June 2025 - Office Meeting

Office Event schedule and links at www.executiveagent.net

MaxTech Bold Trail Workshop, Wednesday, June 25th

- Hands on help with all things Bold Trail. Websites, Email Campaigns, Home view App. Market Updates, and property evaluations
- 10:30 AM @ Severna Park Office

How to Gain More Views and Followers on Social Media That Turn Into Real Clients with Jared James, Wednesday, June 25th

- In this session we will go in depth so you can learn exactly how to leverage the algorithms to become the most visible agent in your area and finally stop leaving customers and money on the table because of your lack of understanding of the social platforms
- 1:00 PM @ Severna Park Office (watch party!)

Team Leader Mastermind – Tuesday July 1st 10AM, Kent Island

- Focus on improving systems, Lead Gen and Conversion in your team in 2025.
- Monthly follow up masterminds, 1st Tuesday of the Month. Live and Zoom.

Agent Mastermind – Tuesday July 1st 12 Noon, Kent Island

- Focus on improving systems, Lead Gen and Conversion and solving issues.
- Monthly follow up masterminds, 1st Tuesday of the Month. Live and Zoom.

RE/MAX Executive Office Meeting Wednesday. July 16th 11:00-12:00, SP Office

4 Part Series- The AI Agent Advantage, Build a Smarter, Faster Real Estate Business in 30 days.

- **July 17,24, 31 & Aug. 7th. 1:30-3PM**
- **We have registered for this event and will host group viewing.**

June Birthdays: Pam Harrison 6/7, Steve Kennedy 6/12, Michelle Fegan 6/12, Alicia Guinn 6/21

June Anniversaries: Tonya Young 6 years, Lynne Evans 2 years

Program

Most Recent Housing and Economic Data

- Just released at NAR Mid Year Meetings
- Can be downloaded from: https://www.nar.realtor/research-and-statistics#presentations

MaxTech Review – Folio & Max Engage

MAXTECH Lead Concierge

- Updated Lead policy. The Concierge will now contact all remax.com leads.
- REMAX Listing agent will have 120 min to accept lead, after 120 min The Concierge will engage.
- Leads from Concierge are subject to 30% referral fee to inside real estate.
- Leads from office, team, and agent sites are not affected by this update.
- If you are asking why this change, 74% of the online leads generated at remax.com are not engaged within 48 hours. It should be 15-30 min.
- If you wish to enroll to receive concierge leads, vist MAXTECH by Boldtrail, click on Marketplace and then MAXTECH Lead Concierge

Off Market Listing Updates

- Zillow Policy: https://www.zillow.com/premier-agent/agents-know-listing-access-standards/
- Also adopted by Redfin and EXP and other Portals/Brokers are sure to come.
- Bottom line listings that are Office Exclusive first will be banned from those portals and websites for the life of the listing.
- 90% of OE listings go Coming Soon or Active prior to going under contract.
- Check out Bright Off Market report.

MAX/Tech Home View App

- Homeview Demo in RU, Watch Here
- App now available. Share from Bold trail to clients directly, there is also a QR code and stand alone website you can share.
- Powerful app. With many features. Search, Value Estimate, Mortgage Balance tracker, maintenance checklist and reminders.

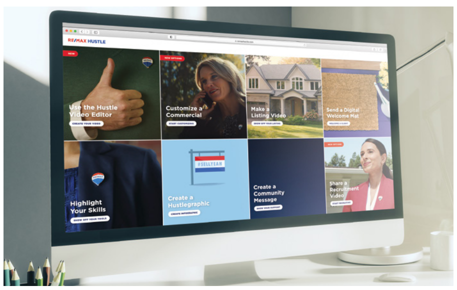
Market Update

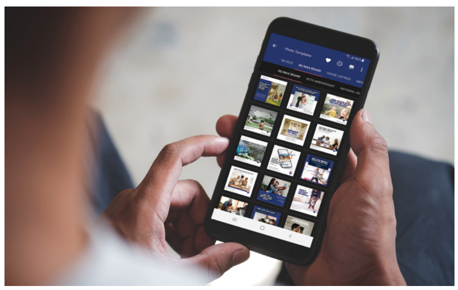
See May 2025 Stats included.

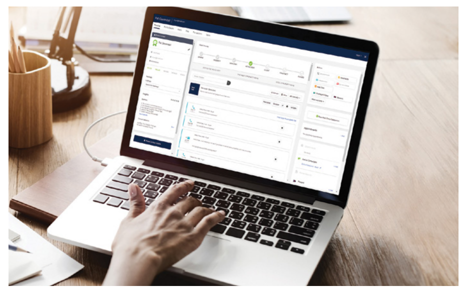
Tech That Works as Hard as You Do

With REMAX®, you don't just get the tech – you get solutions built for how real estate really works. MAXTech® brings everything together in one streamlined system, helping agents win more listings, save time and be more productive.

And the best part? It's included with your affiliation. No extra fees. Just real value.







The Suite

MAXTech® powered by BoldTrail simplifies and streamlines every aspect of running and managing your business, creating a single end-to-end platform with many solutions for efficiency and growth.

Marketing as a Service delivers ready-made, professionally designed marketing content — automatically personalized with your branding — to help you promote your business, listings and expertise across print, digital and social channels. Launching June 2025.[1]

MAXRefer℠ connects you to thousands of REMAX agents worldwide, making it easy to send, receive and manage referrals across the global network while keeping your deals secure and your income flowing.

MAXEngage℠ is a gamified app that helps grow your REMAX business through fun, social-driven challenges. Link your profiles, earn points for taking action and redeem rewards like branded merch, promos and marketing boosts — all while building your presence and tapping into the power of the network.

REMAX Newsletters offer ready-to-send, professionally written content that keeps your clients informed and engaged — delivered consistently to help you stay top of mind year-round.

MAXTech AI puts powerful artificial intelligence at your fingertips — writing listing descriptions, emails and social posts in seconds. It even powers smart search and a digital assistant on remax.com to help turn curious visitors into serious clients.

REMAX Hustle helps you create, edit and share personalized, professional-quality videos and infographics.

Photofy allows you to create REMAX value-prop messaging, attract new clients or connect with current clients by posting branded and custom social media graphics.[2]

REMAX Marketplace offers access to exclusive discounts on technology, supplies and services. Over 75 carefully vetted brands provide solutions for many aspects of your business.[3]

MAXTech powered by BoldTrail – No Additional Cost

Solution	Key Features	Included	For non-REMAX agents
MAXTech powered by BoldTrail simplifies and streamlines every aspect of running and managing your business, creating a single end-to-end platform with many solutions for efficiency and growth.	• IDX Websites • Lead Engine • Smart CRM • Marketing Assistance • Listings Management & Syndication • Transactions Integration • Business Intelligence Analytics • Mobile Apps • Built-in Marketplace	✓	**BoldTrail Plus:** $649 per month Includes: • BoldTrail Platform • Present • ListingMachine + DesignCenter, Social **Additional Platform Add-ons:** • Premium Website Template: starts at $2,599 - one time cost
Present CMA and presentation builder helps agents guide clients through an interactive and compelling pricing discussion. *Available where sold data is available by your MLS	• CMA & Pricing Visualization • Presentation Builder • Custom Branding • Live, Digital + Print Presentations • Client Activity Tracking	✓	
ListingMachine + DesignCenter comes complete with digital and print assets, making it easier for agents to promote listings.	• Listing Marketing • Property Website, Video Tours, Flyers, Postcards, etc. • Social Posting • Marketing Design Center • Custom Brand Print + Digital Assets	✓	
Social helps you leave a lasting impression on Facebook, X, and LinkedIn, keeping you top of mind in your network.	• Curated Articles • Directly Share Listings • Schedule & Post Content • Harness Lead Generation • Calendar + Scheduler Tool	✓	
Team Add-On allows team leaders to manage their team of agents within their brokerage.	• Team Website • Team Lead Generation & Lead Routing • Team Pond Accounts • Team Accountability Rules & Performance Reporting	✓	**Team Add-on:** $399 per month Bulk CORE Teams not available for purchase by individual agents - Broker exclusive.
Folio is an AI-powered email productivity solution that keeps important transaction emails and timelines organized.	• AI Email Productivity Tool • Works with Gmail and Outlook • Automatically Detects Real Estate Transactions • Creates Shared Transaction Timeline • Integrated with BoldTrail BackOffice	✓	**Folio:** Standalone version available for $29 per month Integrated Folio experience with BoldTrail Back Office not yet available for purchase by individual agents - Enterprise exclusive.
BoldTrail BackOffice is an intuitive and powerful transaction management solution including checklists, forms, notifications and ACH payments.	• Transaction Management • Forms & e-Signature • Compliance • Commissions & Agent Billing • Accounting & QuickBooks Integration • Agent Onboarding • Reporting & Analytics	✓	**BoldTrail BackOffice Pro:** $259 per month
HomeView™ is more than just a search app the first-of-its-kind homeownership solution that puts agents at the coveted center of the lifelong client relationship.	• Branded, Consumer-Facing Mobile App • Home Valuation + Market Trends • Property Search & Favorited Homes • Moving & Maintenance • Agent Chat Integrated with BoldTrail	✓	**CORE Home Premium, Branded App:** Not available for purchase by individual agents - Enterprise exclusive

The *greatness* in you.℠ REMAX Office Name | officeurl.com | emailaddress@remax.net

[1]Platform offers optional purchases. [2]Third party app with a REMAX content library that requires a monthly charge. [3]May require you to purchase from third party vendors.

Local Market **Insight**

Presented by
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RE/MAX Executive

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May 2025
Anne Arundel County, MD

New Listings 755

3.3% from Apr 2025: **731**
5.7% from May 2024: **714**

YTD	2025	2024	+/-
	3,797	**3,505**	8.3%

5-year May average: **935**

New Pendings 747

4.2% from Apr 2025: **717**
4.6% from May 2024: **714**

YTD	2025	2024	+/-
	3,027	**3,103**	-2.4%

5-year May average: **894**

Closed Sales 688

17.2% from Apr 2025: **587**
-10.2% from May 2024: **766**

YTD	2025	2024	+/-
	2,683	**2,740**	-2.1%

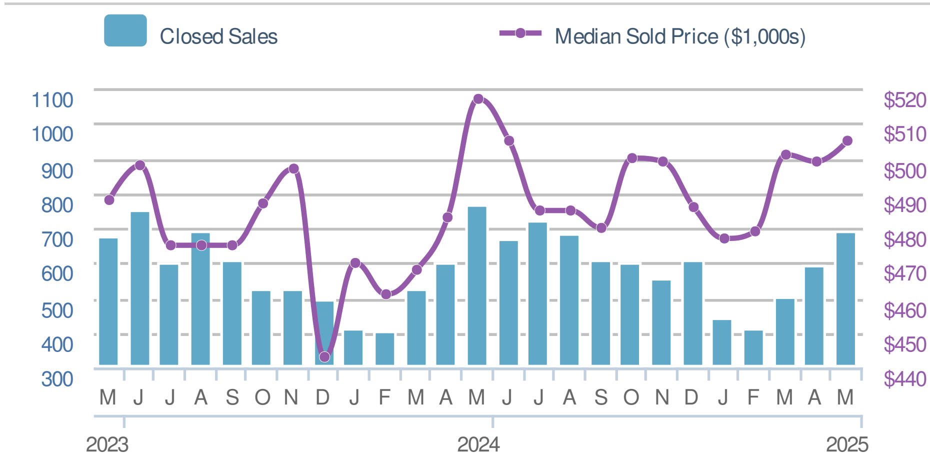
5-year May average: **833**

Median Sold Price $505,000

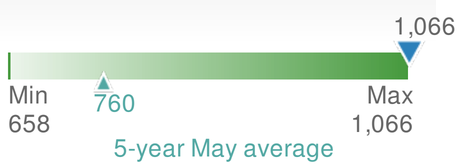
1.0% from Apr 2025: **$499,900**
-2.3% from May 2024: **$517,000**

YTD	2025	2024	+/-
	$495,000	**$485,000**	2.1%

5-year May average: **$479,198**

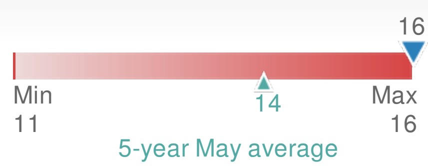


Active Listings 1,066



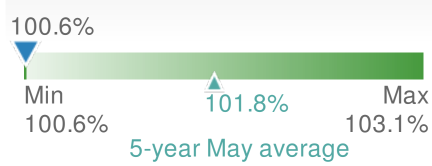
Apr 2025	May 2024
949	**693**

Avg DOM 16



Apr 2025	May 2024	YTD
16	**15**	**22**

Avg Sold to OLP Ratio 100.6%



Apr 2025	May 2024	YTD
100.4%	**101.5%**	**100.0%**

Data Source: Bright MLS. Statistics calculated June 05, 2025.

May 2025

Anne Arundel County, MD

Sold Summary

	May 2025	May 2024	% Change
Sold Dollar Volume	$411,137,947	$457,476,774	-10.13%
Avg Sold Price	$600,845	$608,713	-1.29%
Median Sold Price	$505,000	$517,000	-2.32%
Units Sold	688	766	-10.18%
Avg Days on Market	16	15	6.67%
Avg List Price for Solds	$598,454	$599,153	-0.12%
Avg SP to OLP Ratio	100.6%	101.5%	-0.88%
Ratio of Avg SP to Avg OLP	100.2%	101.2%	-0.99%
Attached Avg Sold Price	$449,934	$474,213	-5.12%
Detached Avg Sold Price	$698,557	$697,215	0.19%
Attached Units Sold	270	304	-11.18%
Detached Units Sold	418	462	-9.52%

Notes:

- SP = Sold Price
- OLP = Original List Price
- LP = List Price (at time of sale)
- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	May 2025	May 2024	% Change
Active Listings	1,066	693	53.82%
New Listings	755	714	5.74%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	747	714	4.62%
All Pendings	963	920	4.67%

Financing (Sold)

Assumption	0
Cash	96
Conventional	371
FHA	86
Other	7
Owner	1
VA	123

Days on Market (Sold)

0	35
1 to 10	409
11 to 20	88
21 to 30	44
31 to 60	55
61 to 90	20
91 to 120	11
121 to 180	8
181 to 360	12
361 to 720	1
721+	5

Sold Detail

Active Detail

	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< $50,000	0	0	0	0	0	0	1	0	0	0
$50K to $99,999	1	0	0	0	0	0	1	12	0	1
$100K to $149,999	0	0	2	0	0	0	0	9	0	0
$150K to $199,999	0	3	1	0	1	0	0	4	0	1
$200K to $299,999	1	2	5	5	0	0	28	11	18	23
$300K to $399,999	12	13	37	24	10	2	29	68	30	38
$400K to $499,999	5	6	42	43	39	6	17	95	67	16
$500K to $599,999	1	3	22	45	38	6	3	91	44	24
$600K to $799,999	1	1	25	15	66	5	7	151	43	13
$800K to $999,999	1	0	7	1	46	0	1	111	0	4
$1M to $2,499,999	1	0	7	0	43	0	3	135	6	6
$2.5M to $4,999,999	0	0	0	0	4	0	0	34	1	0
$5,000,000+	0	0	0	0	0	0	0	9	0	1
Total	23	28	148	133	247	19	90	730	209	127
Avg Sold Price	$455,030	$383,496	$539,979	$483,407	$815,610	$529,657	$404,309			
Prev Year - Avg Sold Price	$424,076	$411,768	$544,498	$489,591	$812,987	$545,290	$443,964			
Avg Sold % Change	7.30%	-6.87%	-0.83%	-1.26%	0.32%	-2.87%	-8.93%			
Prev Year - # of Solds	25	22	163	146	274	32	104			

Local Market **Insight**

Presented by
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May 2025
Queen Annes County, MD

New Listings — 68

-32.7% from Apr 2025: **101**
-26.1% from May 2024: **92**

YTD	2025	2024	+/-
	476	**509**	-6.5%

5-year May average: **102**

New Pendings — 80

15.9% from Apr 2025: **69**
-19.2% from May 2024: **99**

YTD	2025	2024	+/-
	336	**394**	-14.7%

5-year May average: **96**

Closed Sales — 74

15.6% from Apr 2025: **64**
-14.0% from May 2024: **86**

YTD	2025	2024	+/-
	303	**311**	-2.6%

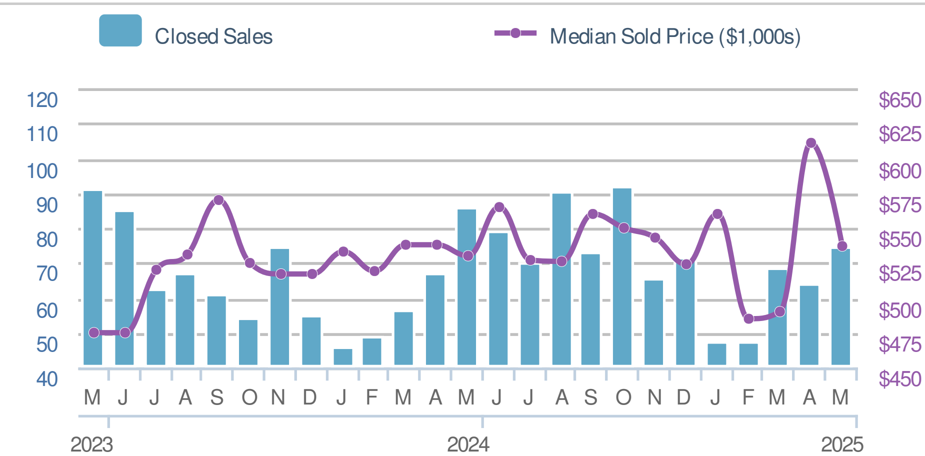
5-year May average: **88**

Median Sold Price — $537,200

-12.2% from Apr 2025: **$611,950**
1.4% from May 2024: **$530,000**

YTD	2025	2024	+/-
	$530,000	**$530,000**	0.0%

5-year May average: **$479,740**



Active Listings — 229

229
Min 124 | 165 | Max 229
5-year May average

Apr 2025	May 2024
241	**180**

Avg DOM — 32

32
Min 17 | 30 | Max 39
5-year May average

Apr 2025	May 2024	YTD
39	**33**	**42**

Avg Sold to OLP Ratio — 97.3%

97.3%
Min 97.3% | 98.7% | Max 100.2%
5-year May average

Apr 2025	May 2024	YTD
96.9%	**97.5%**	**97.1%**

May 2025
Queen Annes County, MD

Sold Summary

	May 2025	May 2024	% Change
Sold Dollar Volume	$48,231,429	$48,957,657	-1.48%
Avg Sold Price	$637,992	$562,142	13.49%
Median Sold Price	$537,200	$530,000	1.36%
Units Sold	74	86	-13.95%
Avg Days on Market	32	33	-3.03%
Avg List Price for Solds	$651,776	$569,275	14.49%
Avg SP to OLP Ratio	97.3%	97.5%	-0.23%
Ratio of Avg SP to Avg OLP	96.7%	96.5%	0.18%
Attached Avg Sold Price	$612,336	$545,149	12.32%
Detached Avg Sold Price	$642,472	$565,733	13.56%
Attached Units Sold	11	15	-26.67%
Detached Units Sold	63	71	-11.27%

Notes:
- SP = Sold Price
- OLP = Original List Price
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- Garage/Parking Spaces are not included in Detached/Attached section totals.

Inventory

	May 2025	May 2024	% Change
Active Listings	229	180	27.22%
New Listings	68	92	-26.09%
New Under Contracts	0	0	0%
New Contingents	0	0	0%
New Pendings	80	99	-19.19%
All Pendings	133	159	-16.35%

Financing (Sold)

Assumption	0
Cash	12
Conventional	44
FHA	10
Other	0
Owner	0
VA	7

Days on Market (Sold)

0	3
1 to 10	35
11 to 20	7
21 to 30	7
31 to 60	6
61 to 90	4
91 to 120	2
121 to 180	3
181 to 360	4
361 to 720	3
721+	0

Sold Detail / Active Detail

	Residential						Condo/Coop	Active Listings		
	2 or Less BR		3 BR		4 or More BR		All	Residential		Condo/Coop
Price Ranges	Detached	Attached/TH	Detached	Attached/TH	Detached	Attached/TH	Attached	Detached	Attached/TH	Attached
< $50,000	0	0	0	0	0	0	0	2	0	1
$50K to $99,999	0	0	0	0	0	0	0	3	0	2
$100K to $149,999	0	0	1	0	0	0	0	0	1	2
$150K to $199,999	0	0	0	0	0	0	0	3	0	0
$200K to $299,999	1	0	4	0	0	0	0	5	3	3
$300K to $399,999	0	0	1	0	3	0	2	18	2	7
$400K to $499,999	1	0	12	0	3	0	0	27	2	3
$500K to $599,999	0	0	5	1	15	0	2	36	2	17
$600K to $799,999	0	1	0	2	5	0	2	40	1	6
$800K to $999,999	0	0	3	0	2	0	1	11	0	1
$1M to $2,499,999	0	0	2	0	4	0	0	22	1	0
$2.5M to $4,999,999	0	0	0	0	1	0	0	7	0	0
$5,000,000+	0	0	0	0	0	0	0	1	0	0
Total	2	1	28	3	33	0	7	175	12	42
Avg Sold Price	$365,750	$610,000	$538,275	$654,666	$747,652	$0	$594,528			
Prev Year - Avg Sold Price	$505,300	$369,900	$515,115	$347,500	$620,601	$535,000	$597,940			
Avg Sold % Change	-27.62%	64.91%	4.50%	88.39%	20.47%	0.00%	-0.57%			
Prev Year - # of Solds	10	1	26	2	35	1	11			

Data Source: Bright MLS. Statistics calculated June 05, 2025.

