers generally have greater selection than they did a year ago; however, affordability remains a significant factor influencing purchasing decisions.

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MONTHLY
MARKET TRENDS
NEW YORK, NEW YORK – QUEENS

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**3,782**	↑	3,707
NEW LISTINGS	**1,165**	↑	1,100
PENDING LISTINGS	**732**	↑	700
AVERAGE LIST PRICE	**$682,262**	↑	$678,110
ACTIVE REO LISTINGS	**60**	↑	59
MONTHS SUPPLY	**6.4**	⇄	6.4
LIST TO SALES PRICE	**98%**	↑	97.6%
MEDIAN SALES PRICE	**$615,500**	↓	$620,000
SALES CLOSED	**540**	↑	422
AVERAGE DAYS ON MARKET	**75**	↓	82

Additional Market Data: As of June 2026, the residential real estate market across Queens County, Nassau County, and Suffolk County remained generally stable, with home values continuing to demonstrate resilience despite mortgage interest rates remaining above the historically low levels experienced in recent years. Limited inventory in many market segments, coupled with consistent buyer demand, has continued to support property values throughout the region, although market conditions have become more balanced compared to the highly competitive seller's market of the past several years. Buyers generally have greater selection than they did a year ago; however, affordability remains a significant factor influencing purchasing decisions.

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MONTHLY
MARKET TRENDS
PHILADELPHIA, PENNSYLVANIA

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**11,000**	↑	10,758
NEW LISTINGS	**5,769**	↓	6,132
PENDING LISTINGS	**2,538**	↑	2,483
AVERAGE LIST PRICE	**$479,500**	↑	$477,690
ACTIVE REO LISTINGS	**223**	↑	178
MONTHS SUPPLY	**2.7**	↓	2.8
LIST TO SALES PRICE	**95%**	⇄	95%
MEDIAN SALES PRICE	**$481,400**	↑	$450,677
SALES CLOSED	**4,291**	↑	3,535
AVERAGE DAYS ON MARKET	**25**	↓	27

Additional Market Data: Demand by home type in Philadelphia shows broad softening this period reflecting a clear pullback in buyer engagement across segments following the spring peak. Entry-level single-family homes reflected a pronounced pullback in first-time and value-driven buyer engagement as affordability constraints and post-peak seasonal normalization weigh more heavily on the most financing-sensitive tier. The mid-range single-family was down last month and below last year, indicating continued easing in move-up demand as spring momentum dissipates and buyers recalibrate expectations. Luxury single-family homes registered down from last month and below last year, signaling a continued easing in high-end buyer activity as discretionary demand softens after the seasonal peak. Townhomes, rowhouses, and twin homes registered down from last month and below last year, reflecting a broad-based but orderly pullback in demand as post-spring market conditions moderate across the metro.

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MONTHLY
MARKET TRENDS
SOUTH CENTRAL, PENNSYLVANIA

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	1,643	↓	1,769
NEW LISTINGS	1,957	↓	2,140
PENDING LISTINGS	1,921	↓	2,028
AVERAGE LIST PRICE	$368,694	↑	$349,425
ACTIVE REO LISTINGS	16	↓	24
MONTHS SUPPLY	2.15	↓	2.38
LIST TO SALES PRICE	101.5%	↓	107.6%
MEDIAN SALES PRICE	$329,900	↑	$310,000
SALES CLOSED	2,292	↑	1,968
AVERAGE DAYS ON MARKET	21	↓	22

Additional Market Data: June produced exceptionally strong sales activity despite a modest decline in available inventory. Sold properties are up 16.5% from from May and a 13.7% year over year. It is still a strong sellers market with limited inventory as evidence by the decreasing days on market and the average home selling for above asking price. The distressed market continues to have virtually no effect on overall market conditions. Only 14 REO properties sold during June, accounting for approximately 0.6% of all transactions. REO properties are taking considerably longer to sell with an average discount of 40.51% compared with traditional properties. Data reflects the York, Harrisburg, Lancaster, and Reading, Pennsylvania markets.

