



Amy McConnell  
2025 STAR President

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More than 80% of Metro  
Areas Posted Home Price  
Increases in First Quarter  
of 2025 **18**

### Contact Us

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# STAR Monthly News

STARK TRUMBULL  
AREA REALTORS®

Powering REALTORS® Across Stark, Carroll, and Trumbull Counties...

## President's Message

2025 | June

### Navigating Market Challenges with Confidence and Clarity

Dear STAR Members,

The real estate landscape has changed—and it's no secret that many of us are feeling the pressure. Whether you've been in this business for two years or twenty, 2025 has brought a unique mix of challenges that require us to be more nimble, more informed, and more connected than ever before.

From low inventory and rising interest rates to industry-wide shifts in compensation and client expectations, we are navigating a market that demands creativity, resilience, and strategy.

Let's break down the key challenges we're all facing—and more importantly, how to stay ahead in the months ahead.

#### 1. Low Inventory

The challenge: Homes for sale are still limited in most areas. Less inventory means more competition and fewer closings.

Your edge:

- Go beyond the MLS: Use circle prospecting, absentee owner lists, and social media campaigns to find off-market sellers.
- Tap into your network: Reach out to past clients and ask, "Do you know anyone thinking of selling?"
- Partner with local vendors: Landscapers, contractors, and inspectors often know about properties before we do.

#### 2. High Interest Rates

The challenge: Higher rates are sidelining buyers and discouraging sellers locked into low-rate mortgages.

Your edge:

- Educate buyers and sellers: Explain that rates are still historically normal. Focus on long-term value, not short-term fear.
- Promote creative lending solutions: Team up with lenders offering rate buydowns, ARMs, or seller-paid concessions.
- Host buyer Q&As: A casual info session (online or in-person) with your lender partner can help ease buyer hesitation.

#### 3. Affordability Concerns

The challenge: The combination of high rates and high home prices has reduced buying power—especially for first-time buyers.

Your edge:

- Know your local programs: Stay updated on first-time buyer grants, down payment assistance, and state-specific programs.
- Adjust buyer expectations tactfully: Help buyers find areas with better value or properties with potential they can upgrade over time.
- Show the cost of waiting: Use real-world examples to show how appreciation or rent increases could impact long-term affordability.

## 4. Commission Lawsuits & Compensation Changes

The challenge: Legal shifts are bringing uncertainty to how agents get paid, especially on the buyer side.

Your edge:

- Normalize buyer agency agreements: Be transparent and professional in explaining how you get paid and what you offer in return.
- Sharpen your value proposition: Be ready to articulate your negotiation skills, market knowledge, and transaction management expertise.
- Stay informed: Watch for updates from NAR, your broker, and STAR leadership so you can stay ahead of the curve.

## 5. Tougher Lending Conditions

The challenge: Deals are falling apart more often due to tighter lending standards or appraisal issues.

Your edge:

- Pre-qualify thoroughly: Only work with buyers who are fully underwritten and pre-approved—not just pre-qualified.

- Communicate early with lenders: Build strong relationships so you can address issues before they become deal-breakers.
- Coach your clients: Help both buyers and sellers understand the financing process and how to avoid pitfalls.

## 6. Increased Competition

The challenge: The number of agents has grown, but the number of transactions has not.

Your edge:

- Define your niche: Whether it's relocation, luxury, investors, or a specific community, specialize in what sets you apart.
- Invest in your brand: Be consistent in how you show up online, in-person, and in your materials. Authenticity builds trust.
- Go deep on relationships: Real estate is still local and personal. Show up, check in, and follow through.

## 7. Tech Disruption & Rising Expectations

The challenge: Clients are more informed, expect faster responses, and compare Realtors to tech-driven platforms.

Your edge:

- Be high-tech and high-touch: Use CRMs, video tools, and AI to be efficient—but never lose the personal service.
- Set clear expectations: Let clients know when you'll respond, how you communicate, and how you guide them step-by-step.
- Provide value content: Market updates, quick tip videos, and local insights

keep you top-of-mind and establish your expertise.

## 8. Mental Fatigue & Burnout

The challenge: Emotionally draining transactions, long hours, and constant uncertainty take a toll on us all.

Your edge:

- Protect your time: Set boundaries. Use time-blocking to ensure you have space for work, family, and rest.
- Lean on your Realtor community: Share ideas, vent frustrations, and support each other. You are not in this alone.
- Celebrate your wins: Whether it's a listing signed, an offer accepted, or a grateful client, acknowledge the impact you're making.