REALTORS® LEGISLATIVE MEETINGS 2025

MAY 31–JUNE 5 • WASHINGTON, DC

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Real Estate & Economic Outlook

Lawrence Yun, Ph.D.
Chief Economist

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Federal Reserve Economic Forecast Downgraded for 2025

	Previous Forecast in 2024	Updated Forecast in March 2025
GDP	+2.1%	Lowered to +1.7%
Inflation	+2.5%	Raised to +2.7%

Source: Federal Reserve

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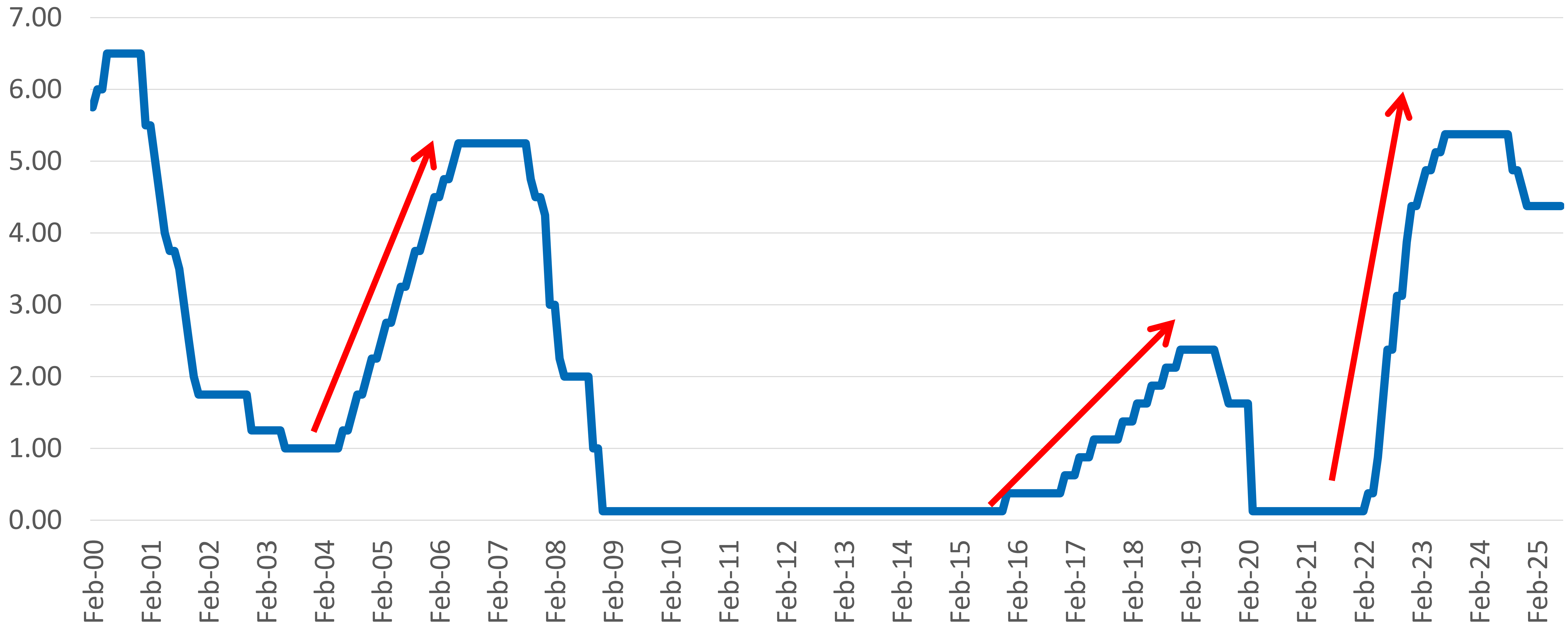
Federal Reserve Fed Funds Rate



Source: Federal Reserve

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10-year Treasury (green) and Mortgage Rates (red)

Source: Federal Reserve and Feddie Mac Mortgage Rate

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Spread 30-yr Mortgage and 10-yr Treasury

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Median Monthly Mortgage Payment for Recent Buyers Tough but No Longer Rising

Source: NAR using only principal and interest of median priced home

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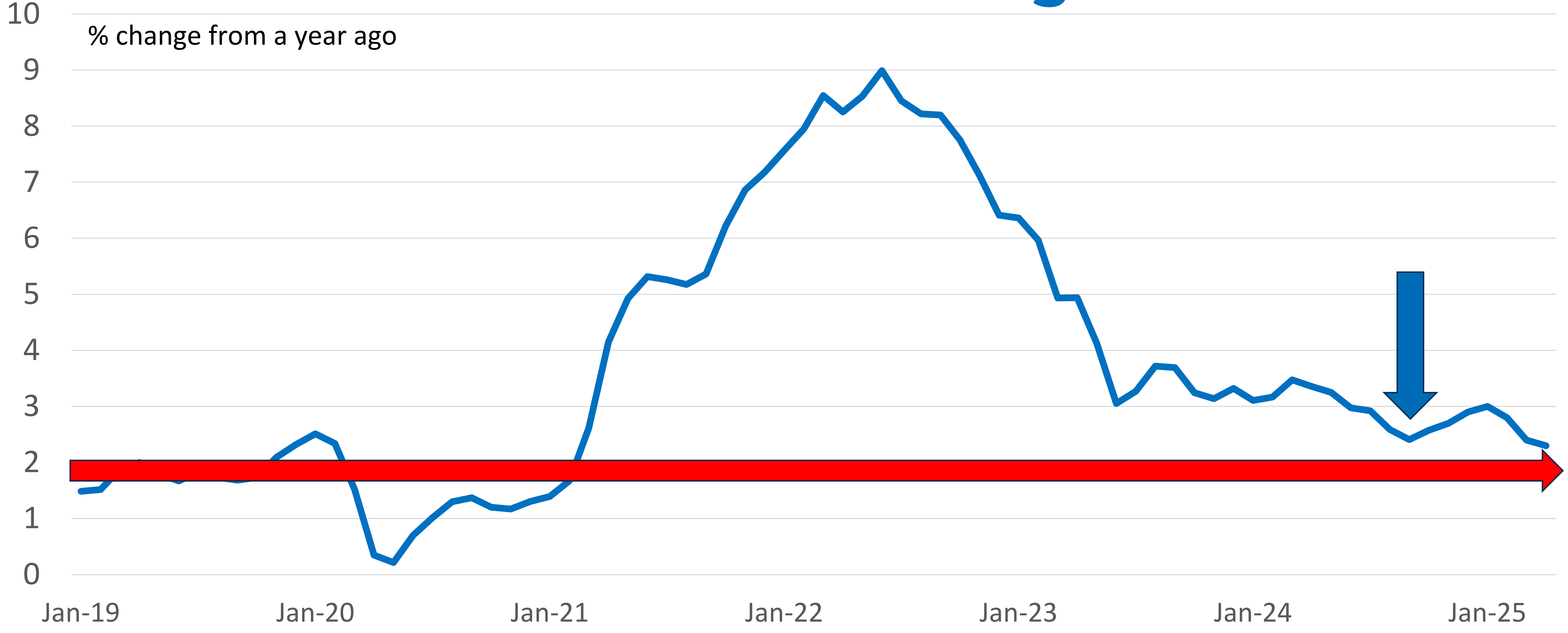
When Will the Fed Cut Rates? Consumer Price Inflation at 2.3% in April, Still Above 2% Target



Source: BLS

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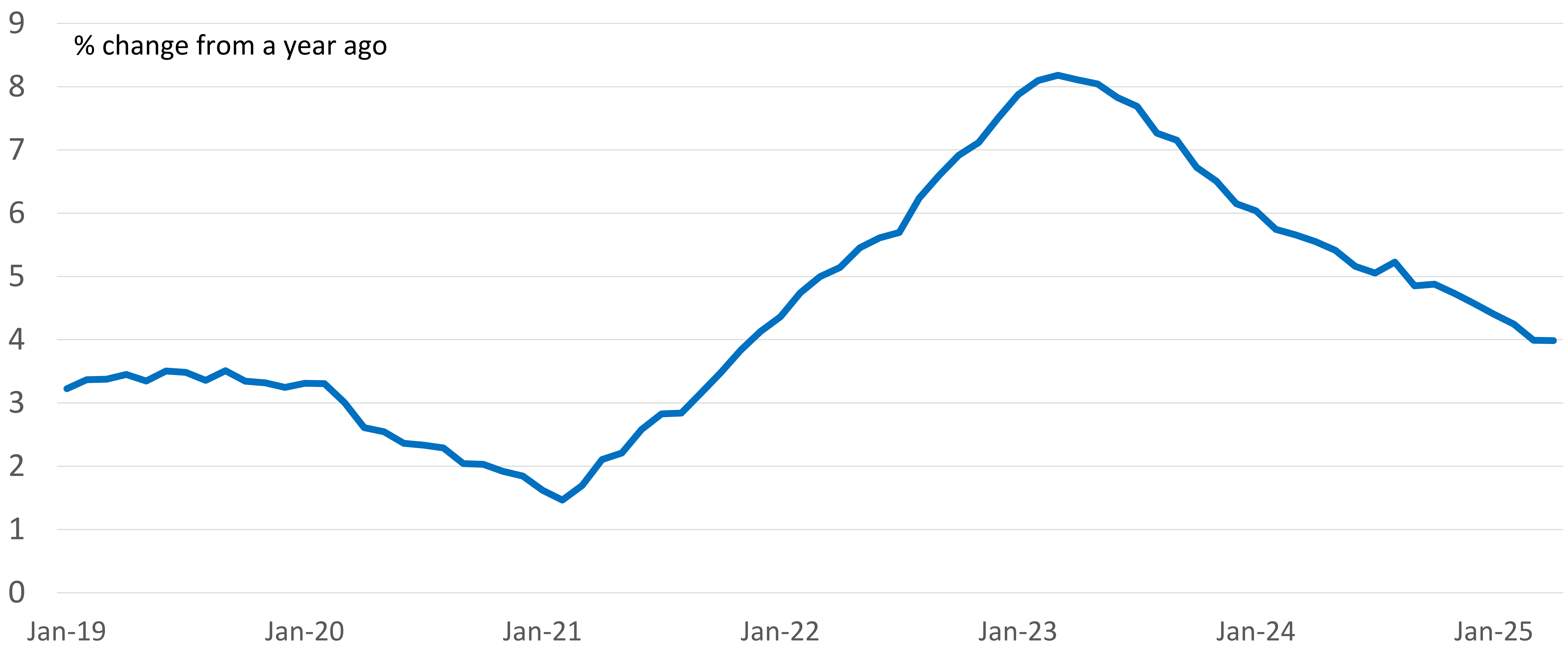
Fed Rate Cuts Once Inflation Under Control

- Tariff … inflationary
- Shelter Cost … disinflationary
- Deregulation … disinflationary
- Oil … disinflationary
- Reciprocal Tariff to zero … disinflationary
- Weaker Economy … disinflationary
- Dumping and Weaker Dollar … inflationary
- Pharmaceutical Drugs … disinflationary

Housing Shelter Inflation is Decelerating (Egg Price is Irrelevant)



Source: BLS

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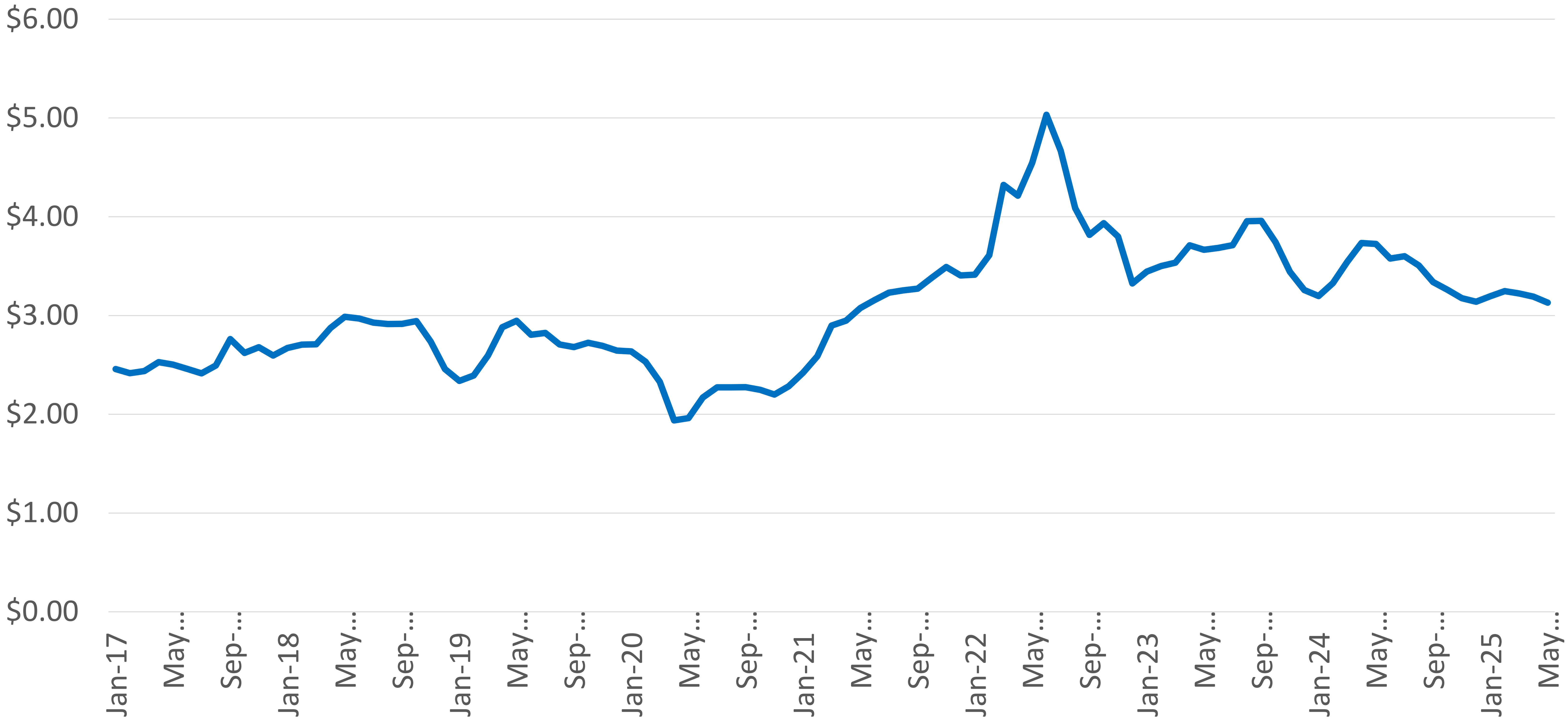
Gasoline Price per Gallon Moving Towards Pre-COVID Prices



Source: Energy Information Administration

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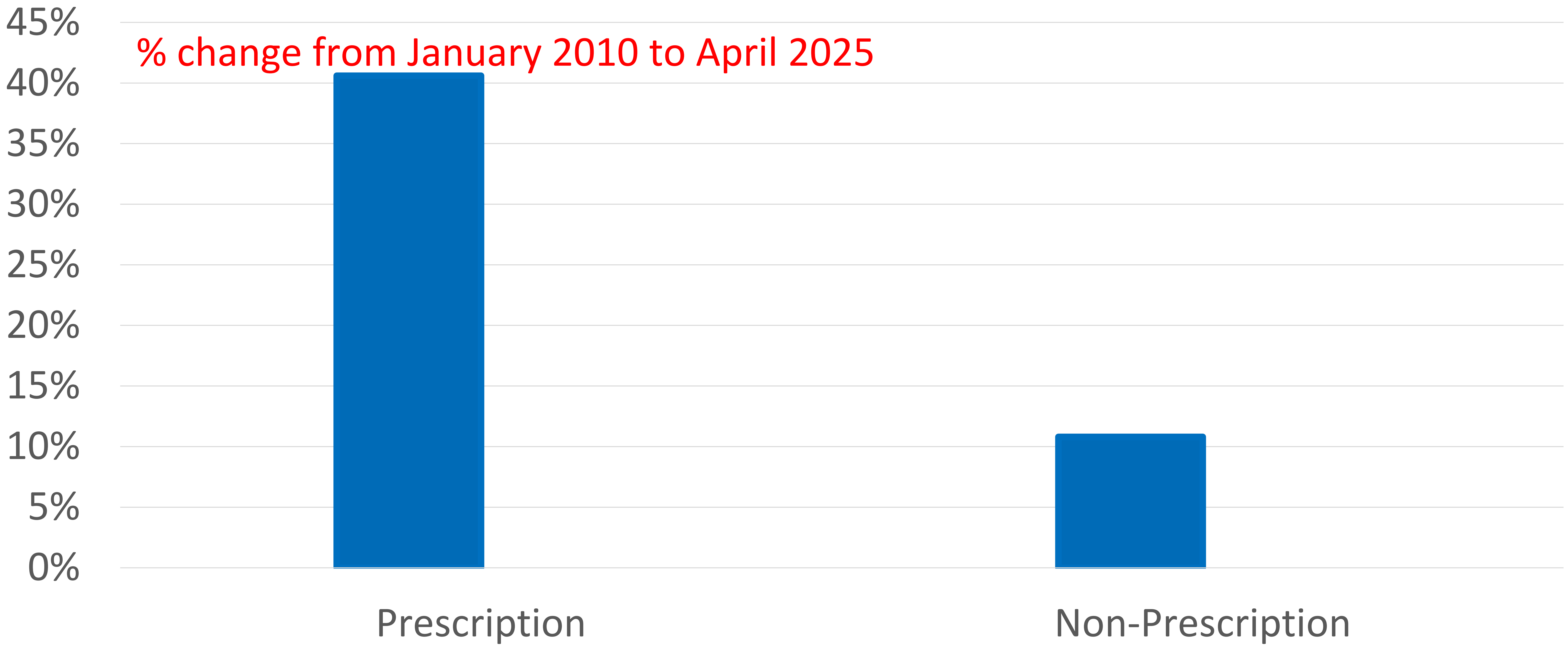
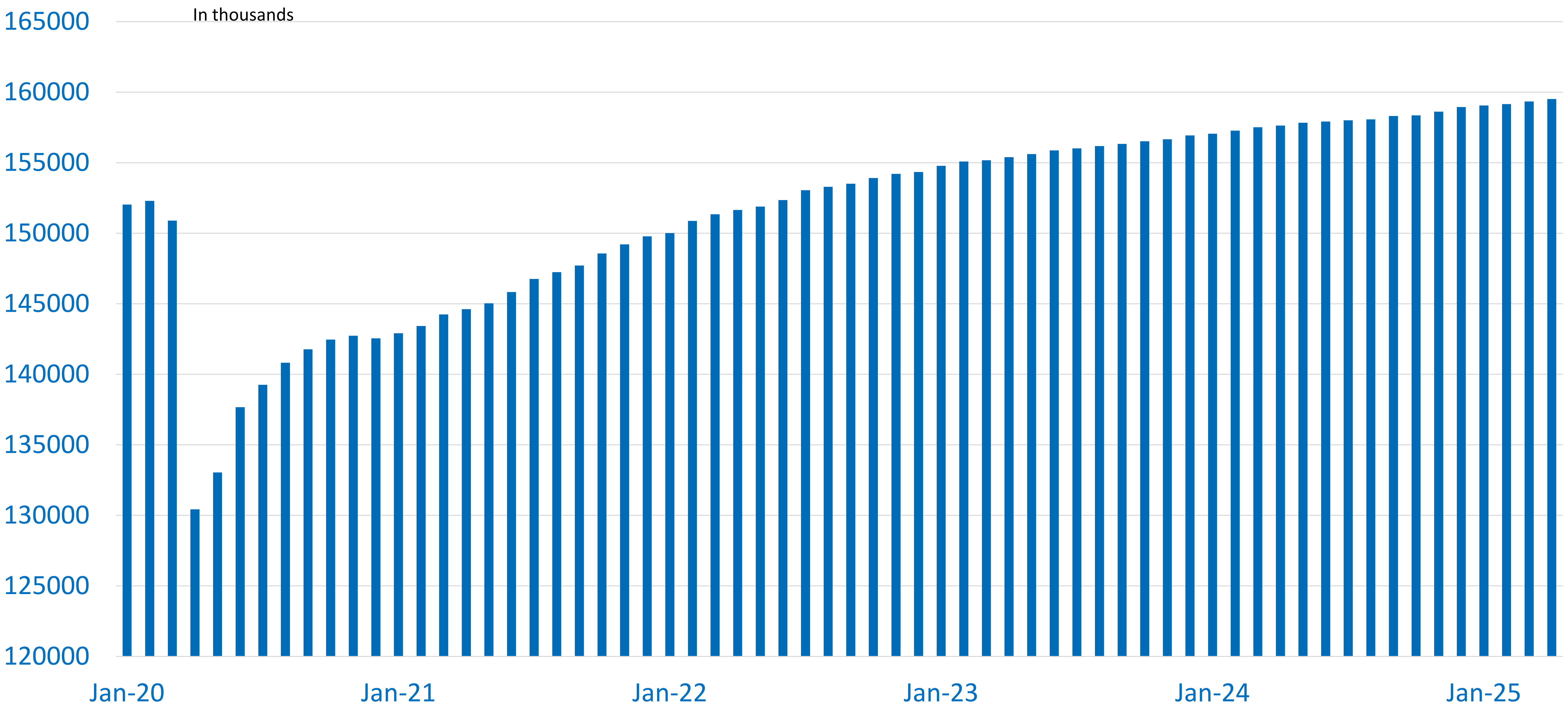
Prescription and Non-Prescription Drug Price Inflation: Future Pricing Impact?