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USREO PARTNERS

MONTHLY
MARKET TRENDS
LEHIGH VALLEY, PENNSYLVANIA

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	*Prior Month
ACTIVE LISTINGS	**945**	↑	824
NEW LISTINGS	**1,147**	↑	989
PENDING LISTINGS	**886**	↑	639
AVERAGE LIST PRICE	**$347,147**	↑	$344,016
ACTIVE REO LISTINGS	**2**	⇄	2
MONTHS SUPPLY	**3.19**	↑	2.87
LIST TO SALES PRICE	**101.34%**	↑	101.1%
MEDIAN SALES PRICE	**$325,000**	↑	$260,000
SALES CLOSED	**969**	↑	740
AVERAGE DAYS ON MARKET	**28**	↓	32

Additional Market Data: After some statistical anomalies the previous month the data returned to its normal pattern. It reflects a growing level of inventory with the most new listings since last June 2025. The market still favors sellers with houses selling for above asking price and in less than 30 days. Distressed homes are minimal and aren't affecting the market. This data covers the metropolitan areas of Allentown-Bethlehem-Easton.

**May 2026 data was unavailable; comparisons are based on April 2026 statistics*

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USREO PARTNERS

MONTHLY
MARKET TRENDS
DALLAS/FT WORTH, TEXAS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	62,033	↑	59,730
NEW LISTINGS	22,742	↓	22,908
PENDING LISTINGS	7,753	↓	8,748
AVERAGE LIST PRICE	$440,848	↓	$4092
ACTIVE REO LISTINGS	317	↓	334
MONTHS SUPPLY	4	↔	4
LIST TO SALES PRICE	100%	↔	100%
MEDIAN SALES PRICE	$321,522	↓	$323,500
SALES CLOSED	14,978	↑	14,501
AVERAGE DAYS ON MARKET	68	↓	70

Additional Market Data: Based on the June 2026 DFW market data, we continue to transition toward a more balanced housing market, giving buyers more choices while requiring sellers to be increasingly strategic. Active listings climbed while pending sales declined, signaling that inventory is building faster than buyer demand. Closed sales improved modestly, average DOM decreased slightly, & the median sales price eased, suggesting that well-priced homes are still attracting buyers. Elevated interest rates, ongoing affordability challenges, & increased housing supply continue to influence buyer activity, leading many purchasers to take more time before making offers while sellers adjust pricing expectations to remain competitive. REO properties remain a very small percentage of the overall housing supply, & competition for quality bank-owned listings continues to be strong among investors and owner-occupants alike.

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MONTHLY
MARKET TRENDS
HOUSTON, TEXAS

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	78,042	↑	75,935
NEW LISTINGS	30,383	↑	29,775
PENDING LISTINGS	7,330	↑	7,232
AVERAGE LIST PRICE	$366,743	↓	$375,557
ACTIVE REO LISTINGS	493	↑	463
MONTHS SUPPLY	5.6	↑	5
LIST TO SALES PRICE	100%	⇄	100%
MEDIAN SALES PRICE	$220,000	↑	$210,000
SALES CLOSED	15,586	↑	15,208
AVERAGE DAYS ON MARKET	77	↓	78

Additional Market Data: Single-family sales in Greater Houston came in at 8,158 homes in June 2026, up 2% from 8,001 a year ago, signaling renewed momentum after a softer spring. The median sale price held flat at $350,000 for the second consecutive year, while total dollar volume rose 3% to roughly $3.78 billion, reflecting stronger activity in higher-value tiers. Luxury sales at $1M and above rose 13% to 503 closings, the strongest growth of any single-family price tier. Inventory continues its shift toward balance. Single-family inventory climbed to 5.6 months, the closest this market has come to fully balanced territory in years. The townhome and condo segment favors buyers most, as sales fell 12% to 416 units and the median price dropped 5% to $219,500. Financing held steady: mortgage rates ranged from 6.47% to 6.52% in June, the tightest monthly range in over a year, suggesting rates are settling. For sellers, day-one pricing remains the main deciding factor; for buyers and investors, negotiating room is the widest it's been in years.

Information provided for this market by **Derek Montes** at **Montes Real Estate**.
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MONTHLY
MARKET TRENDS
SEATTLE/TACOMA, WASHINGTON

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	**10,023**	↑	9,139
NEW LISTINGS	**3,333**	↓	4,072
PENDING LISTINGS	**3,066**	↑	2,419
AVERAGE LIST PRICE	**$987,703**	↓	$1,215,367
REO LISTINGS	**75**	↑	21
MONTHS SUPPLY	**2.96**	↑	1.31
LIST TO SALES PRICE	**99.30%**	↓	99.8%
MEDIAN SALES PRICE	**$895,000**	↑	$794,232
SALES CLOSED	**3,575**	↑	3,117
AVERAGE DAYS ON MARKET	**30**	↓	31

Additional Market Data: The Puget Sound housing market is transitioning from an overheated seller's market to a more balanced one. Rising inventory is giving buyers more choices and more negotiating power, but demand hasn't disappeared—it has become far more selective. Well-priced, move-in-ready homes in desirable locations are still attracting strong traffic and, in some cases, multiple offers. Homes that are overpriced or require significant updates are sitting longer and forcing price adjustments. Recent NWMLS data shows inventory continuing to expand while new listings outpace pending sales, creating a healthier market for buyers.