## Final Thoughts

This is not an easy market—but it's a market full of opportunity for those who show up, stay sharp, and lean into relationships. As REALTORS®, our value has never been more important. Buyers and sellers are overwhelmed. They need calm, confident guidance—and that's exactly what you bring.

At STAR, we are committed to supporting you through every shift in this industry. We encourage you to stay connected, attend trainings, join a committee, and share your voice. The strength of our association comes from the strength of our members—and we are stronger together.

Let's keep pushing forward. Let's keep raising the bar. And most of all—let's keep showing our clients that the best real estate experience always starts with a STAR Realtor.

Warm regards,  
Amy McConnell  
President, Stark Trumbull Area Realtors  
**"Relationships First. Always."**

# Classes & Events

## JUNE

- JUNE 9 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)
- JUNE 11 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- JUNE 12 YPN Committee | Staff Liaison: [Candice Likely](#)
- JUNE 17 [REGISTER NOW](#)  
YPN Bowling at Park Centre Lane | 12:30 pm – 3:00 pm  
7313 Whipple Ave NW, North Canton, OH 44720
- JUNE 19 OFFICES CLOSED | Juneteenth
- JUNE 26 [REGISTER NOW](#)  
ZOOM Continuing Education Class | 3 Hour ETHICS
- JUNE 26 [REGISTER NOW](#)  
MLS NOW CE Course | My Matrix and More  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

## JULY

- JULY 4 OFFICES CLOSED | Independence Day
- JULY 7 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)
- JULY 9 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- JULY 10 YPN Committee | Staff Liaison: [Candice Likely](#)
- JULY 10 [REGISTER NOW](#)  
MLS NOW CE Course | Buyer Basics  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720
- JULY 11 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- JULY 12 [REGISTER NOW](#)  
Sophie Bowl | Blood Drive  
Hall of Fame Village Sports Complex | 2121 George Halas Dr NW,  
Canton, OH 44708
- JULY 17 [REGISTER NOW](#)  
STAR In Person Orientation  
7110 Whipple Ave NW, Suite B, North Canton, OH 44720

## AUGUST

- AUG 4 Growth & Connection Committee | Staff Liaison: [Maggie McAbier](#)
- AUG 6 Leg. Affairs / RPAC Committee | Staff Liaison: [Rich Cosgrove](#)
- AUG 8 Affiliate Committee | Staff Liaison: [Collene Burgess](#) / [Maggie McAbier](#)
- AUG 13 IN PERSON Continuing Education Class | 2 Hour SOCIAL MEDIA MARKETING [REGISTER NOW](#)
- AUG 14 YPN Committee | Staff Liaison: [Candice Likely](#)
- AUG 19 [REGISTER NOW](#)  
Trumbull Shaker at Cork and Cap | 5:00 pm – 7:30 pm  
3225 Elm Rd NE Warren, OH 44483
- AUG 28 ZOOM Continuing Education Class | 3 Hour BROKER RESPONSIBILITIES [REGISTER NOW](#)



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# A Note from the CEO

## Help Shape the Future of STAR

Serving on the STAR Board of Directors is more than just a title—it's an opportunity to directly influence the future of our Association, support your fellow REALTORS®, and help lead meaningful progress in our industry.

As CEO, I rely on our Board of Directors not just for policy oversight and financial stewardship, but as thought partners in making sure STAR remains innovative, efficient, and member-focused. Our Board helps guide strategic decisions, provide feedback on programs and services, and ensure that our mission aligns with the real-world needs of our membership.

STAR Directors play a hands-on role in supporting the staff and me in navigating challenges and advancing new ideas. Whether reviewing budgets, offering insight into member priorities, or serving as liaisons to committees, Board members are essential to our success. And in return, you gain leadership experience, visibility in the industry, and a deeper understanding of how your Association operates.

Each Director serves a **three-year term**. After completing at least **two years**, you'll be eligible to run for **First Vice President**, which begins a four-year leadership journey—First Vice President, President-Elect, President, and Immediate Past President.

Board members also receive a **budget to attend the Ohio REALTORS® Winter Conference and Annual Convention** each year, where you'll represent STAR and vote at the Ohio REALTORS Board of Directors. If you move into the officer track, **all expenses for these events will be covered** throughout your four-year leadership term.