Source: BLS

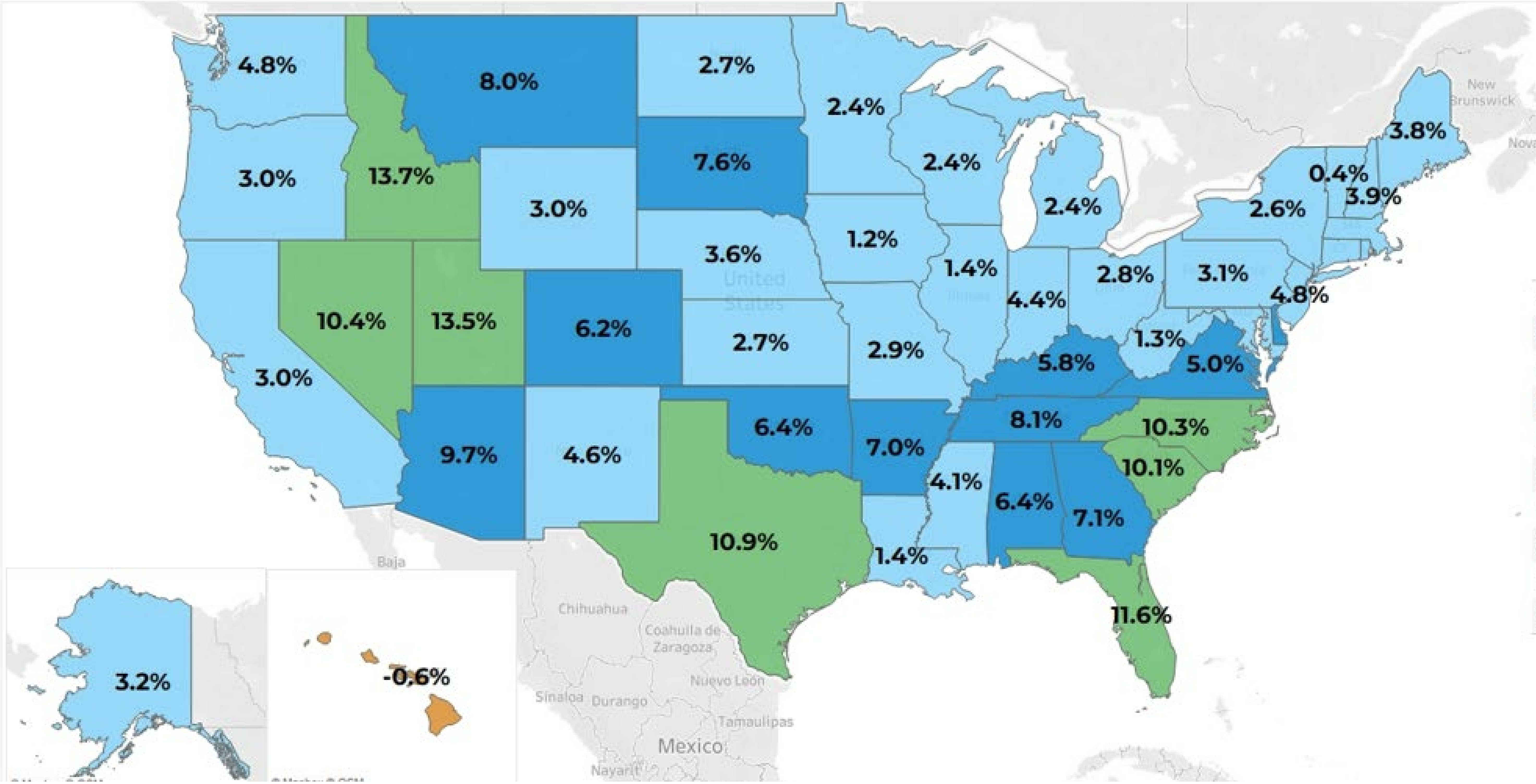
Total Payroll Jobs (+7 Million from Pre-COVID)



Source: BLS

Job Gains Since Pre-COVID Record High Payroll Employment

% change from March 2020 to April 2025



CT	2.1%
DC	-4.0%
DE	6.5%
IL	1.4%
MA	0.4%
MD	2.8%
NE	3.6%
NH	3.9%
NJ	4.8%
RI	2.7%

Source: NAR Analysis of BLS data

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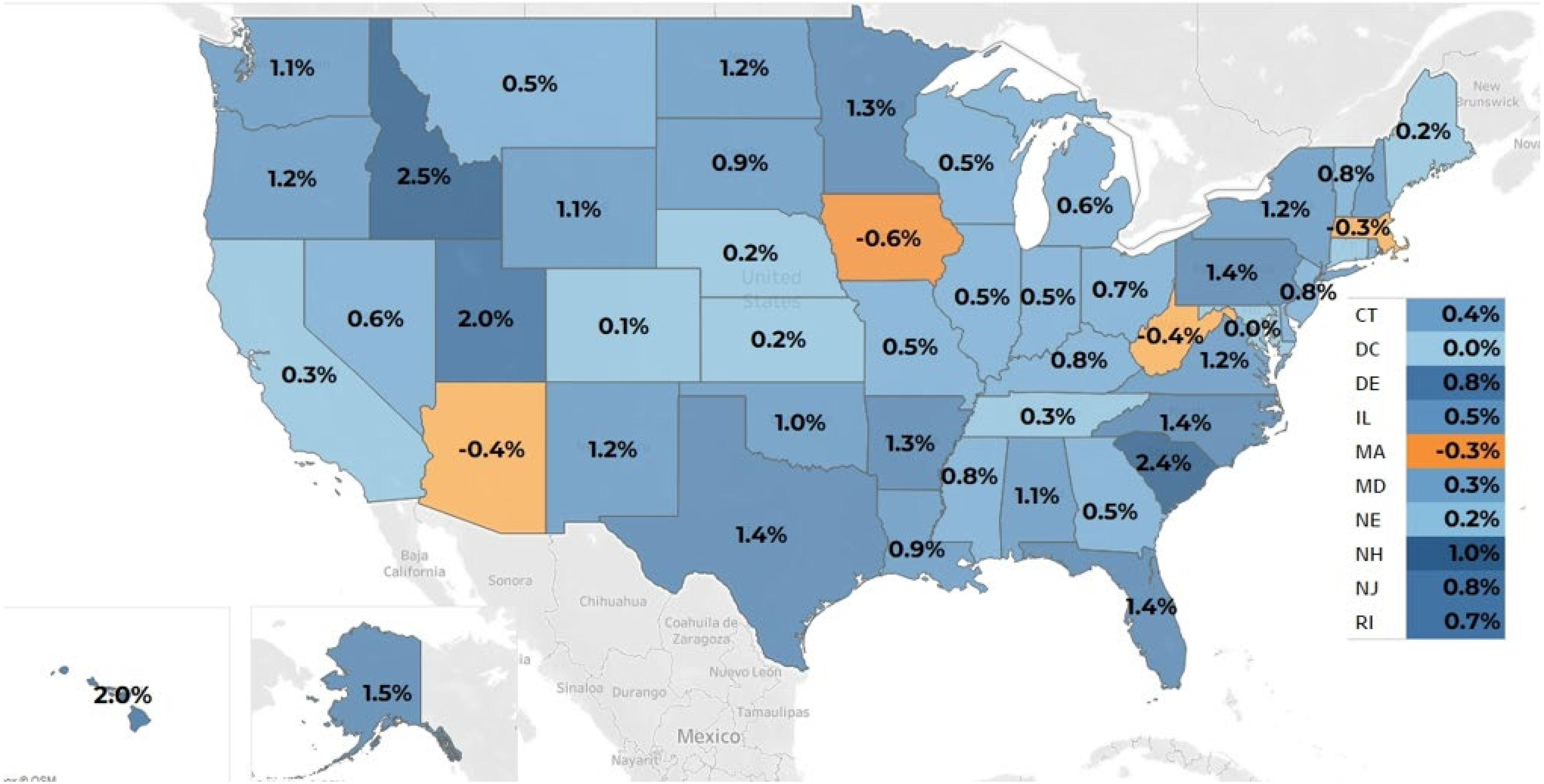
Job Gains Over One Year - to Assess Recent Momentum
% change from April 2024 to April 2025



Source: NAR Analysis of BLS data

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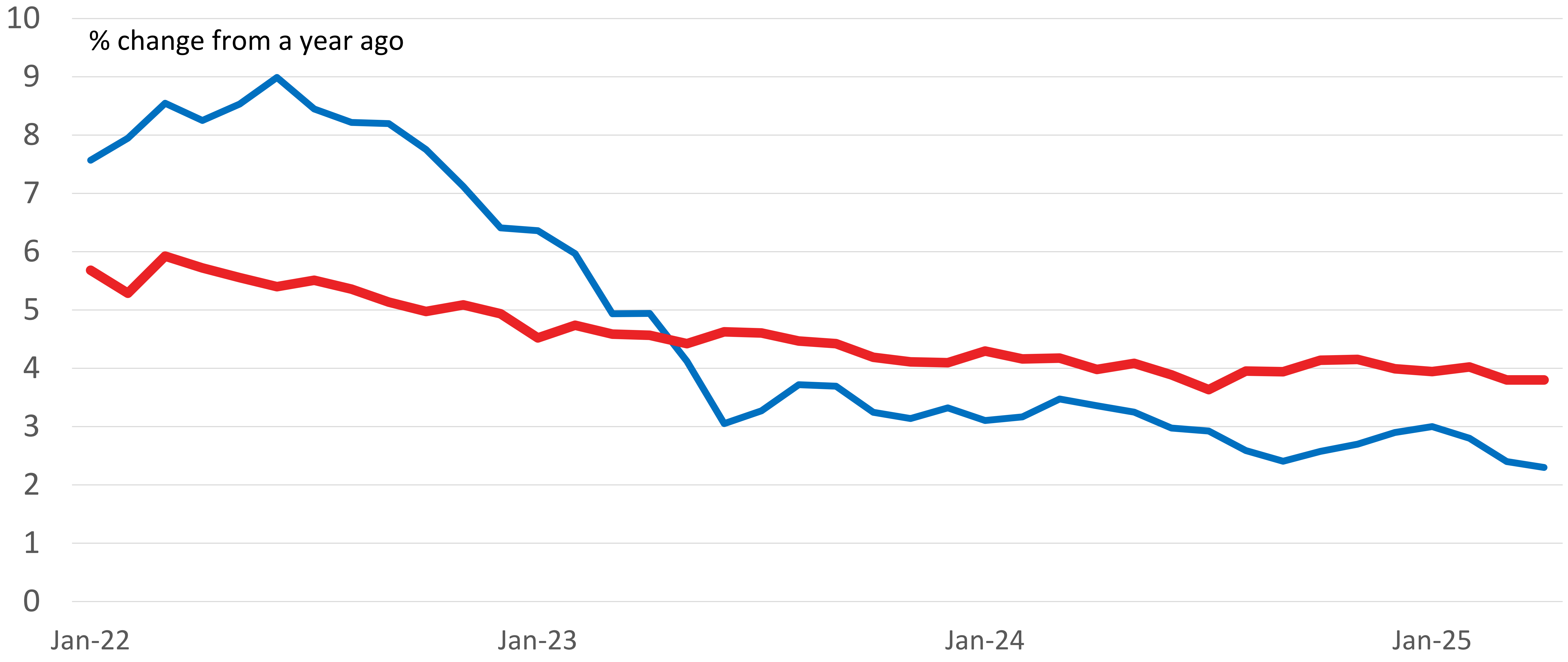
Wage Growth (red) 3.8% Outpacing Consumer Price (blue) at 2.3%



Source: BLS

Residential Real Estate

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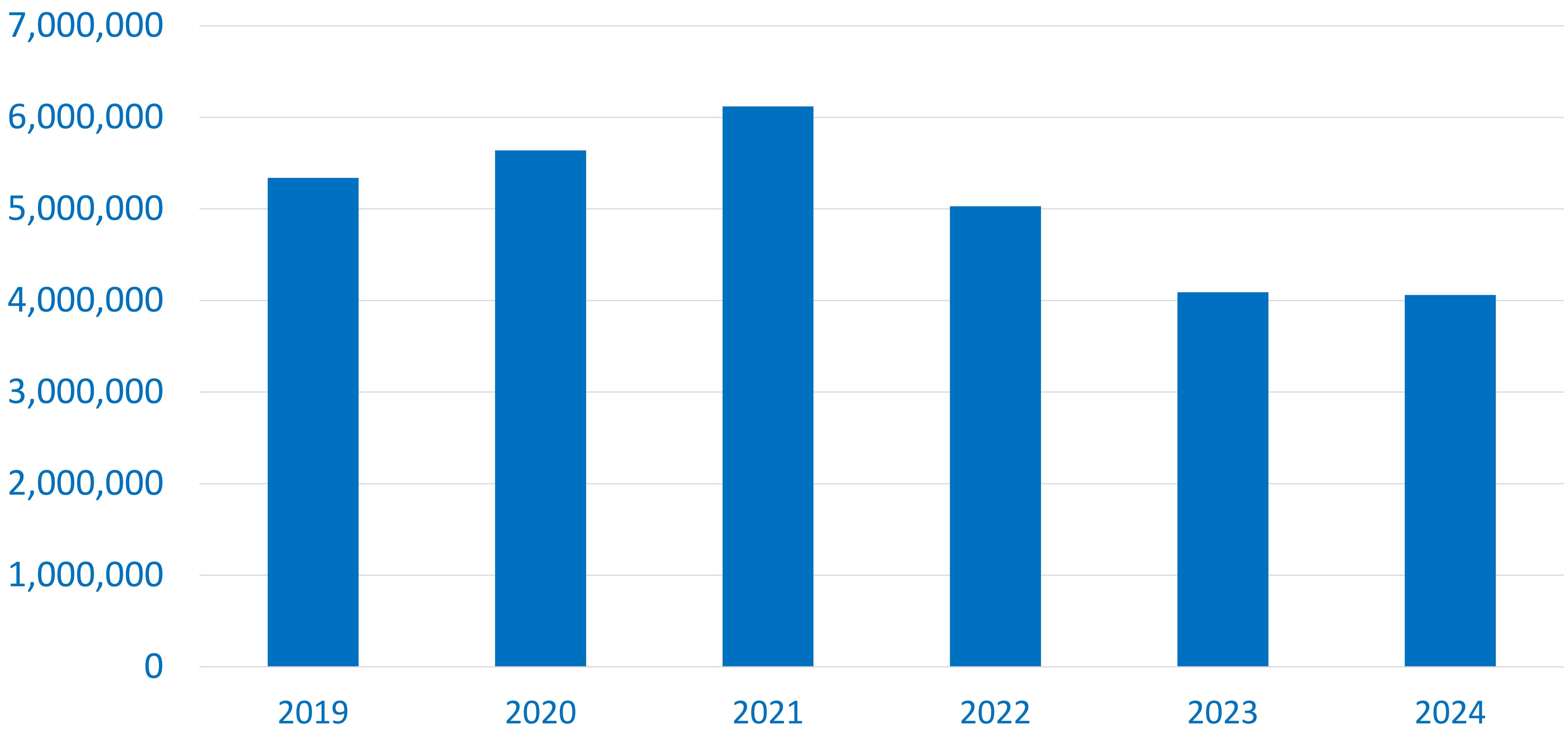
Existing-Home Sales … Two of the Most Difficult Years



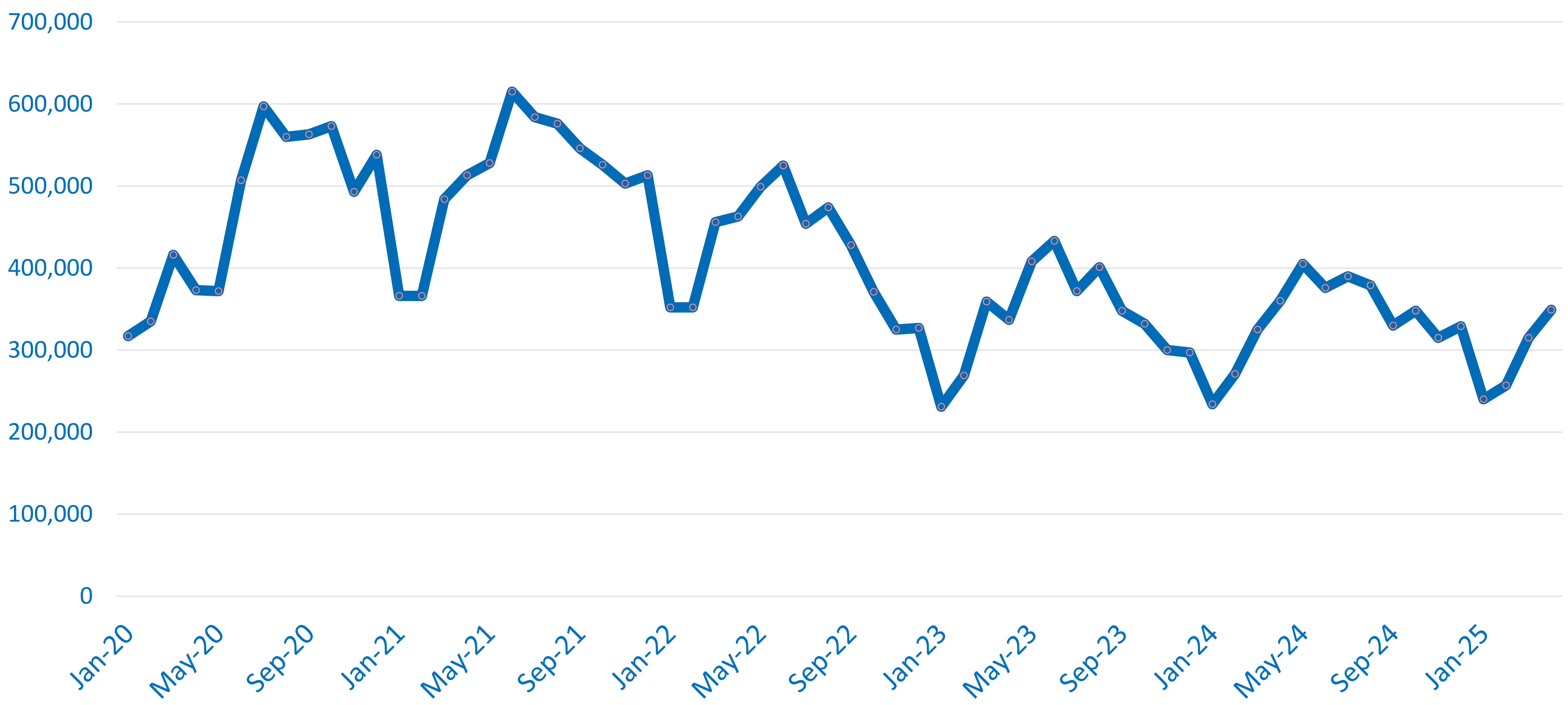
Source: NAR

Recent Monthly Existing-Home Sales Show No Recovery (seasonally adjusted annualized rate)

Source: NAR

NATIONAL ASSOCIATION OF REALTORS®

Raw Existing-Home Sales, Not Seasonally Adjusted



Source: NAR

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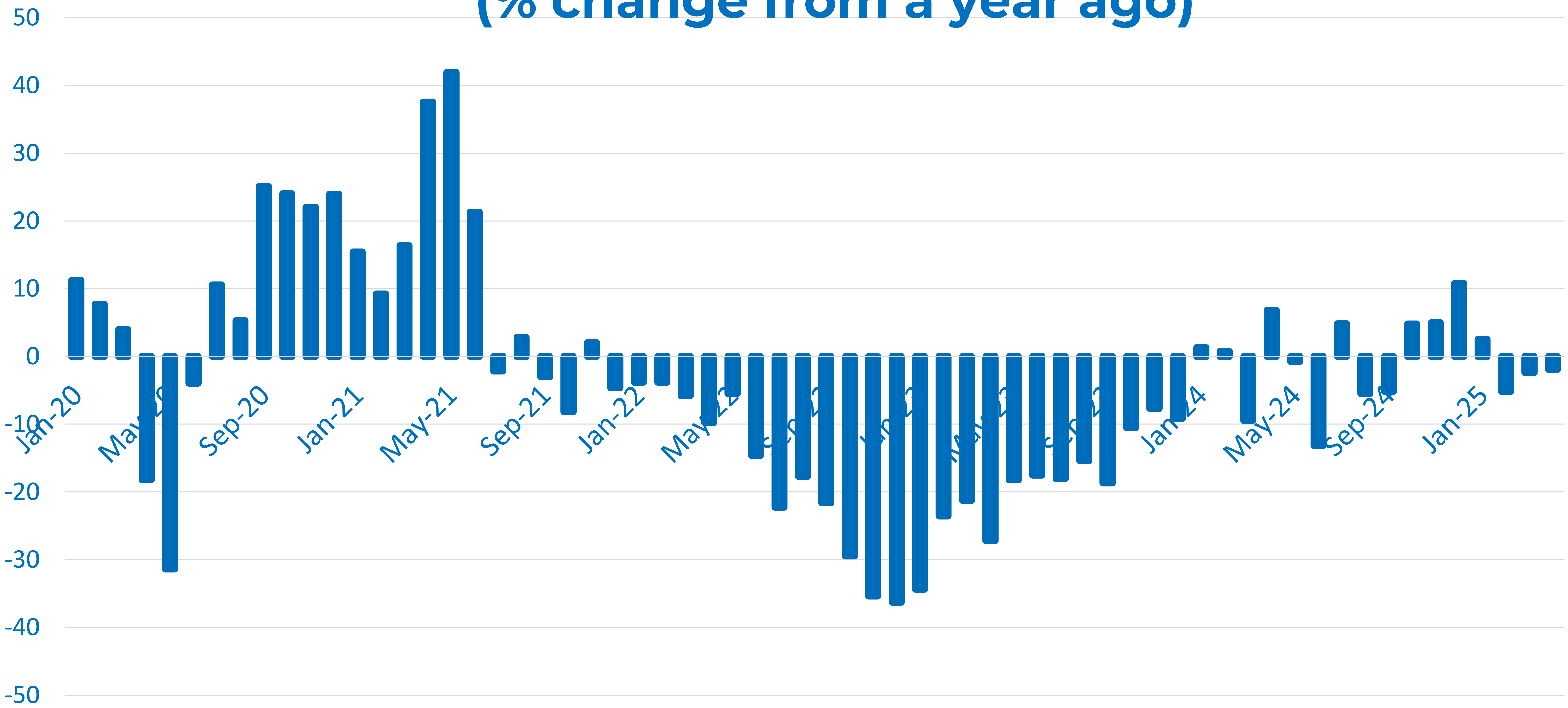
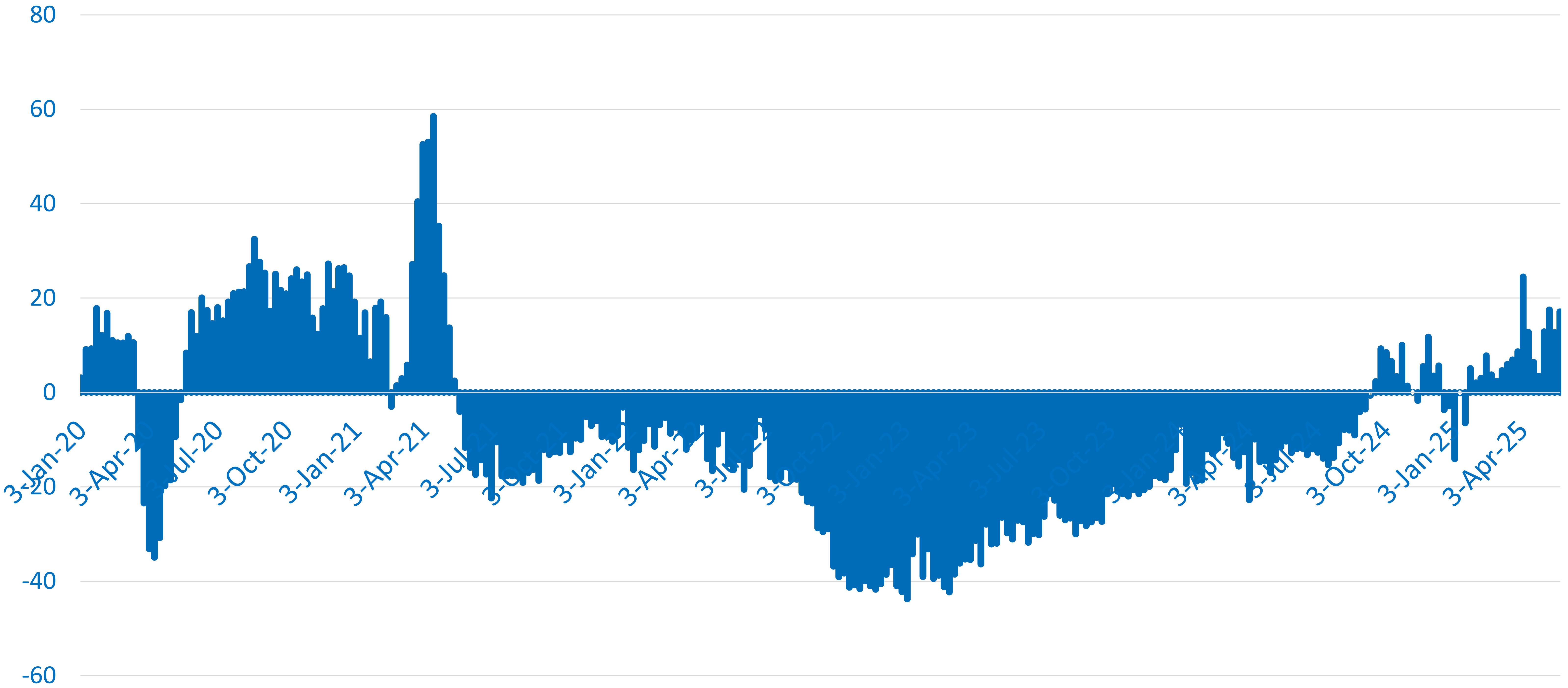
Raw Existing-Home Sales: Flickering of Light at the End of the Tunnel (% change from a year ago)



Source: NAR

Light Showing on Mortgage Applications to Buy a Home (% change from a year ago)



Source: NAR

WSJ Barron's MarketWatch IBD **GET WSJ+**

MarketWatch Investing Personal Finance Retirement

ECONOMIC REPORT

Buyers rushed into the market for new homes in April, pushing sales to highest level in three years