One of the most encouraging indicators I'm watching is keybox openings. Buyer activity is increasing, and more showings tell us buyers are still actively searching—they're simply taking longer to make decisions. That's a positive sign because showings are the leading indicator of future pending sales. The takeaway for sellers is simple: preparation, pricing, and presentation matter more today than they have in years. Buyers are out there, but they're rewarding the homes that stand out from the competition. This is no longer a market where you can simply list a home and expect it to sell. Strategy wins.

Information provided for this market by **Ed Laine** at **eXp Realty, LLC**.
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MONTHLY
MARKET TRENDS
WASHINGTON, DC

USREO PARTNERS

JUNE 2026

CATEGORIES	June 2026	Increase/ Decrease	Prior Month
ACTIVE LISTINGS	3,108	↓	3,239
NEW LISTINGS	1,125	↓	1,287
PENDING LISTINGS	345	↑	223
AVERAGE LIST PRICE	$830,504	↓	$831,174
ACTIVE REO LISTINGS	62	↓	63
MONTHS SUPPLY	4.7	↓	6.3
LIST TO SALES PRICE	99%	⇄	99%
MEDIAN SALES PRICE	$700,000	↓	$749,000
SALES CLOSED	662	↑	547
AVERAGE DAYS ON MARKET	49	↑	44

Additional Market Data: Washington, DC's housing market in mid-2026 is transitioning from the seller-favored conditions of recent years toward a more balanced environment. Homes are selling for roughly 98–99% of list price on average, meaning most sellers are landing within about 1% of asking — a sign of a "somewhat competitive" but no longer frenzied market. The median sale price sits near $695K, down slightly (about 0.8%) year-over-year, while homes now take about 49 days to sell, up from 46 days last year. Several factors are driving this shift. Inventory has climbed sharply — active listings are up roughly 33% year-over-year — giving buyers more leverage and more time to negotiate. Federal workforce uncertainty and return-to-office policies continue to weigh on local demand, and DC saw net domestic outmigration of about 24,000 residents in the past year. Mortgage rates near 6.4% are also keeping buyers cautious and deliberate rather than rushed. Still, sellers aren't without leverage: DC home values remain up roughly 31% since the pandemic, and about 25% of homes still sell above list price, particularly well-located, move-in-ready properties. The takeaway: pricing strategy and presentation now matter more than they did during the 2021–2022 boom.

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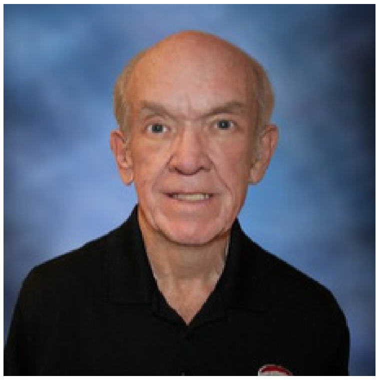

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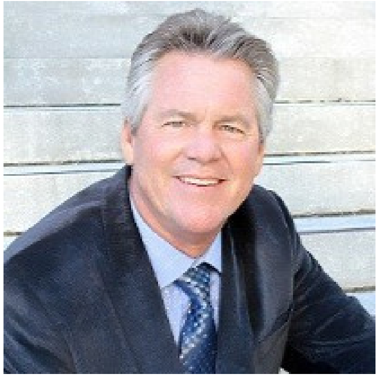

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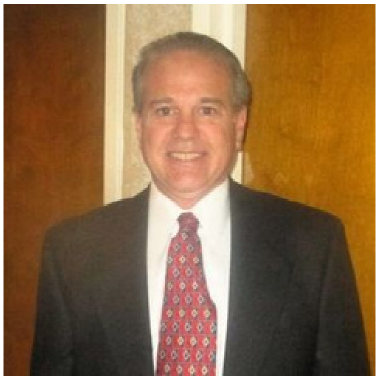

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