Higher incentives and lower prices boosted sales

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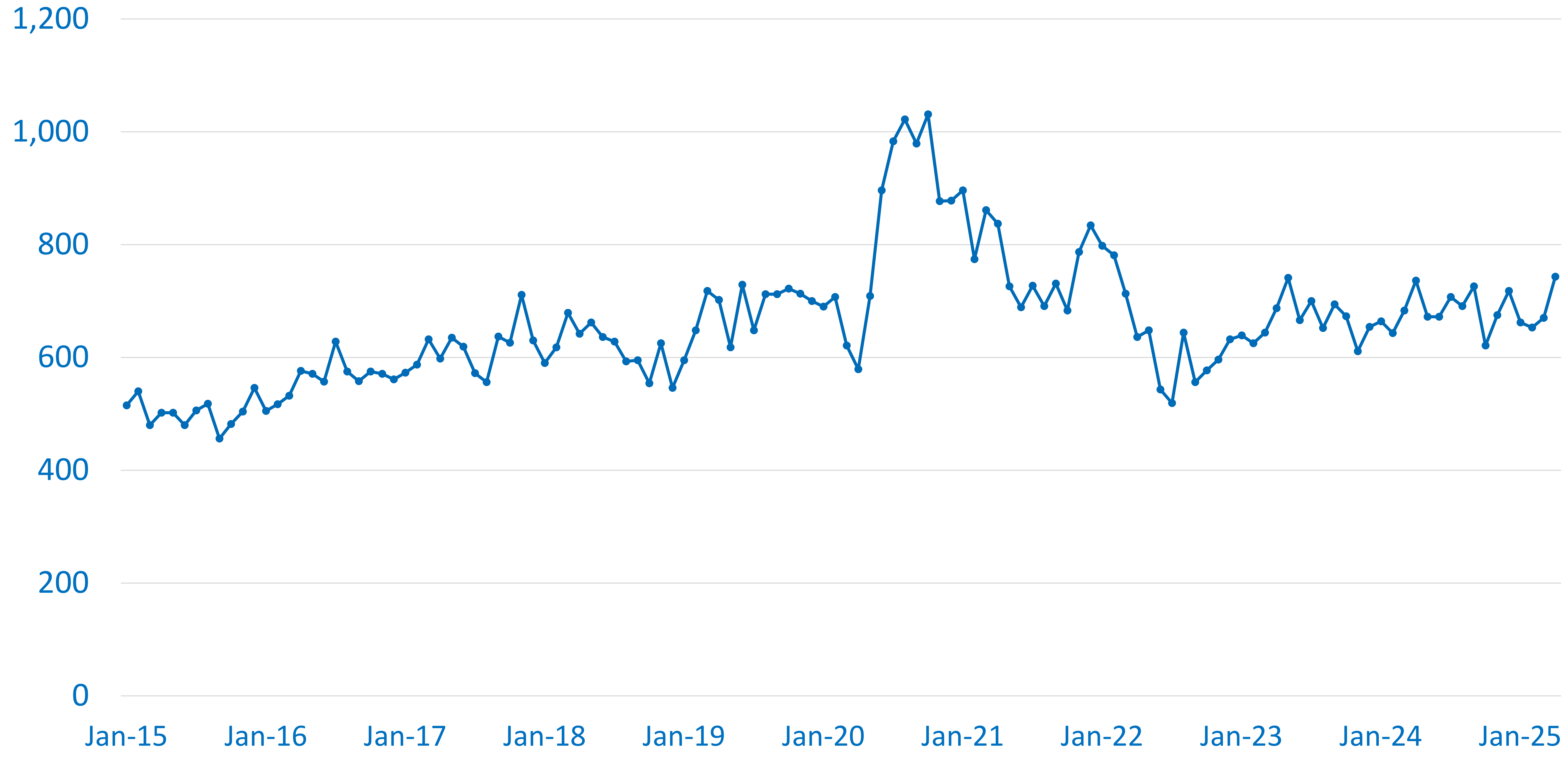
Monthly New Home Sales
(seasonally adjusted annualized rate)



Source: HUD/Census

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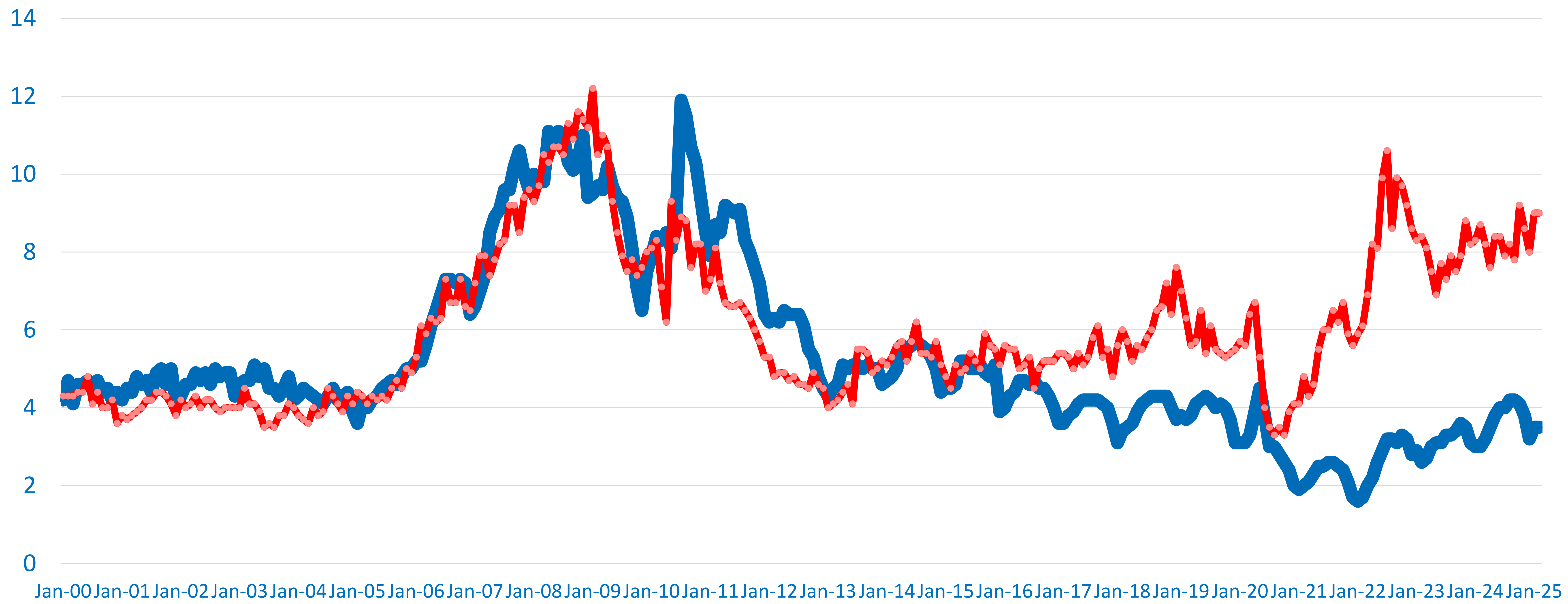
Months Supply of Inventory New Homes (red) and Existing Homes (blue)

(How many months to exhaust the current inventory at current sales pace)



Source: NAR and Census

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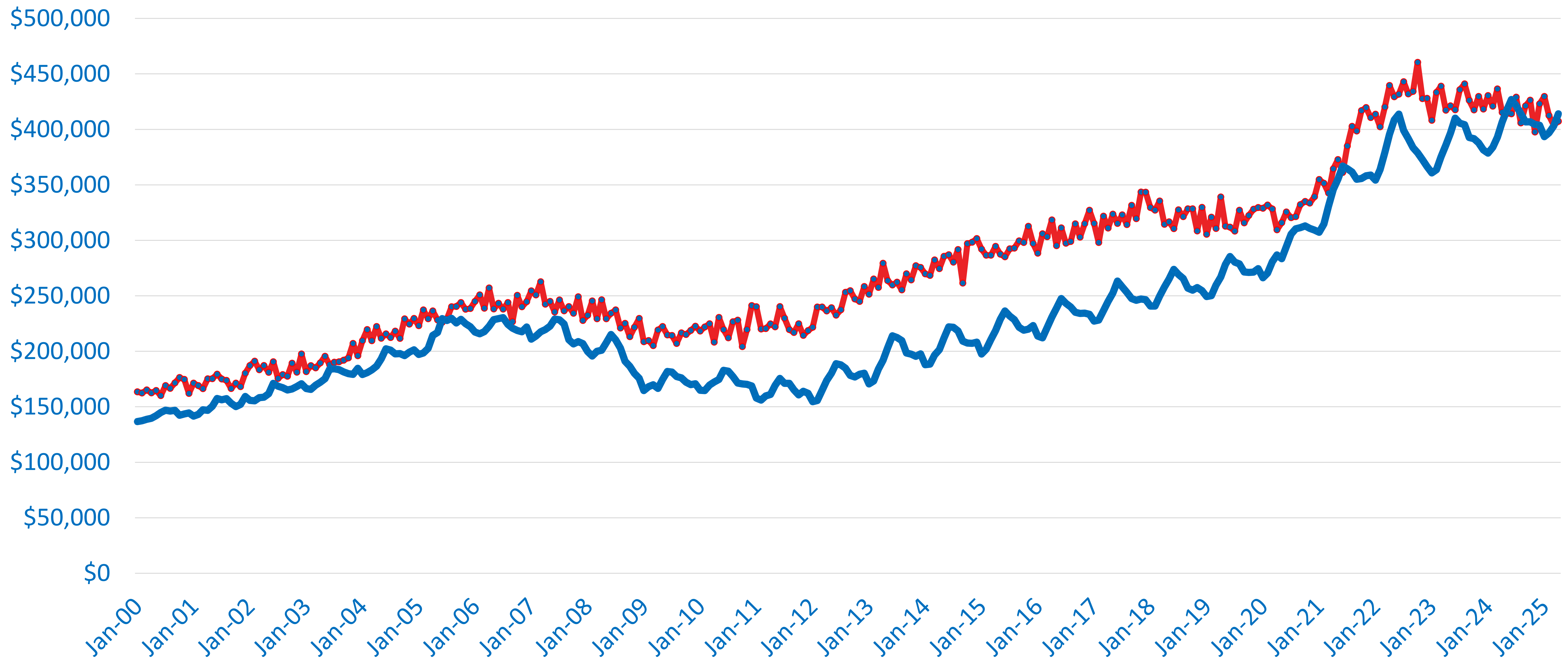
Median Home Price
New vs. Existing



Source: NAR and Census

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$20,000 for Mortgage Rate Buydown or Reduction in Home Price

	5.75% rate	7% rate
Monthly Mortgage Payment $400,000 loan	$2334	
Monthly Mortgage Payment $380,000 loan		$2528

For illustration purposes only and not a market offering

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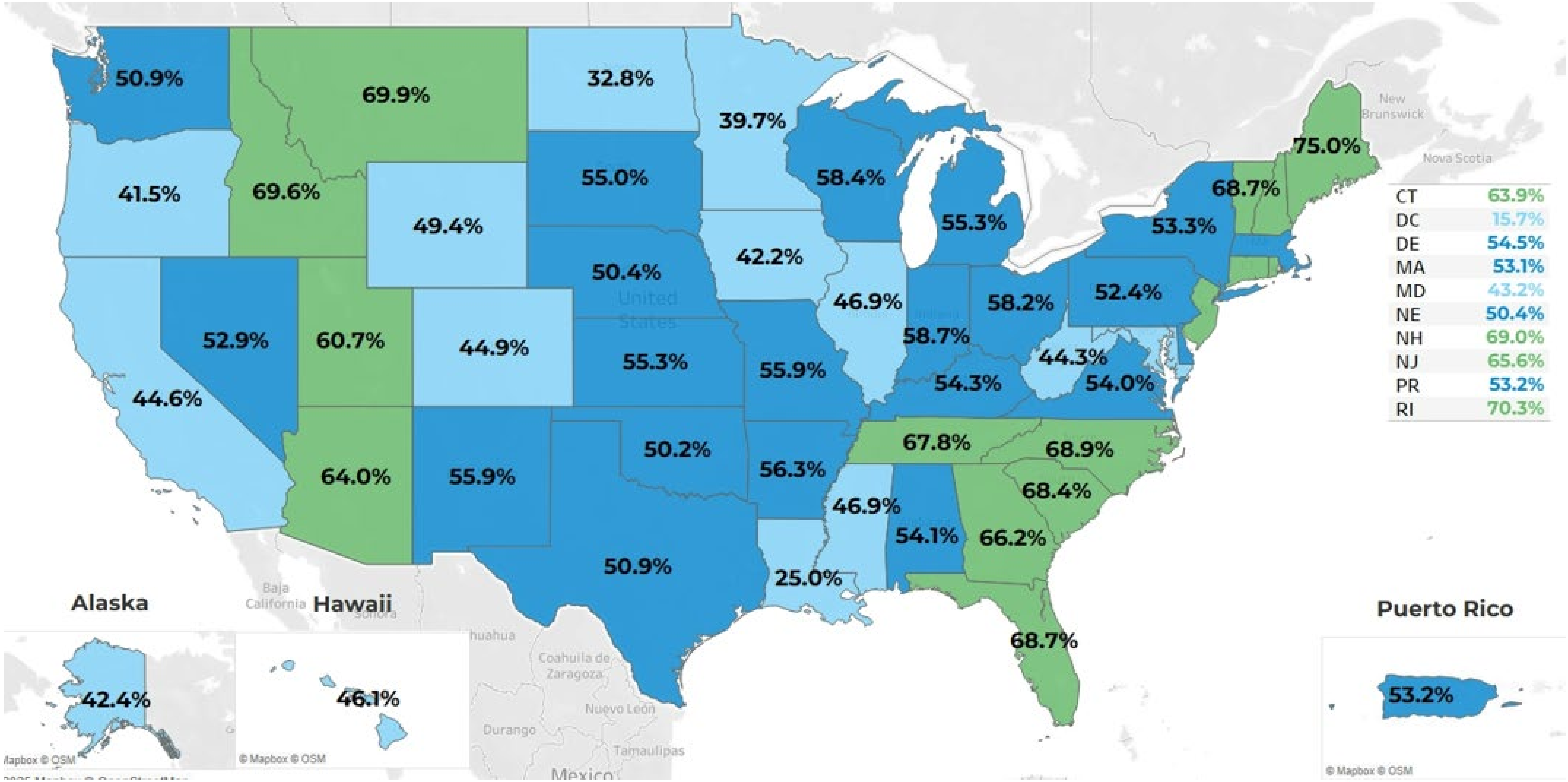
5-year Home Price Gains Since Pre-COVID
% change from 2020 Q1 to 2025 Q1



CT	63.9%
DC	15.7%
DE	54.5%
MA	53.1%
MD	43.2%
NE	50.4%
NH	69.0%
NJ	65.6%
PR	53.2%
RI	70.3%

Source: NAR Analysis of FHFA data

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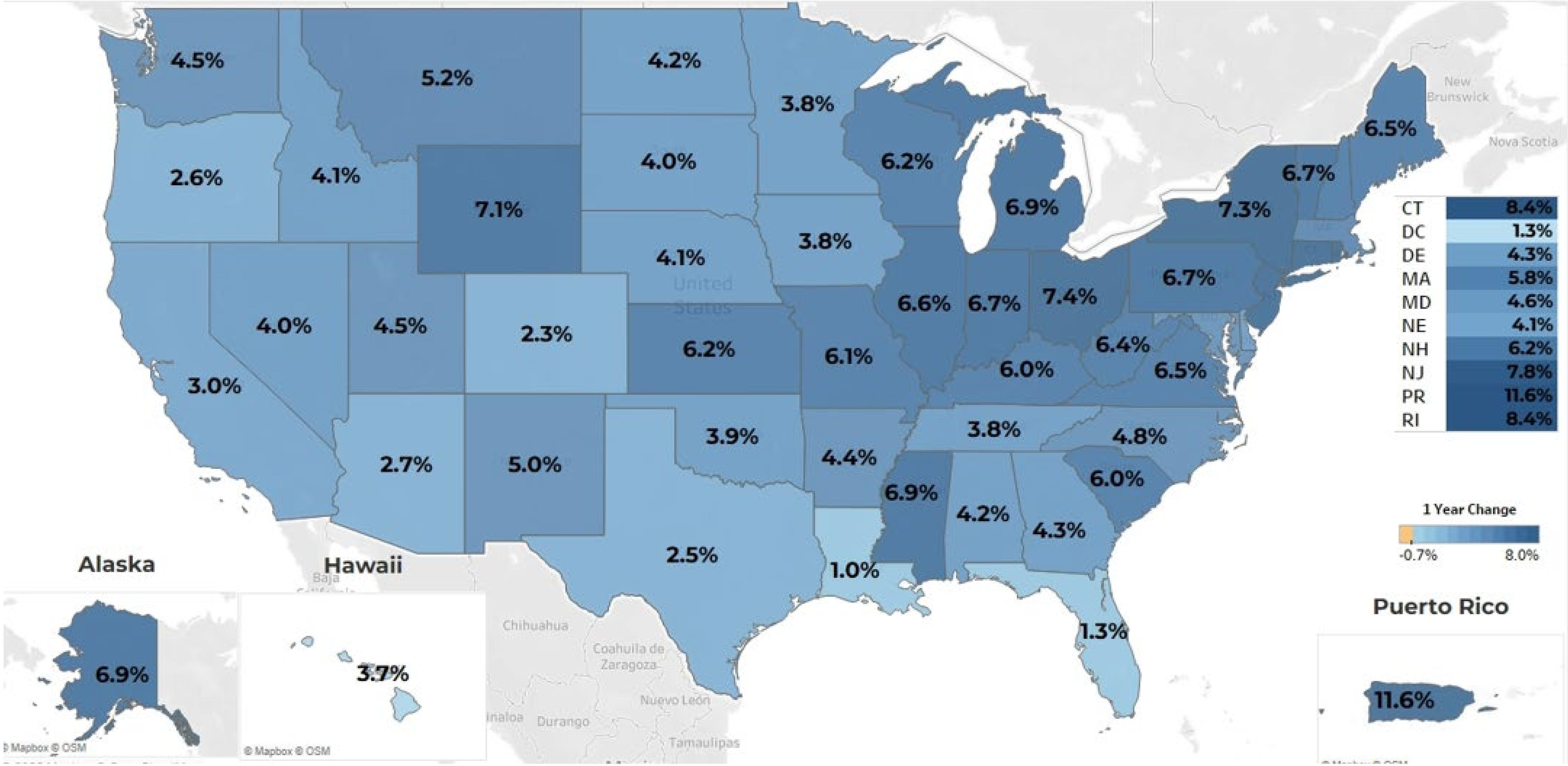
Recent 1-year Home Price Gains
% change from 2024 Q1 to 2025 Q1



Source: NAR Analysis of FHFA data

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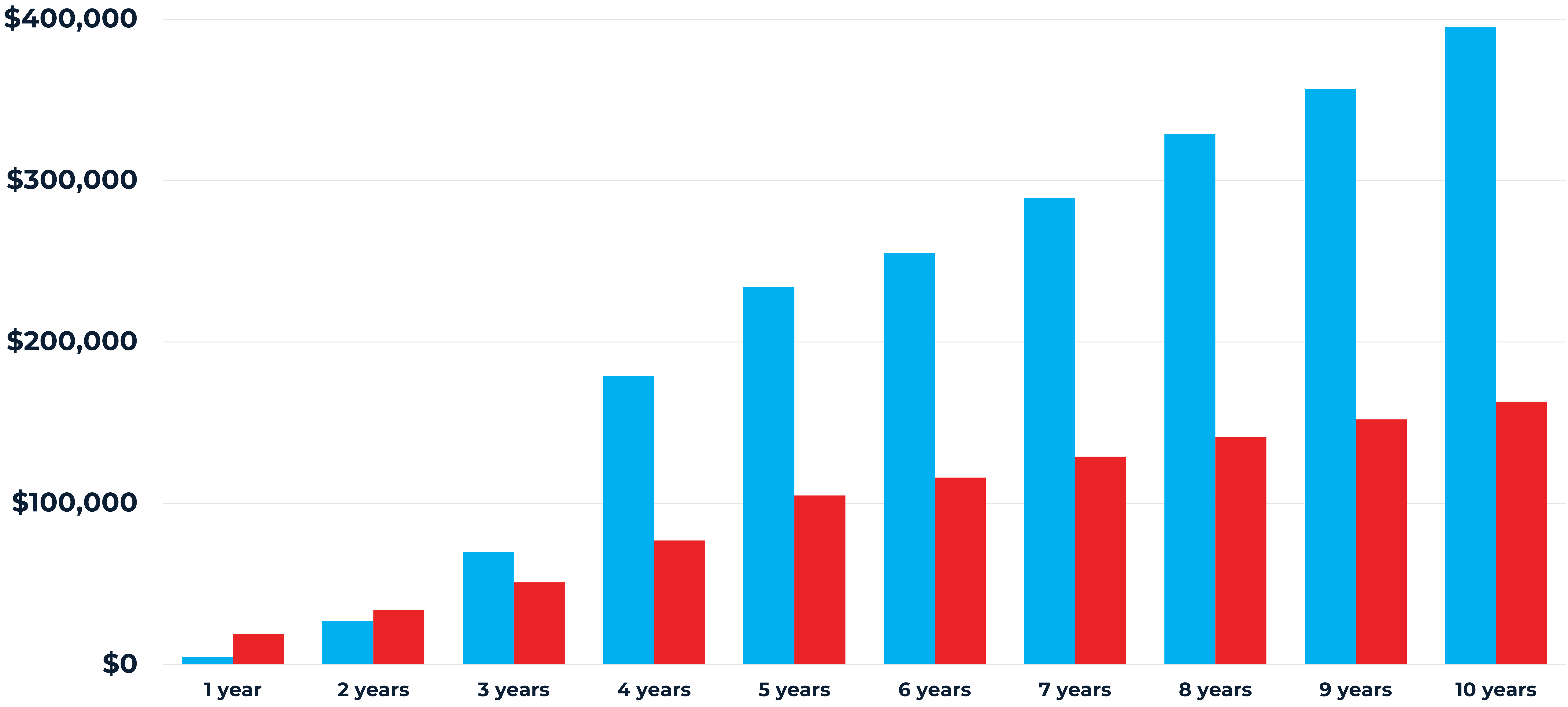
Housing Equity Gain by Years of Ownership
Denver … Louisville



Source: NAR

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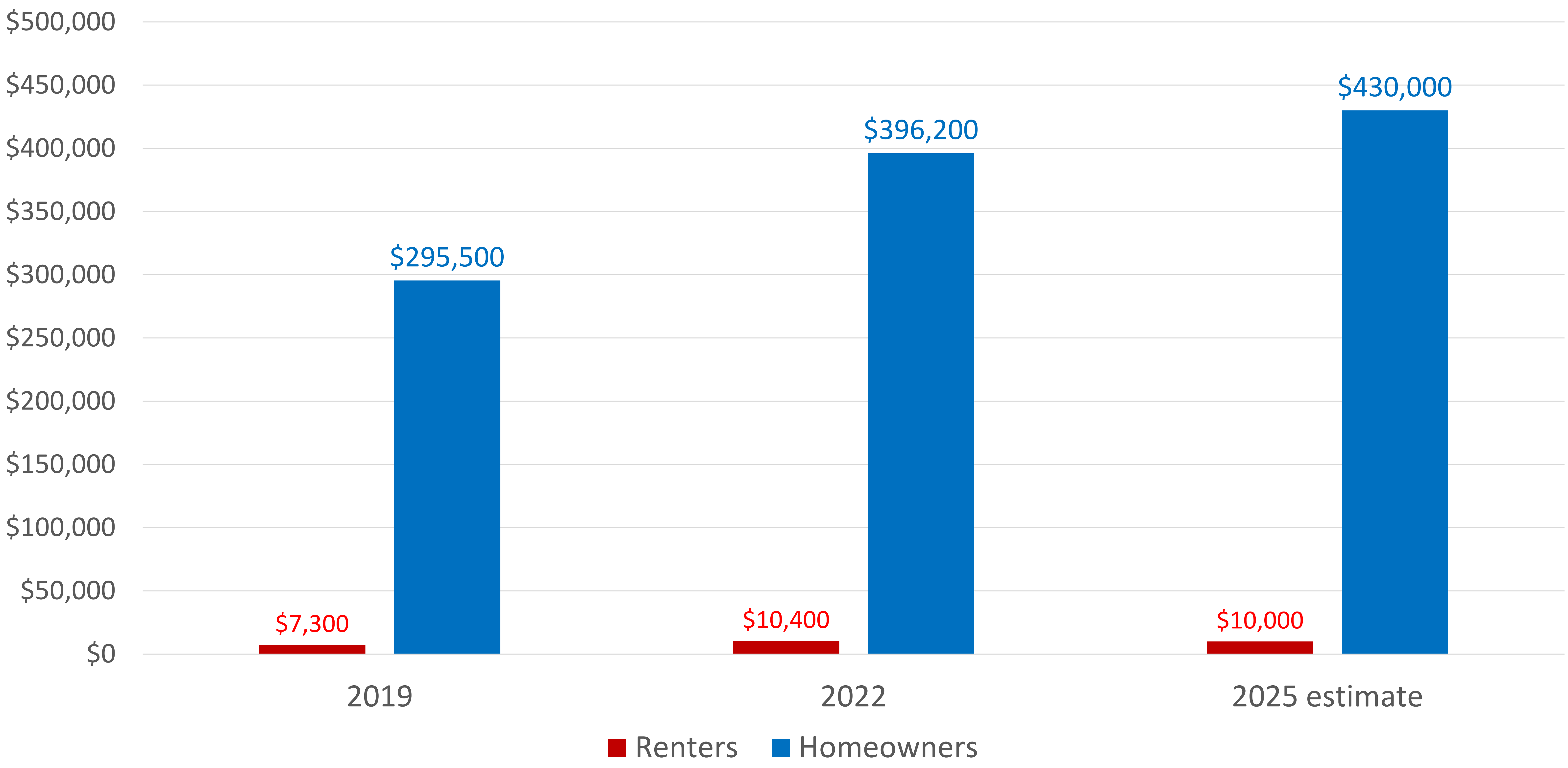
Median Net Worth Between Owners and Renters



Source: Median Net Worth from Federal Reserve Survey of Consumer Finance

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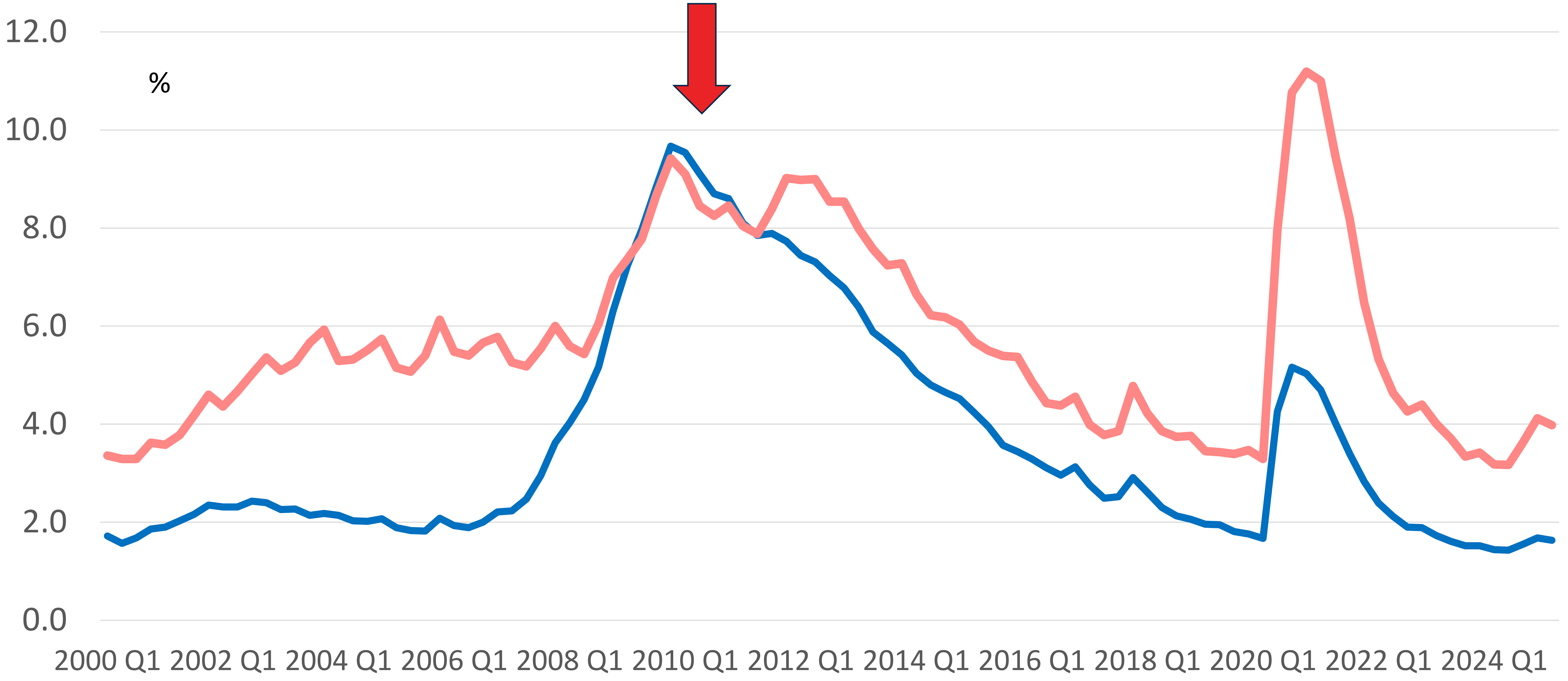
Mortgages in Seriously Delinquent Status
All (blue) vs. FHA (pink)
(3 months late or in foreclosure)



Source: Mortgage Bankers Association

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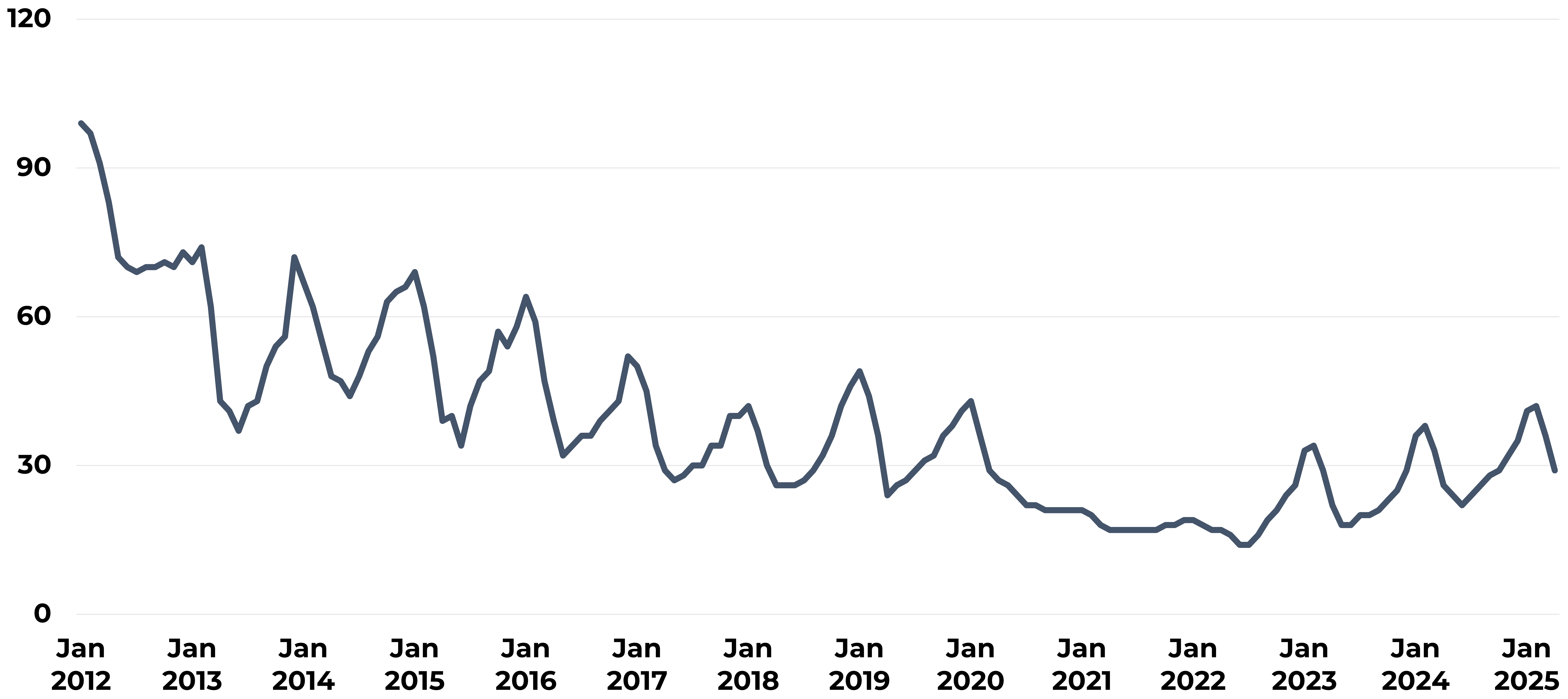
Days on Market
(From Listing to Pending Contract)



Source: NAR

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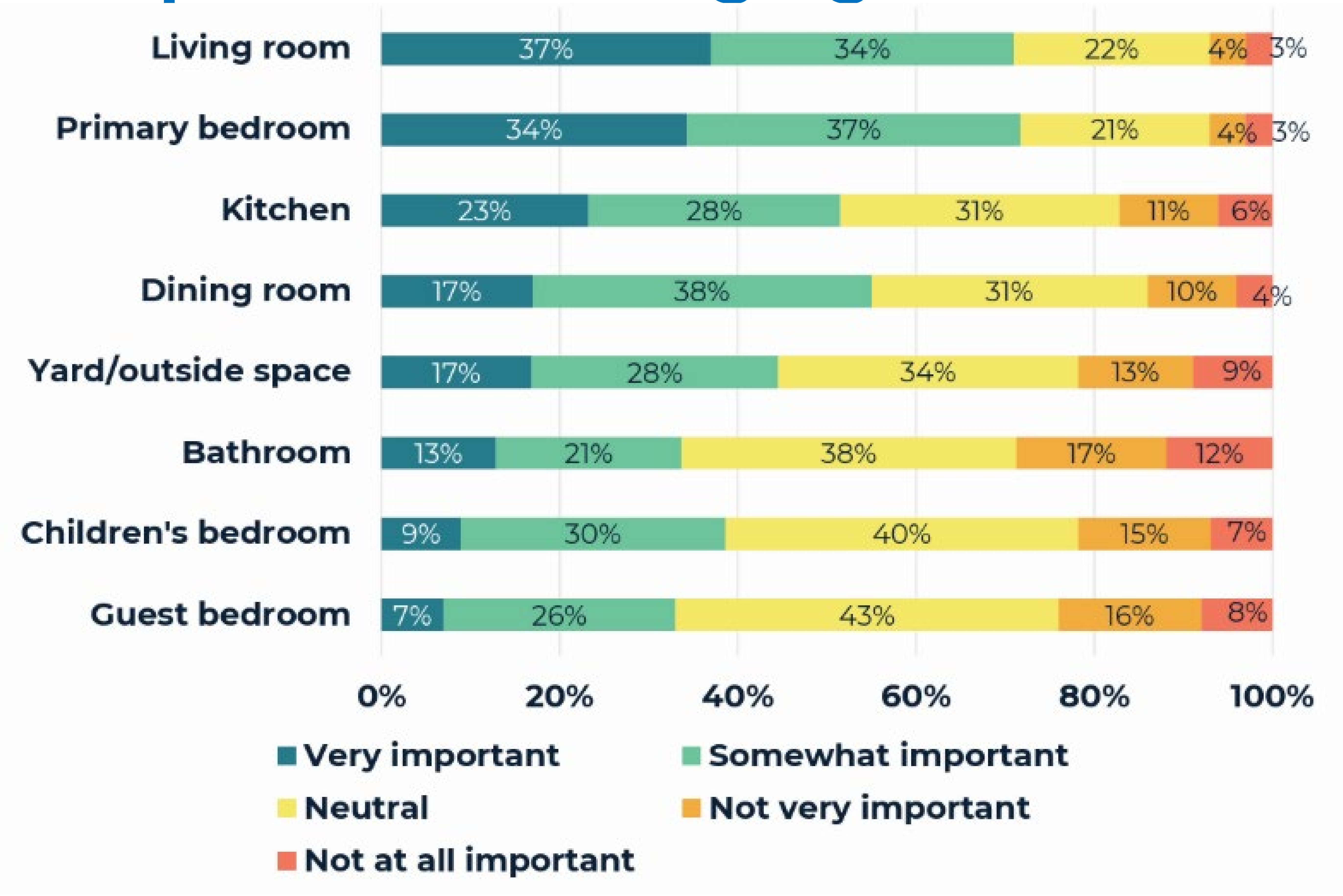
Importance of Staging from NAR Study



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Price Cuts from Lengthening Days on Market

DOM	April and May 2025	April 2019
0 to 7	4.9%	4.4%
8 to 14	5.3%	4.9%
15 to 21	6.0%	5.3%
22 to 30	6.5%	5.6%
31 to 60	7.7%	6.6%
61 to 90	9.9%	8.1%
91 to 120	11.6%	9.3%
+120	14.2%	11.8%

RPR

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Location

Fairfax, Virginia

Home > Residential Market Trends > Fairfax

Fairfax, Virginia

Print

Market Trends

Create Script | Share

Property Type: SF + Condo/TH/Apt

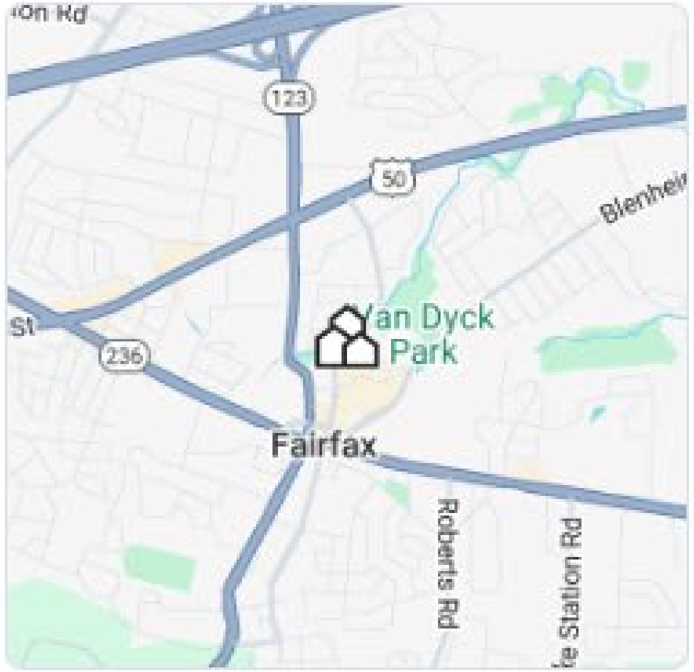
March 2025

Market Type

Seller's Market | Balanced Market | Buyer's Market

Key Details

Months of Inventory	Sold to List Price %	Median Days in RPR	Median Sold Price
1.45	104.5%	5	$950,775
↑ 49.48% Month Over Month	↑ 3.24% Month Over Month	↓ 82.14% Month Over Month	↑ 26.6% Month Over Month



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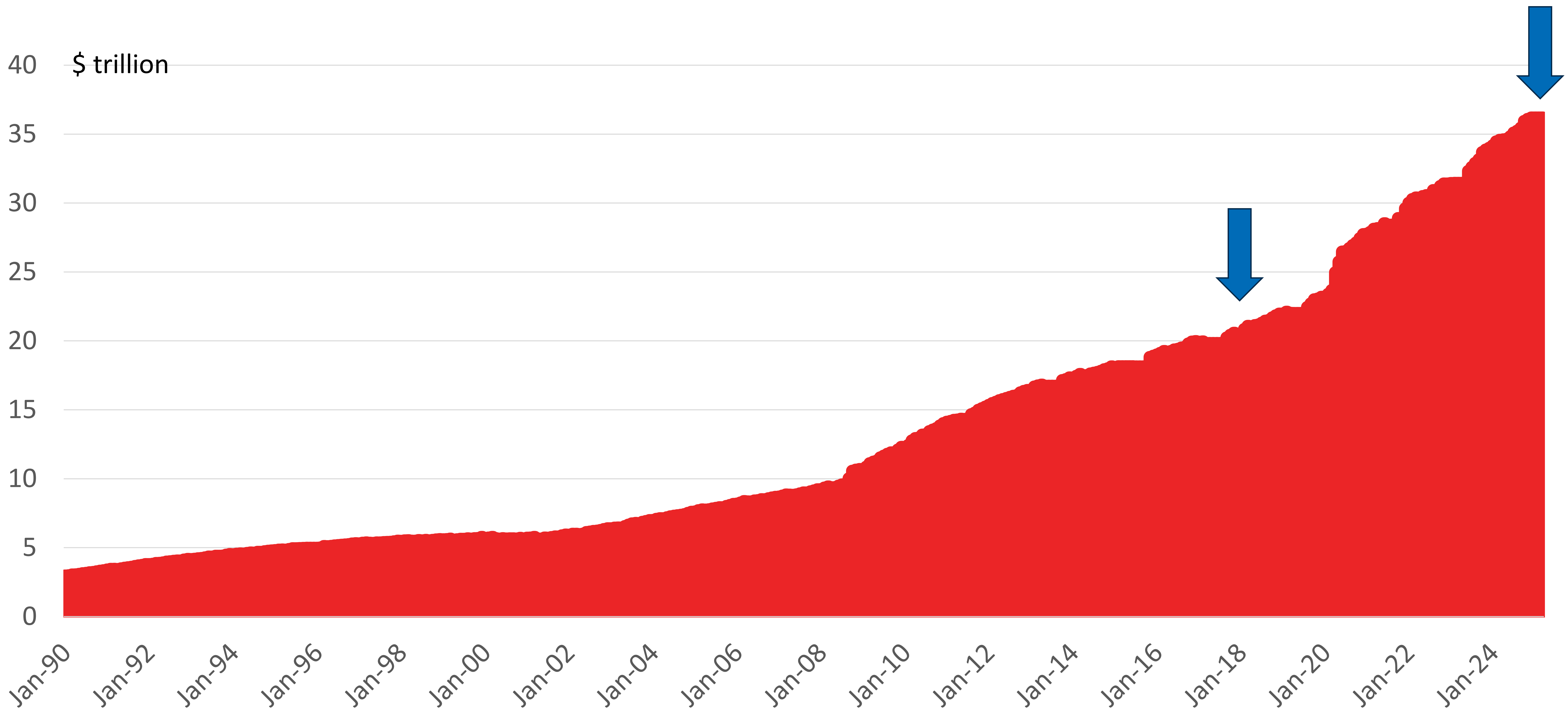
Forecast and Risk

Nationwide Forecast

	2025	2026
Existing-Home Sales	+6%	+11%
New Home Sales	+10%	+5%
Median Home Price	3%	4%
Mortgage Rate	6.4%	6.1%
Job Gains	1.6 million	2.4 million

Risk from National Debt



Source: U.S. Treasury

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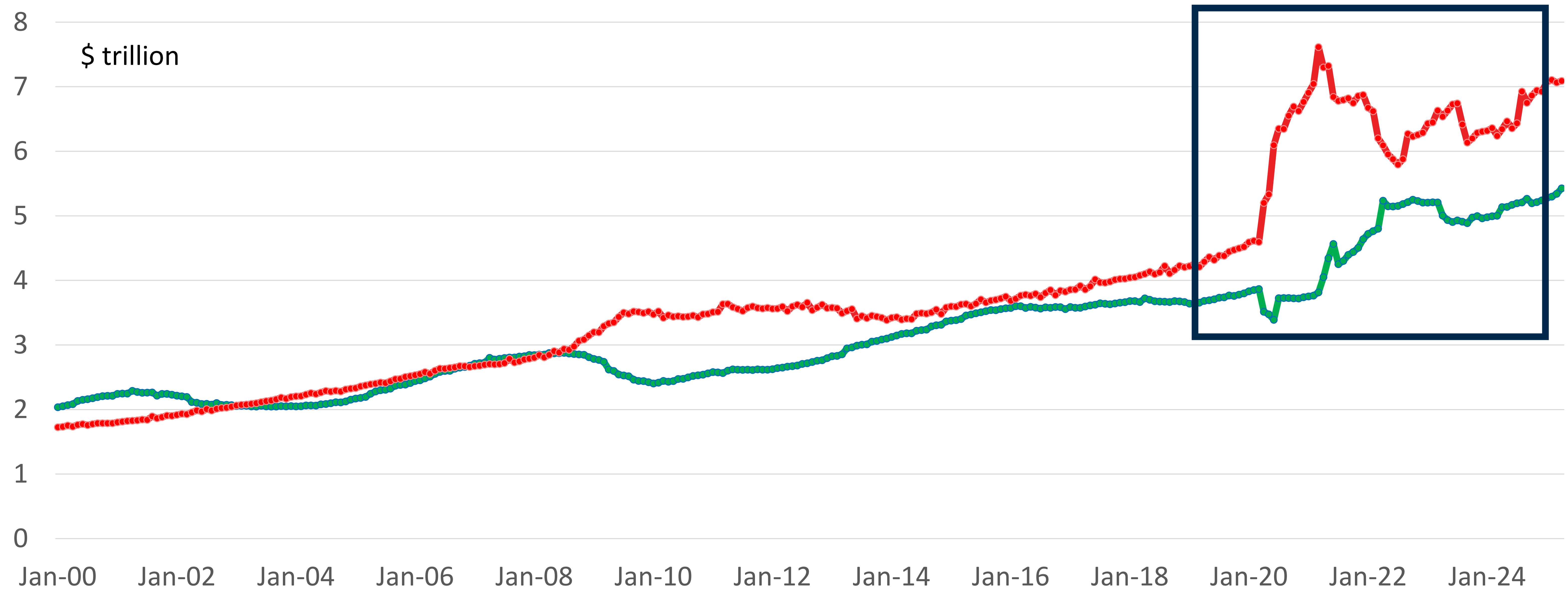
Government Outlay (Red) and Tax Revenue (Green)



Source: U.S. Treasury

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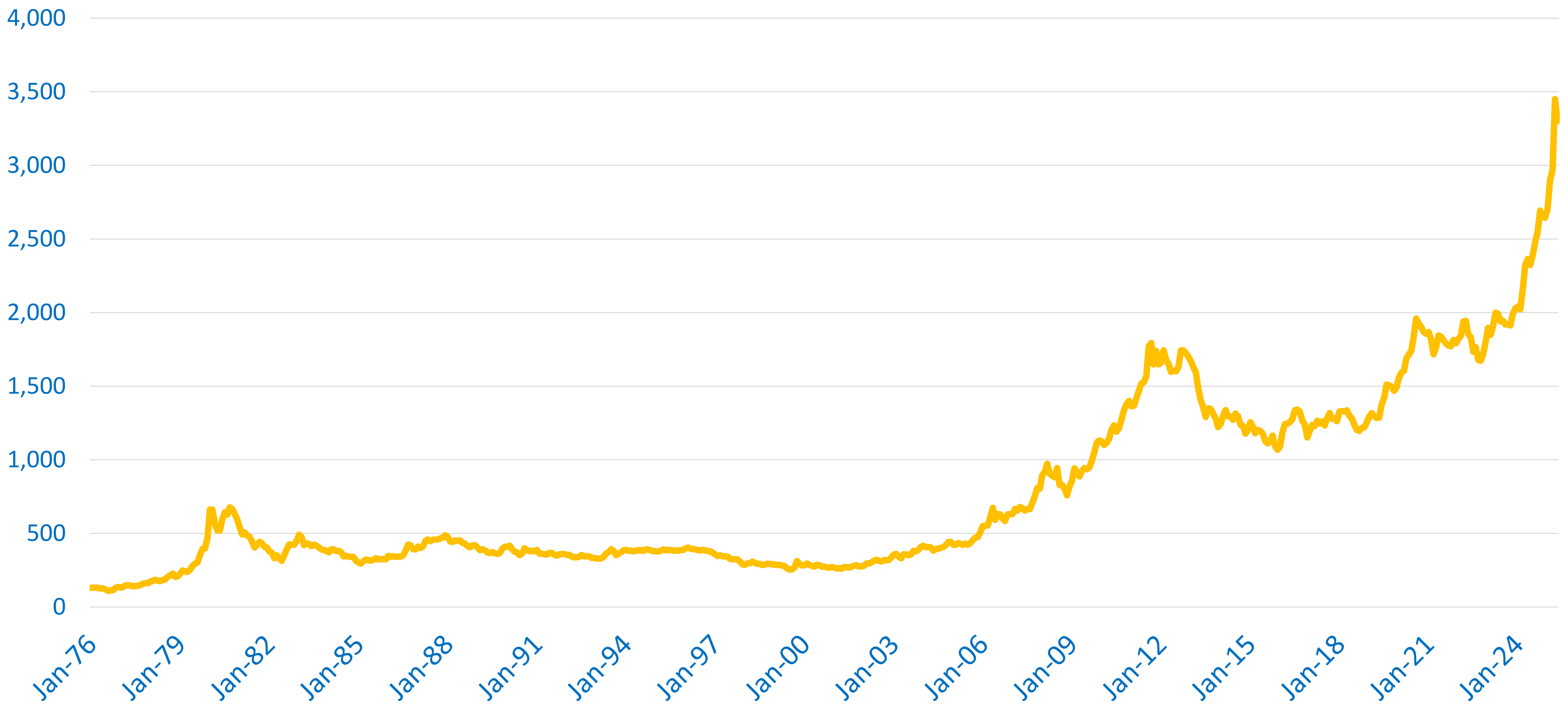
Gold Price - Reflection of Great Uncertainty



Source: Wall Street Journal

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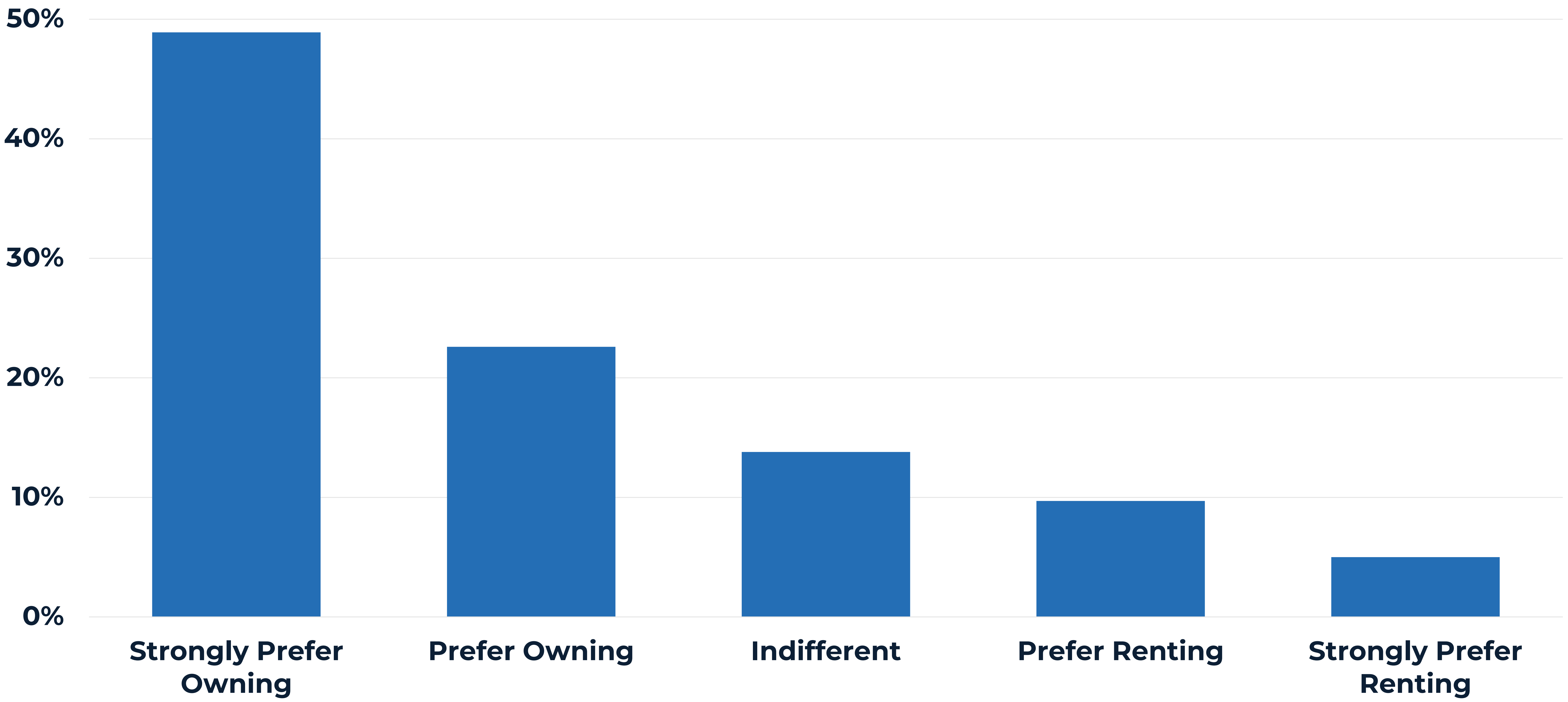
Renter Survey about Homeownership



Source: NY Federal Reserve Survey of Consumer Expectations (February 2025)

Thank you!

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REALTORS® LEGISLATIVE MEETINGS 2025

MAY 31–JUNE 5 • WASHINGTON, DC

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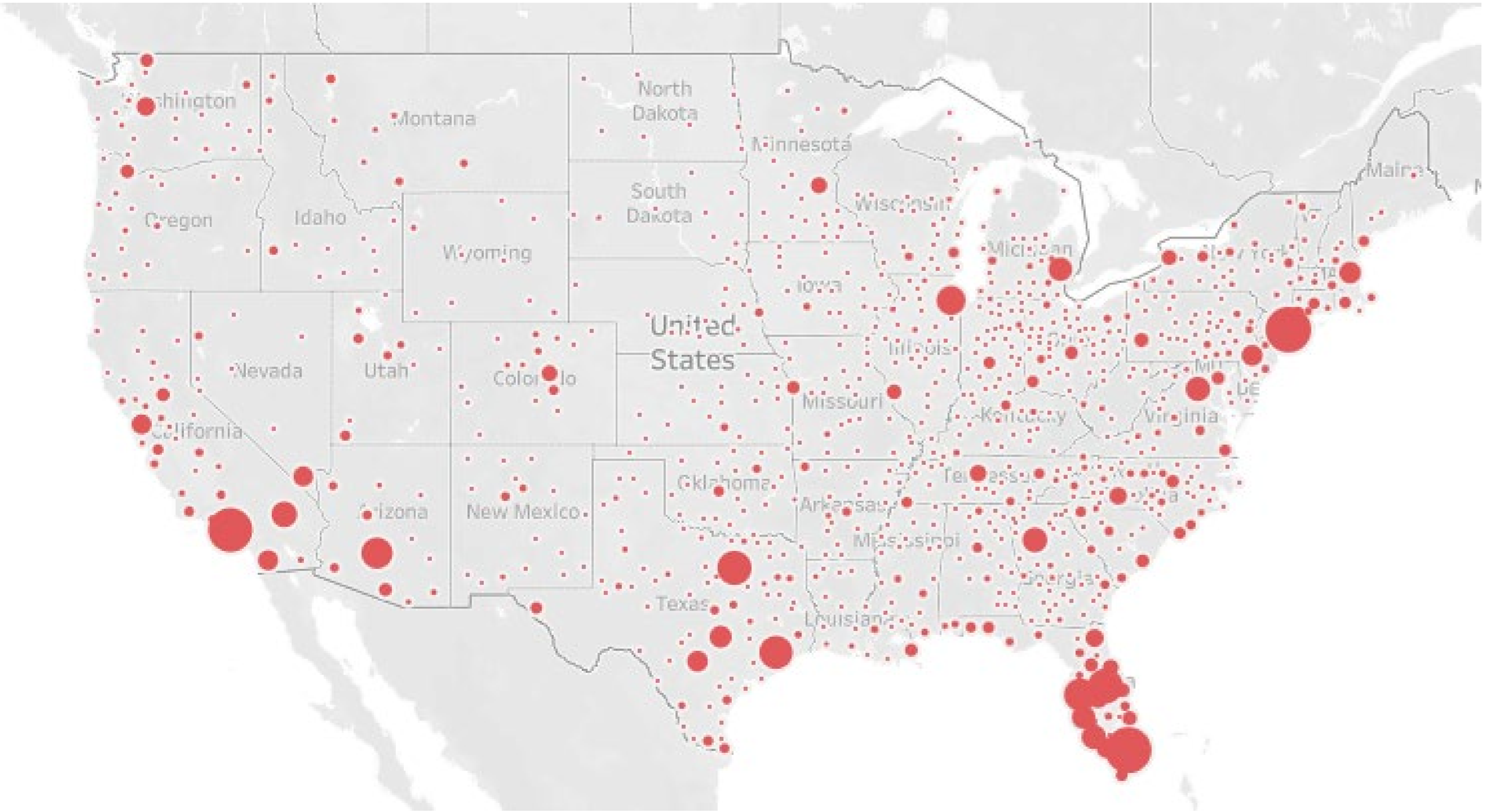
Update for Residential Economic Issues & Trends Forum

Danielle Hale
Realtor.com Chief Economist
June 3, 2025

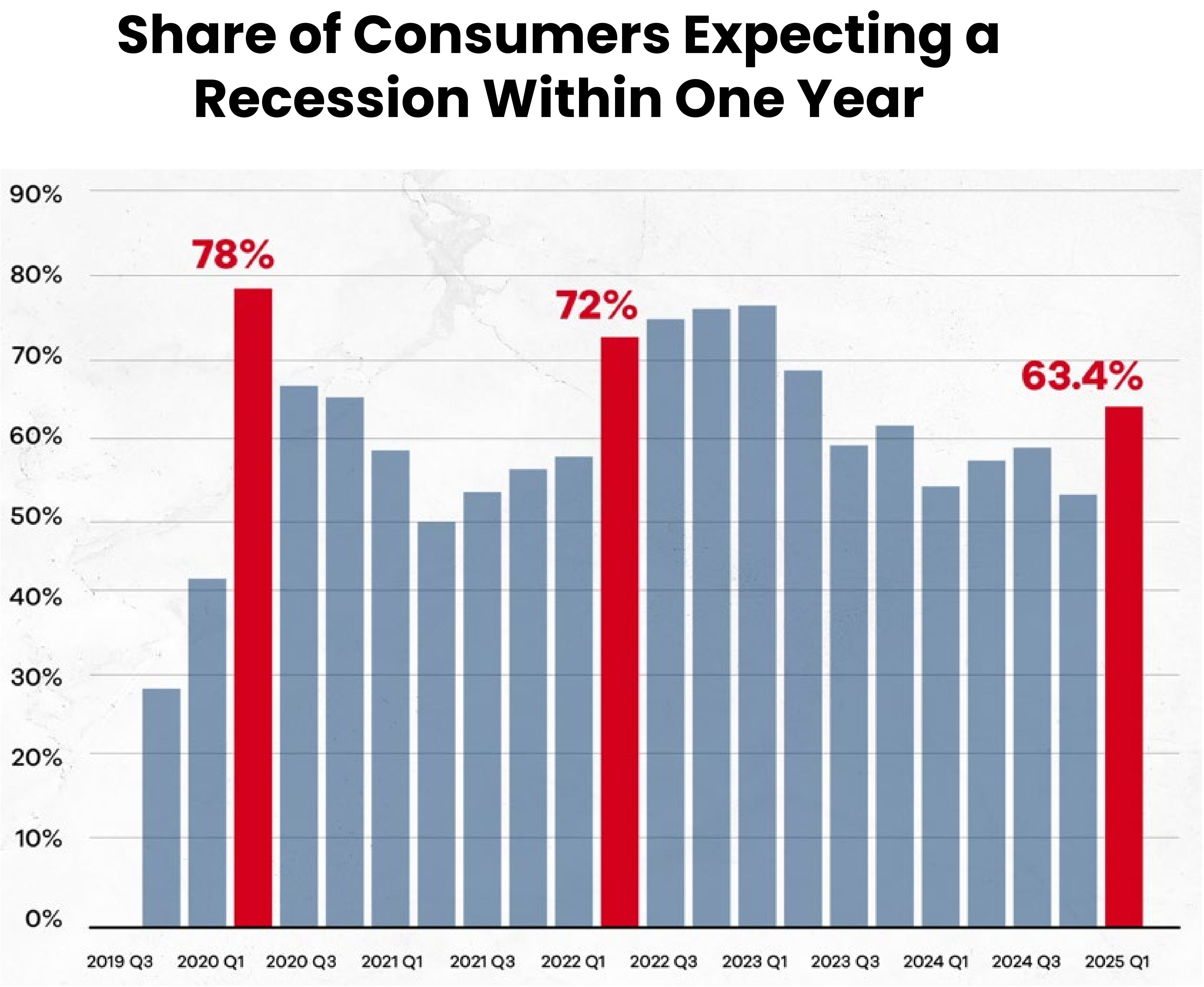
Florida Remains a Top International Destination; Texas Attracts a Worldly Audience

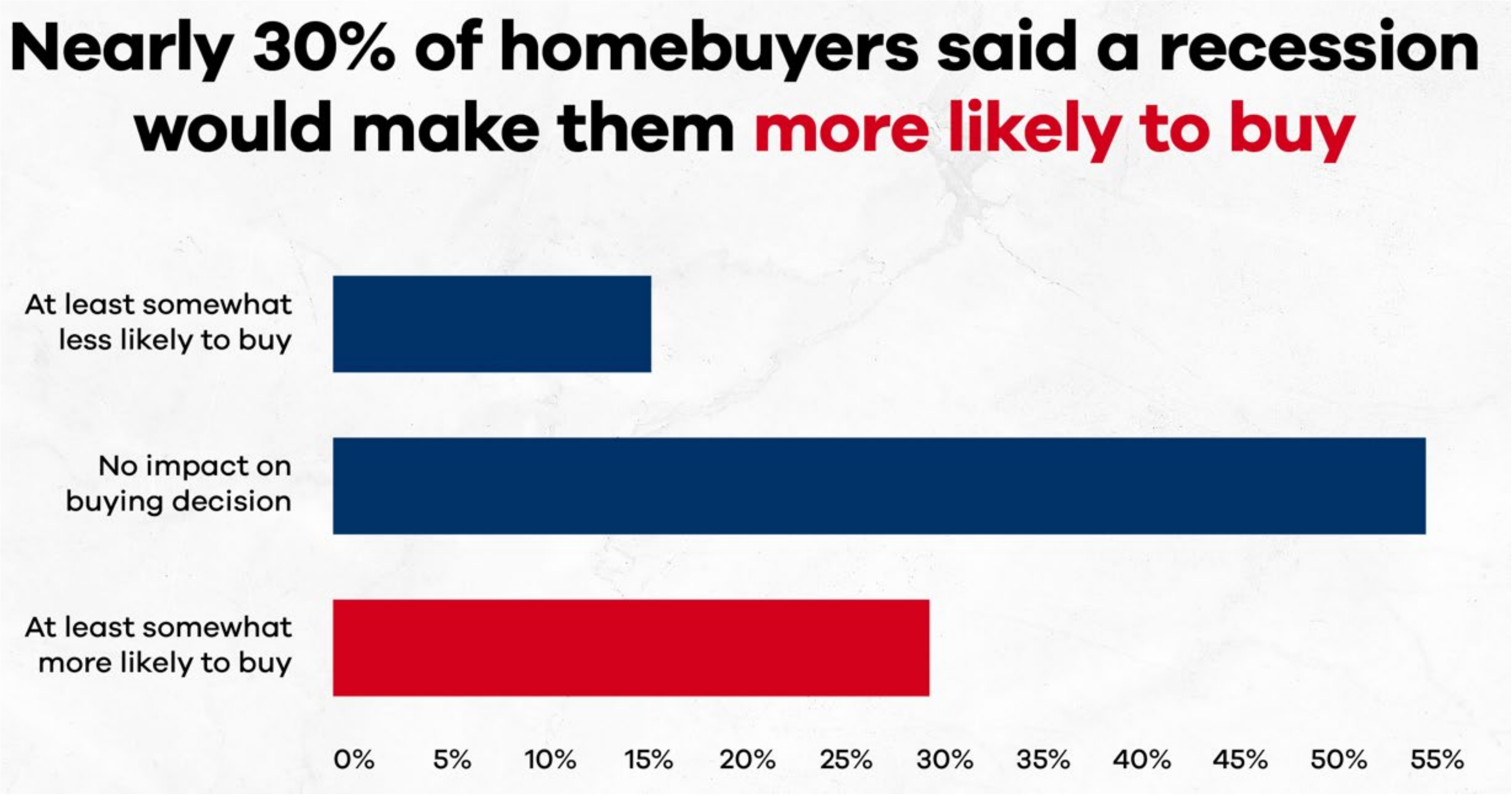
2025 Q1 International Views to U.S. Homes on Realtor.com



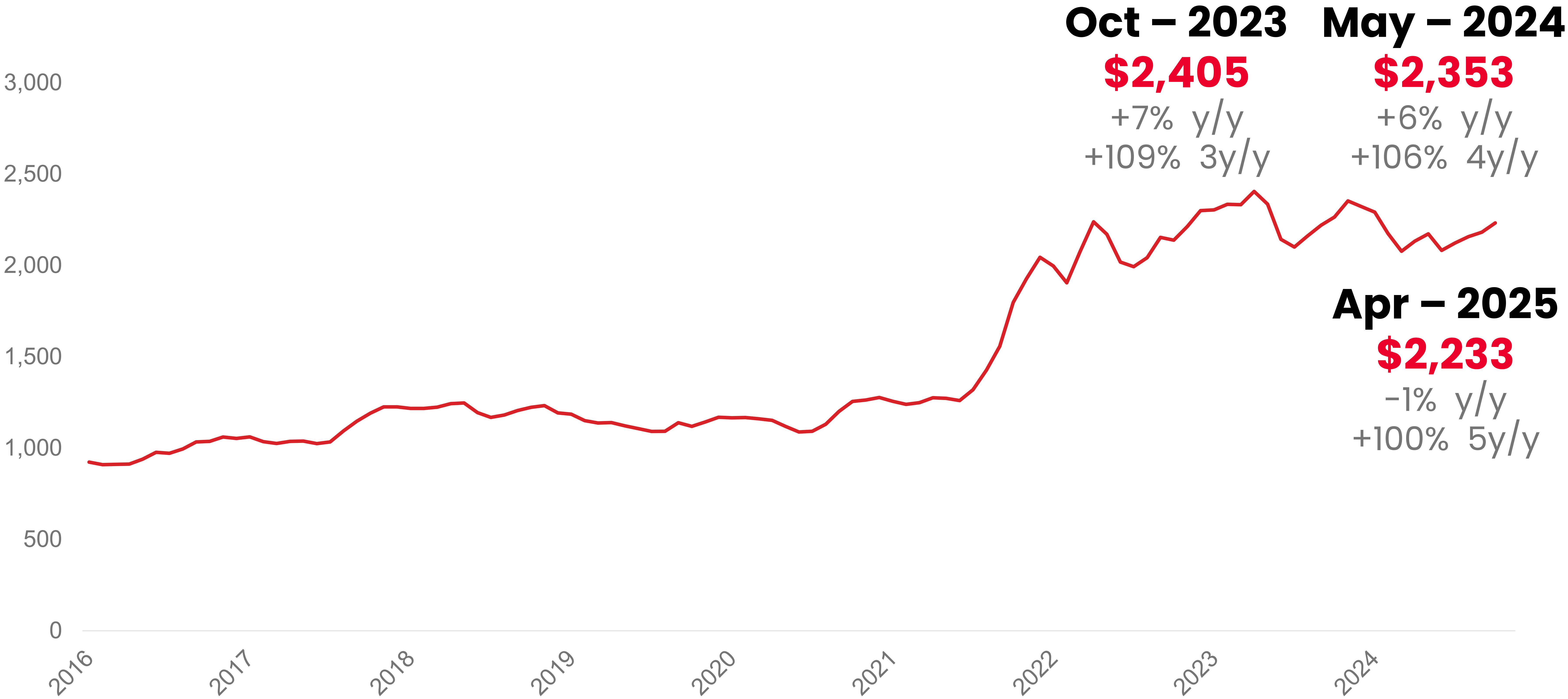
Market	Traffic Share
Miami-Fort Lauderdale-West Palm Beach, FL	8.7%
New York-Newark-Jersey City, NY-NJ	4.9%
Los Angeles-Long Beach-Anaheim, CA	4.6%
Orlando-Kissimmee-Sanford, FL	2.9%
Dallas-Fort Worth-Arlington, TX	2.8%
Houston-Pasadena-The Woodlands, TX	2.6%
Tampa-St. Petersburg-Clearwater, FL	2.5%
Phoenix-Mesa-Chandler, AZ	2.3%
Chicago-Naperville-Elgin, IL-IN	2.0%
Riverside-San Bernardino-Ontario, CA	1.5%

Recession Concerns Rise in 2025 Q1





Monthly Mortgage Payment for Median-Priced Active Home Listing

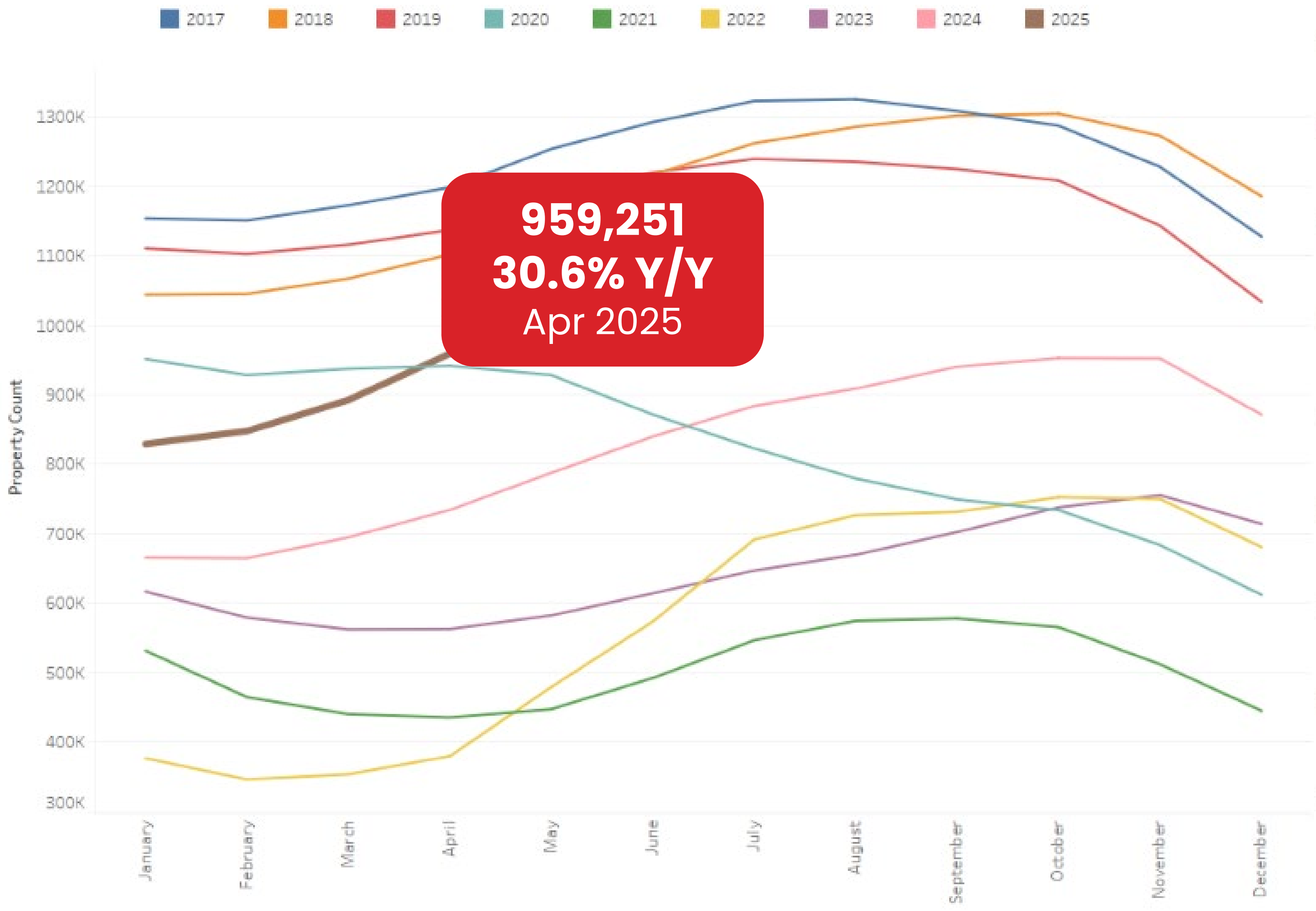


Source: Realtor.com and Freddie Mac

Inventory Continues to Grow Fueled in Part by More Sellers

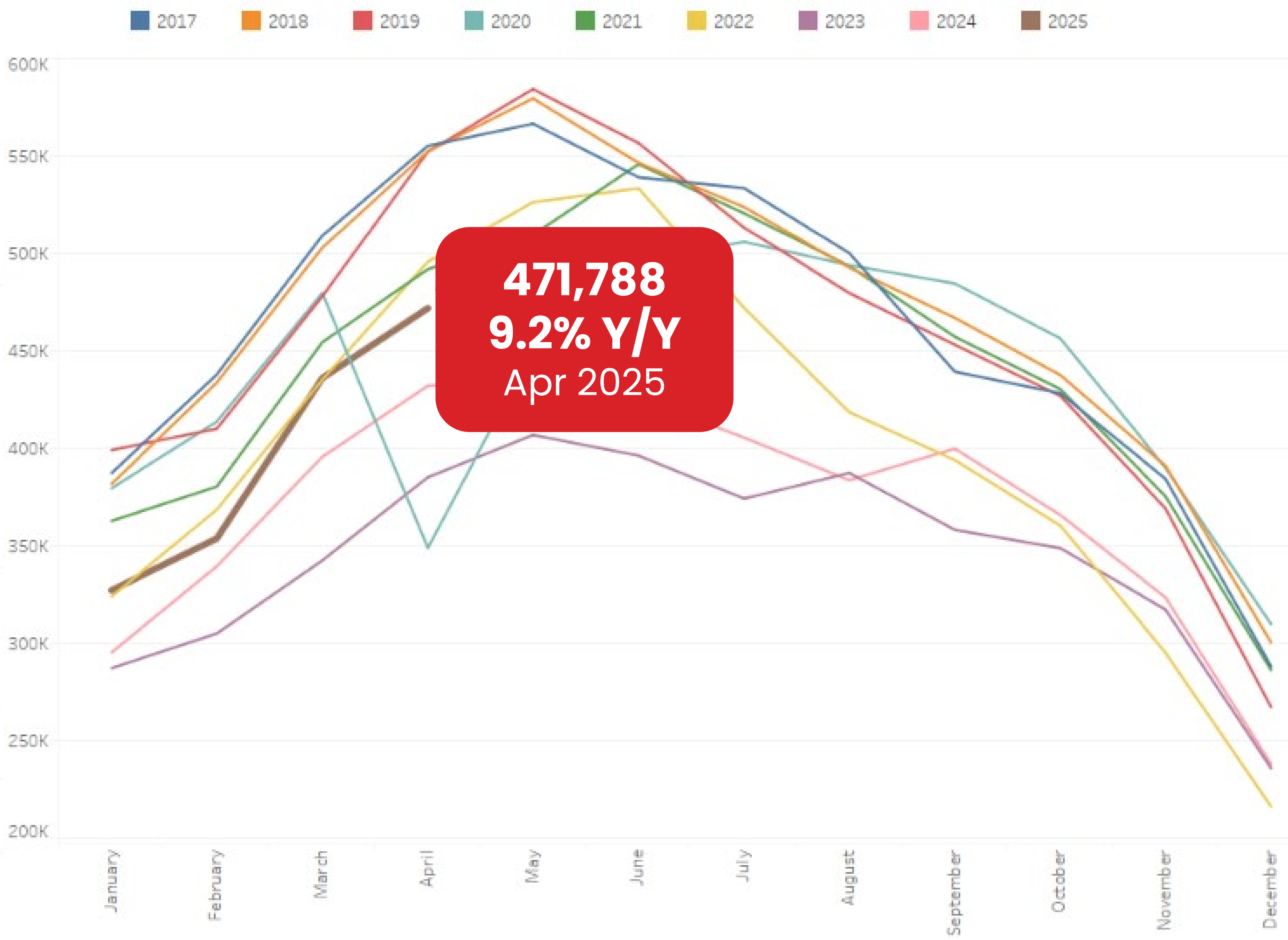
Active Listing Count

Up 30.6% Y/Y in Apr 2025



New Listing Count

Up 9.2% Y/Y in Apr 2025

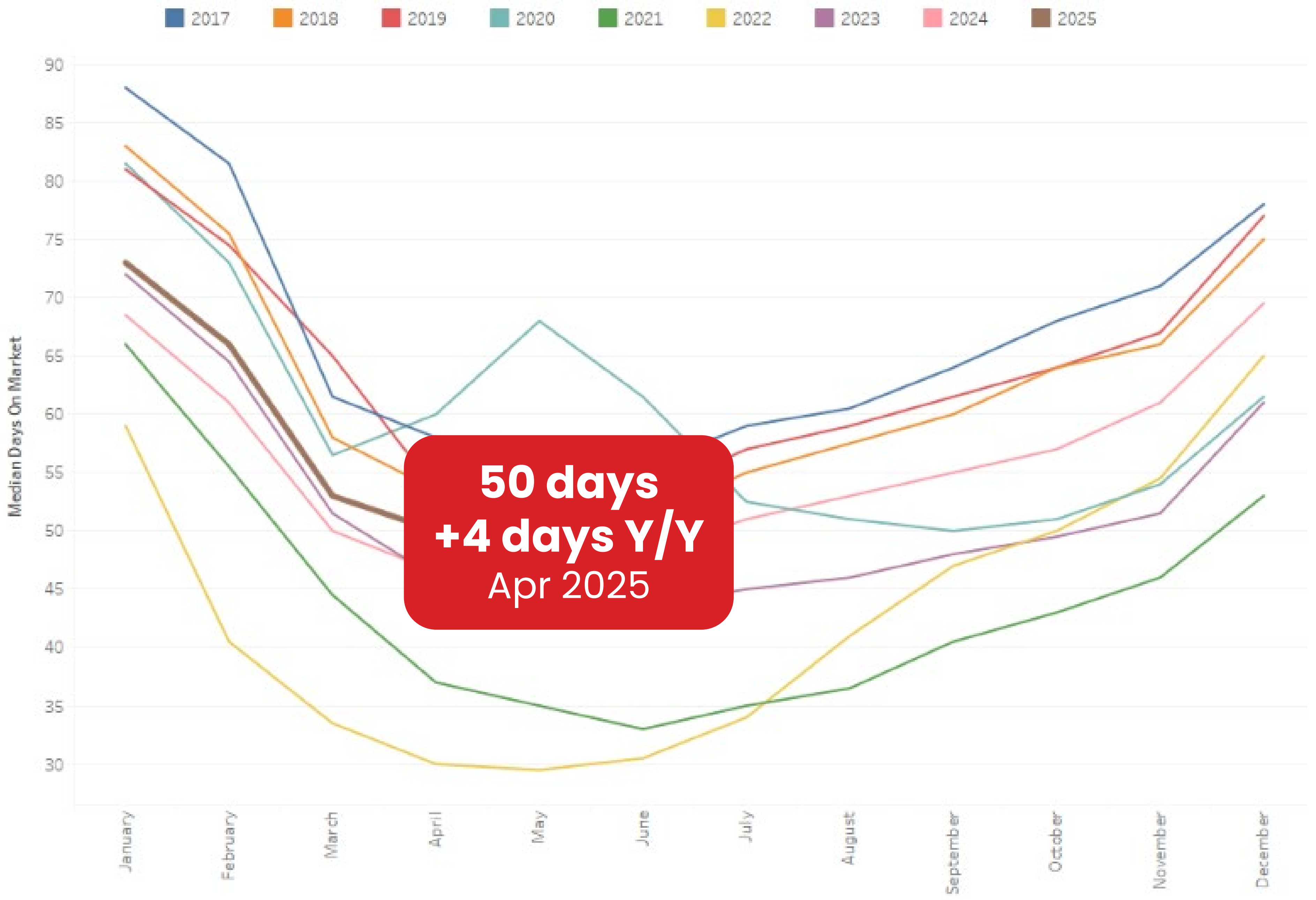


Source: Realtor.com April 2025 Housing Trends Report

Time on Market Remains in the Middle

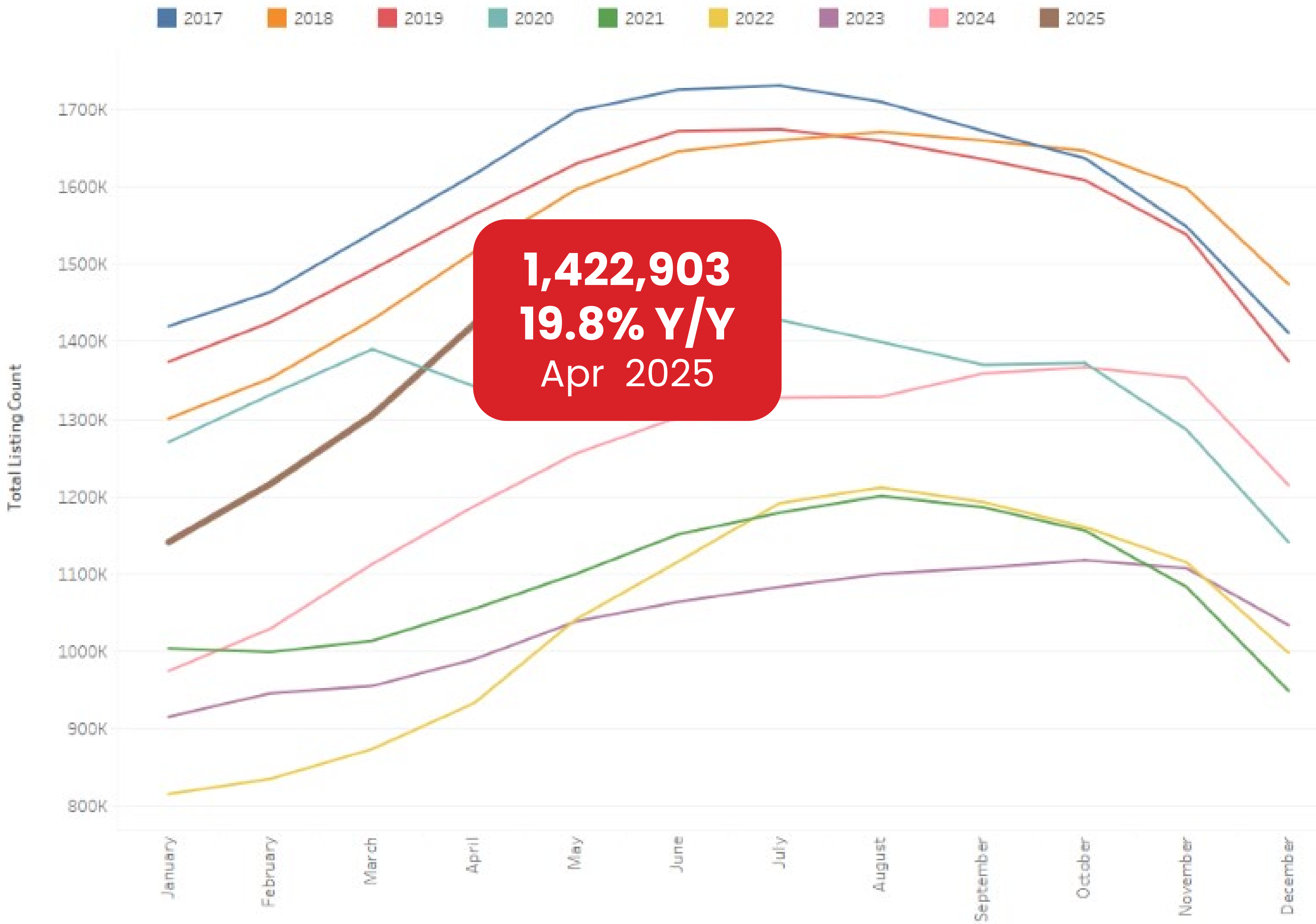
Days on Market

+4 Days Y/Y; -5 Days vs. Pre-Pandemic in Apr 2025



Total Listing Count

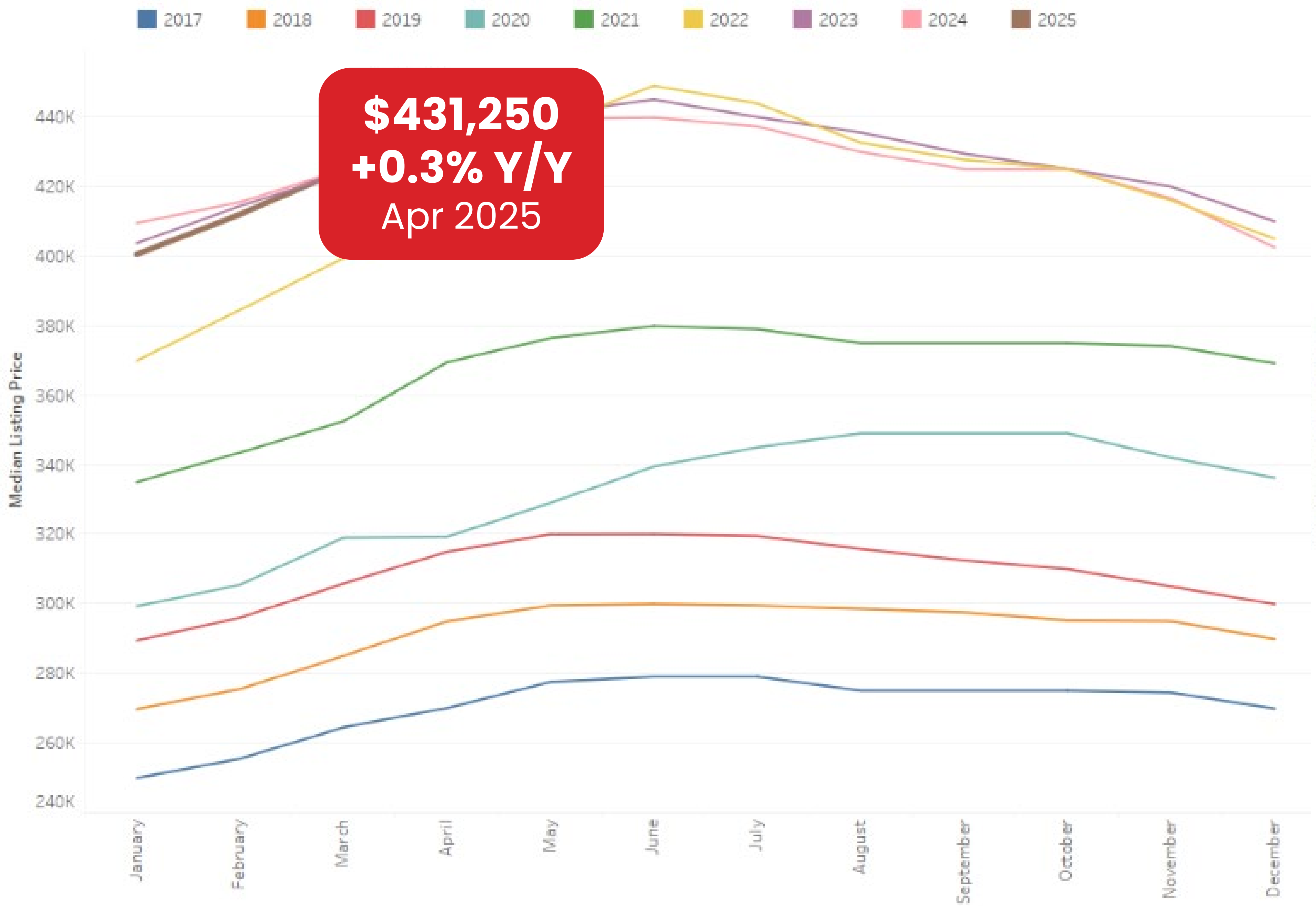
Up 19.8% Y/Y in Apr 2025



Asking Prices Are Steady While Price Cuts Reach New Highs

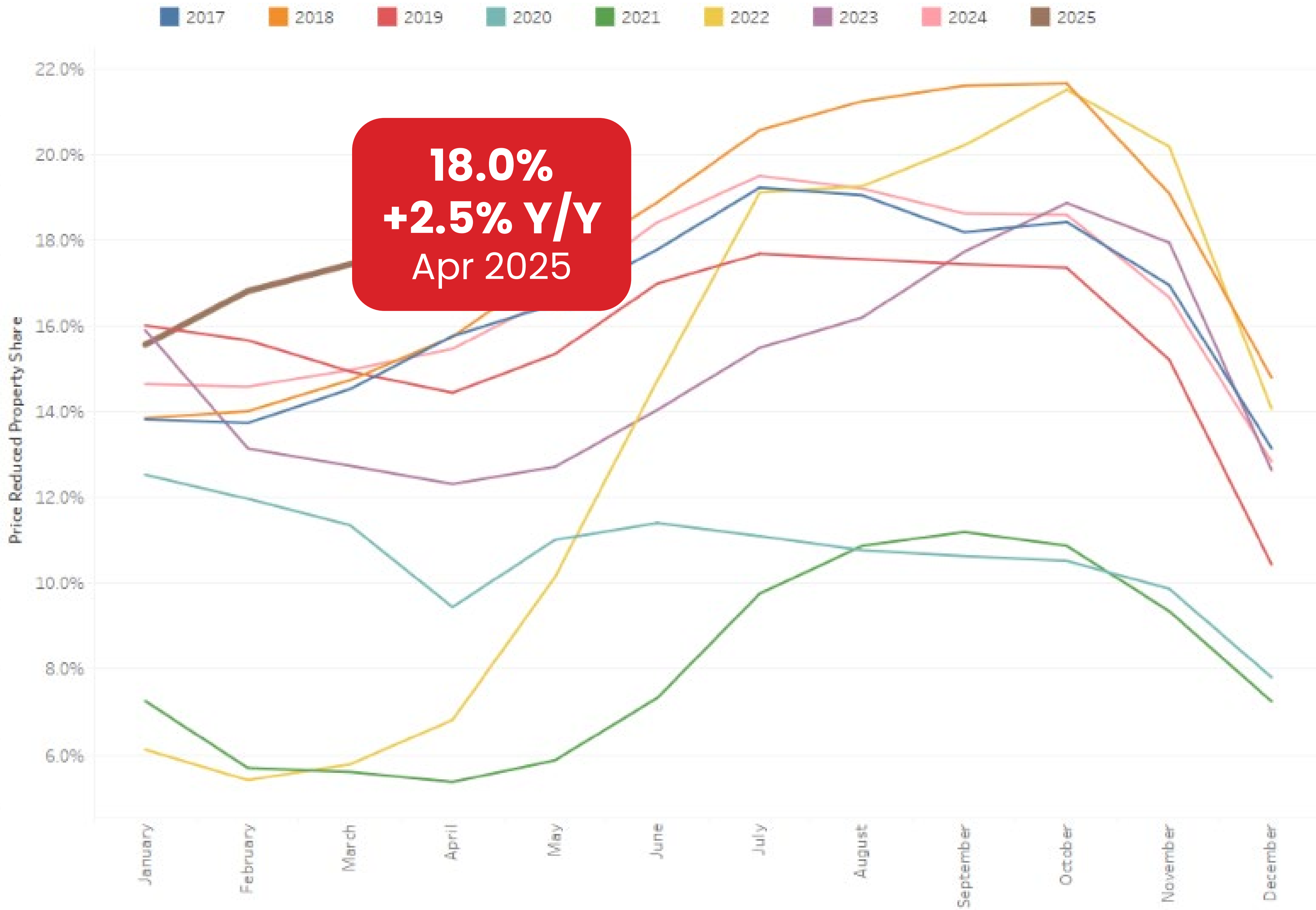
Median Listing Price

+0.3% Y/Y in Apr 2025



Price Reduced Share

Up 2.5 ppts Y/Y in Apr 2025

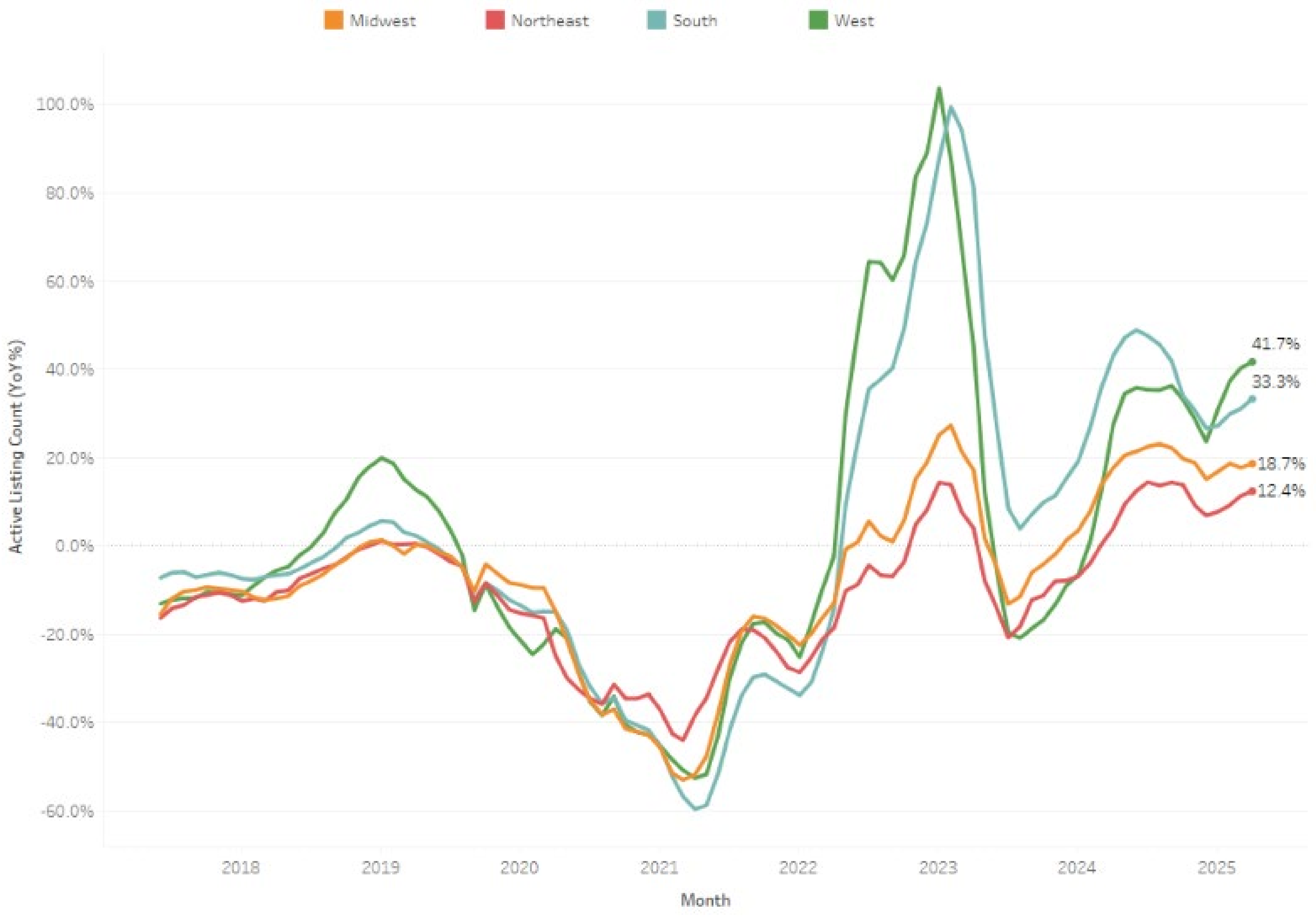


Source: Realtor.com April 2025 Housing Trends Report

Inventory Recovery Varies

Active Listing Growth by Region

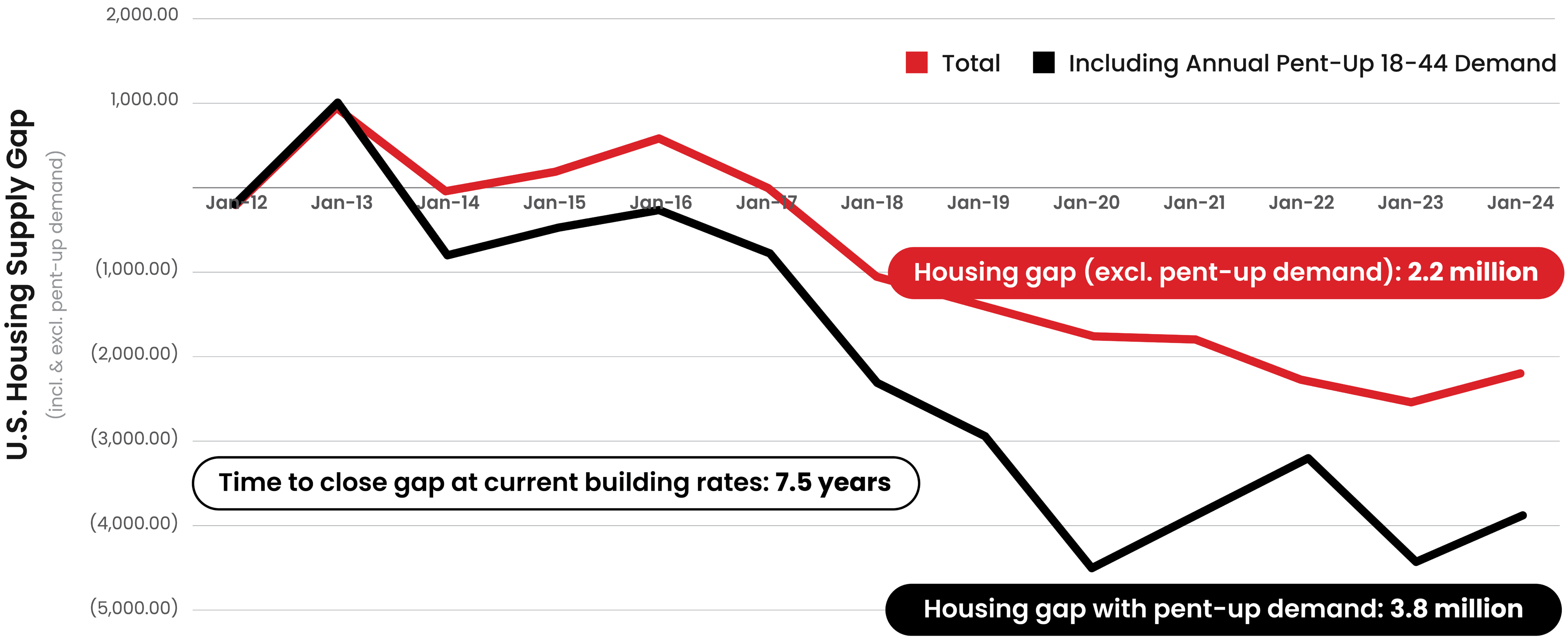
West Leads Y/Y and vs. Pre-Pandemic in Apr 2025



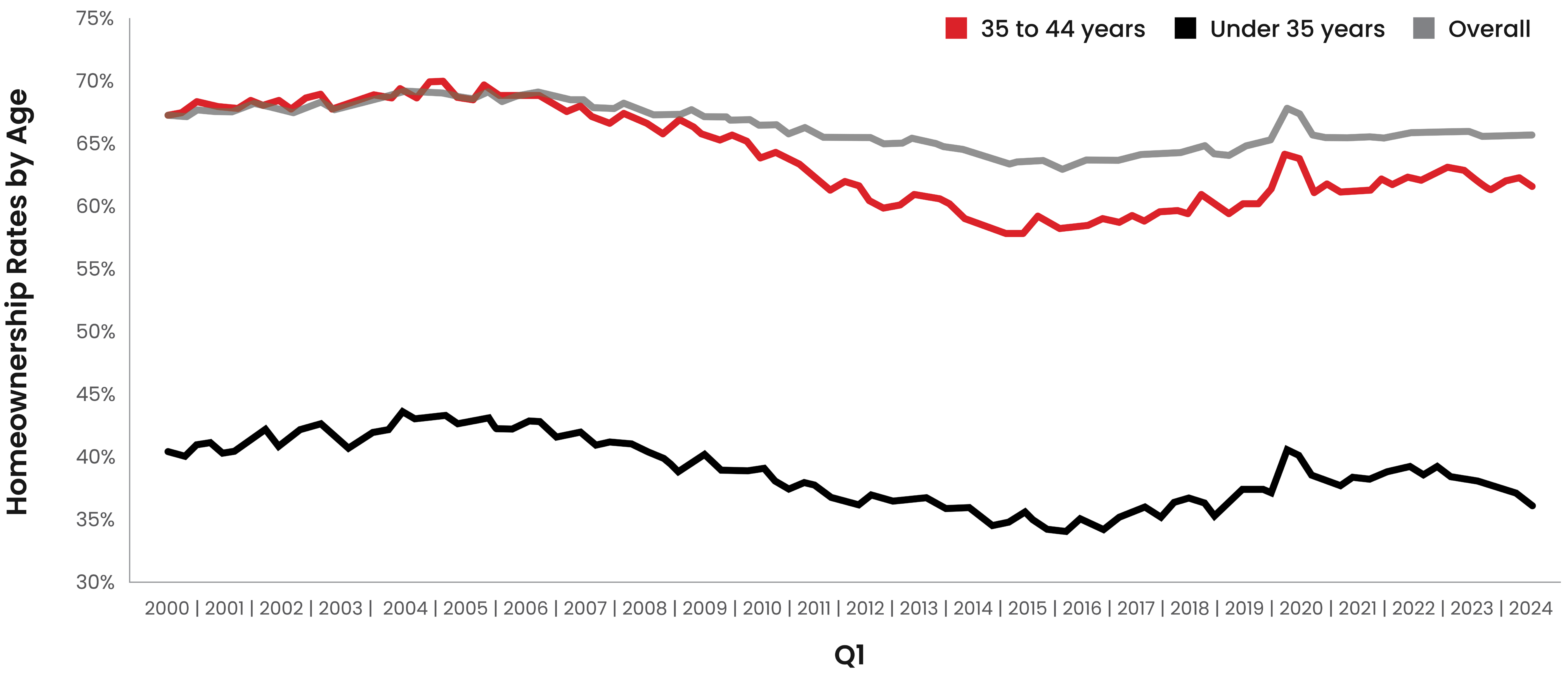
Region	Y/Y	vs. Pre-pandemic
Northeast	+12.4%	-55.7%
Midwest	+18.7%	-44.0%
South	+33.3%	+1.2%
West	+41.7%	+4.8%

Source: Realtor.com April 2025 Housing Trends Report

U.S. Housing Supply Gap is ~4 Million



U.S. Homeownership Rate Has Slipped for Younger Households



Tackling the housing supply crisis head on

Highlights:

- Let America Build at SXSW with powerhouse panels & reports
- 2.8B earned media impressions since launch
- State-by-State Housing Affordability & Homebuilding Report Cards

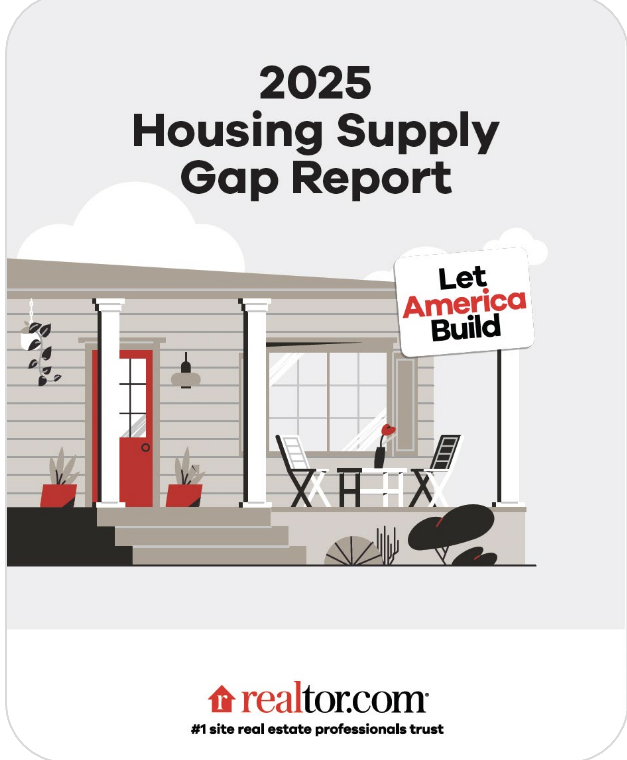
Let America Build

Realtor.com/marketing/campaign-hub/letamericabuild

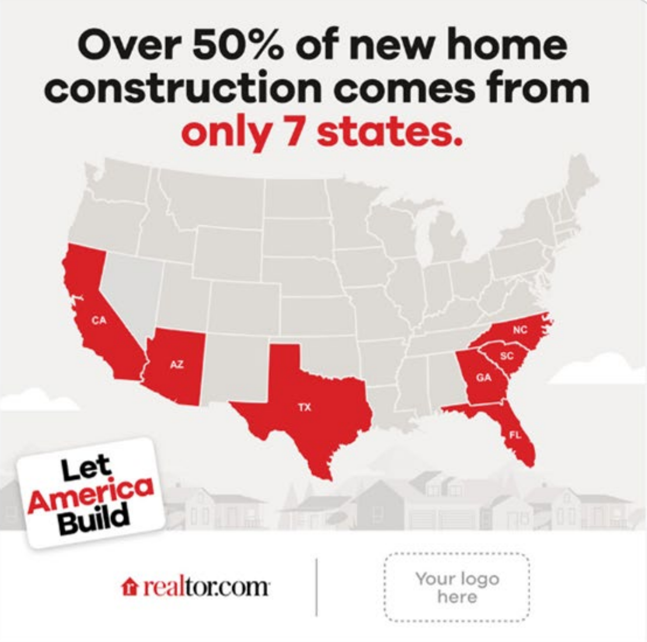
Let America Build
Social story - 4M homes short

Let America Build
Social story - Government red tape

Let America Build
Social post - Be an advocate



Let America Build
Social - National housing crisis



Let America Build
Social - New home construction

Adding Lower Priced Homes is Essential

Nationwide

	March 2025	March 2024	March 2019	Balanced Market	Number of Missing Listings By Price	
Less than $15K	11,903	12,358	67,514	131,046	-119,143	Max Price $50,960
$25K	31,202	31,847	160,272	233,303	-202,101	Max Price $84,920
$35K	59,354	57,627	273,431	340,566	-281,211	Max Price $118,890
$50K	134,233	119,862	488,753	501,157	-366,924	Max Price $169,850
$75K	326,927	265,765	858,851	742,870	-415,944	Max Price $254,780
$100K	573,270	472,406	1,138,957	936,954	-363,684	Max Price $339,700
$125K	798,049	661,702	1,316,844	1,091,128	-293,079	Max Price $424,630
$150K	970,534	802,044	1,428,396	1,205,921	-235,387	Max Price $509,560
$200K	1,178,717	973,561	1,558,473	1,343,977	-165,261	Max Price $679,410
$250K	1,295,283	1,071,246	1,620,371	1,410,400	-115,117	Max Price $849,260
$500K	1,457,063	1,204,711	1,711,353	1,492,454	-35,390	Max Price $1.7M
$500K+	1,544,278	1,280,137	1,760,461	1,544,278		

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Real Resources

How to Shrink Your Mortgage Rate

Honey, I Shrunk the Mortgage Rate

Borrowers can reduce their mortgage rate up to 1.5 percentage points by shopping around and improving their financial situation.

August 2024

1) Improve Credit

-0.39 pts

Improving your **credit score** from under 600 to Very Good can get you a 0.39 point reduction.

2) Boost Down Payment

-0.18 pts

Improving your **LTV** to below 80% can lower your rate by 0.18 percentage points.

3) Drop Debt or Grow Income

-0.05 pts

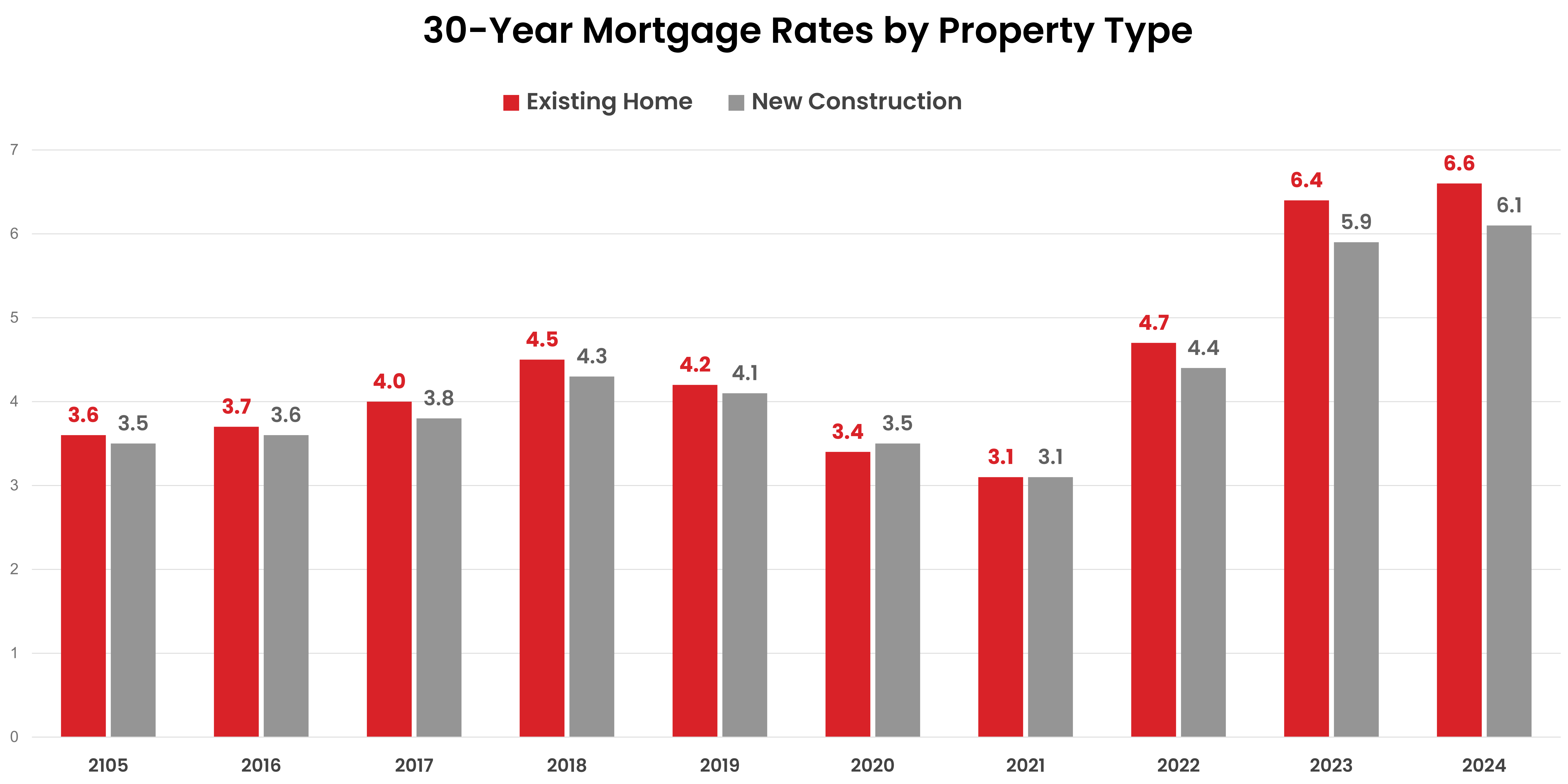
Improving your **DTI** to below 30% can lower your rate by .05 percentage points.

4) Shop Around

-0.86 pts

Shopping around can lower your mortgage rate by 0.86 percentage points.

How to Shrink Your Mortgage Rate – Buy A Newly Built Home



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Economic Research

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Market Summary: October 2024

Washington, DC 20001 | Median list prices: **$702K** ▲0% YoY | Days on Market: **41** ▲15% YoY | Active Listings: **226** ▲12% YoY | Median list prices | More

Learn more

The economics team weekly video update gives you the latest information you need to know.

Latest research

FEATURED

Posted in Featured Articles on Oct 15, 2024
Realtor.com® Analysis Finds Nine States Could Become Bluer, While 22 States Could Shift Redder in the 2024 Election

Posted in Election 2024 on Nov 4, 2024
What would the results of the election mean for the U.S. housing market?

Posted in Weekly Economic and Housing Market Updates on Nov 1, 2024
Video: November 1, 2024 Economic and Housing Market Update

See more research

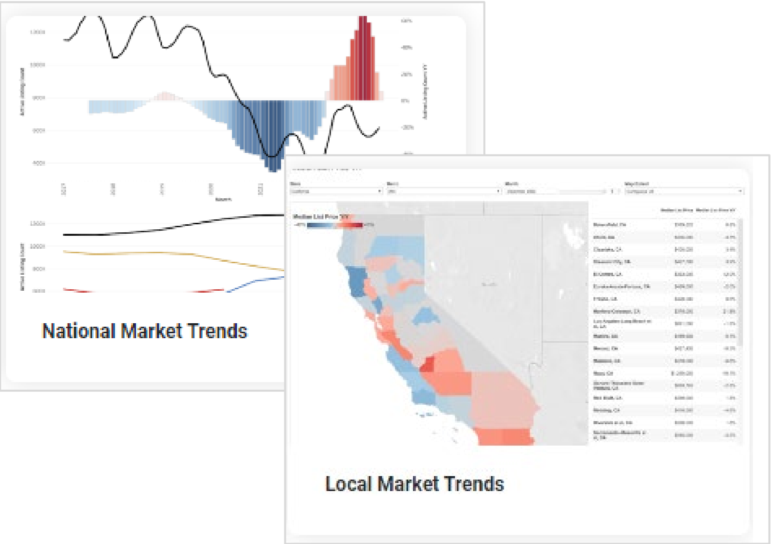
Data library

Weekly Inventory | Monthly Inventory | Monthly Market Hotness

Monthly data updated on March 2, 2023 with data through February 2023. Next update scheduled for March 30, 2023 with data through March 2023.

	Current Month Data	Historical Data
National:	View US Data	View US Data
State:	View State Data	View State Data
Metro:	View Metro Data	View Metro Data
County:	View County Data	View County Data
Zip:	View Zip Data	View Zip Data

Reports



E-Newsletter

realtor.com To each their home.

Featured Report: February Rental Report

In February 2023, the U.S. rental market experienced single-digit growth for the seventh month in a row after thirteenth months of slowing from January's peak 16.4% growth. Median rent across the top 50 metros was up just 3.1% year-over-year for 0-2 bedroom properties.

Update: Weekly Housing Trends

Housing market indicators continued to be stable this week. Both home price growth and the change in the time a typical listing spends on the market matched last week's pace, while inventory rose more slowly as newly listed homes declined.

For the past several weeks, the housing market has remained in limbo as all eyes have been on the pace of inflation, the stability of the financial system, and the actions the Federal Reserve has chosen to balance the two. **The Federal Reserve Board decided to moderately increase rates by 25 basis points following their Federal Open Market Committee (FOMC) meeting on March 22nd** and noted that tighter credit conditions in the banking sector could also act as a substitute for rate hikes, potentially limiting the need for ongoing monetary policy response. Nevertheless, economic conditions will keep upward pressure on rates and downward pressure on credit accessibility in the near-term, which will continue to present an affordability challenge for buyers and may keep some sellers, who are locked in at lower rates, waiting on the sidelines.

Realtor.com Economic Research Team is Social

https://www.youtube.com/RealtorDotCom

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Weekly Housing Trends

Days on Market	+9 days
New Listings	1.7%
Active Listings	26.1%
Median List Price	0.2%
Mortgage Rates	6.78%

@RDC_Economics

@realtordotcomecon


Thank you