If you care about STAR's direction, want to advocate for your fellow REALTORS®, and are ready to make a lasting impact, I encourage you to apply. You don't need to have all the answers—just a willingness to lead and a passion for the industry.

Apply by **July 31, 2025** by filling out the [Board of Directors Application](#) or reach out to me directly at [cburgess@star.realtor](mailto:cburgess@star.realtor) with any questions. I'd love to talk with you about how your voice can help guide STAR into the future.



**Collene Burgess**  
Chief Executive Officer

[cburgess@star.realtor](mailto:cburgess@star.realtor)  
office: (330) 494-5630



**calling all LEADERS!**

**It's ELECTION TIME at STAR, and we want to hear from you!**

To be considered for a position on the STAR Board of Directors, click the link and complete the application form.

**want to know more? Lets TALK!**

**Collene Burgess, STAR CEO**  
[cburgess@STAR.Realtor](mailto:cburgess@STAR.Realtor)  
(330) 494-5630

CLICK THE IMAGE and fill out the form to be considered for one of the available positions on the STAR Board of Directors!



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# Sleep in Heavenly Peace: Bed & Breakfast Event

On Wednesday, May 21st, the STARs Growth and Connection Committee hosted our very first Bed & Breakfast event at *Sleep in Heavenly Peace* in Trumbull County! Thanks to the incredible generosity of our members, we were able to purchase **61 beds** for children in need—an amazing achievement! A huge thank you to **Howard Hanna of Canton** for purchasing **19 beds** and taking the win in our **Broker Battle**! We also want to give a special shoutout to **Daisy Lane Realty** for sponsoring **18 beds**, and **KW Chervenik** for contributing **10 beds**. This incredible effort wouldn't have been possible without the generous support of **all** the brokerages who participated—thank you for making a real difference in the lives of children in need!

We also had a fantastic turnout of volunteers who came together to build **18** of those 61 sponsored beds. They spent the day building these beds from the ground up—literally! From cutting each piece of wood to size, assembling headboards, staining every component, and even branding each bed with the *Sleep in Heavenly Peace* logo, every step was hands-on.

It was a day filled with teamwork, purpose, and heart. We can't thank our volunteers enough for generously donating not only their effort, but also their time to support such a meaningful cause. Thank you to *Sleep in Heavenly Peace* of Trumbull County for being such incredible hosts and providing expert guidance throughout our build day. We truly appreciated your support and hospitality!

## Delivery of Beds

On June 28<sup>th</sup> we are looking for volunteers for bed delivery day! No experience necessary, just bring yourself and a friend! We will show you how to help! Please join SHP Trumbull CO as we deliver our handmade wooden bed frames to local children in need. We also provide a brand-new mattress, pillow, sheets, comforter and a cozy blanket! Arrival time is 10:00 AM. If you are volunteering you **MUST** sign up for your shift **PRIOR** to delivery day via <https://x.gldn.io/e/zWLFgEYnITb> . We will meet at the storage garage (2541 Larchmont Ave, Warren, OH 44483) to load up materials and head out for deliveries.



## Broker Battle Results:

Howard Hanna Dressler  
Office - 19

Daisy Lane Realty - 18

Keller Williams Chervenik  
Realty - 10

Keller Williams Legacy  
Group - 4

Stark Trumbull Area  
REALTORS - 4

BHHS Professional Realty - 2

BHHS Stouffer Realty - 1

Cutler Real Estate Dressler  
Office - 1

First Meridian Title Agency -  
1

RE/MAX Edge Realty - 1

Real of Ohio - 1

Russell Real Estate - 1





# STAR Shaker

**5:00 pm - 7:30 pm**

**Complimentary Food & Drinks**

Join the STAR Affiliates for a Fun & Relaxing Networking Event!

FREE for STAR REALTOR® Members \$20 for STAR Affiliates

## **Rumble in Trumbull**

**at Cork & Cap**

3225 Elm Rd NE  
Warren, OH 44483

**Tuesday, April 22**

**Tuesday, August 19**

## **After Dark in Stark**

**at MBAR in Canton**

5260 Dressler Road  
Canton, OH 44718

**Tuesday, March 11**

**Tuesday, May 6**

**Tuesday, September 9**

**Tuesday, October 28**

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# it's time to **PAY YOUR DUES**

## how we BILL

STAR bills electronically to the email address on file. If you need to update or verify this information contact our Membership Desk:

**membership@STAR.Realtor**  
**(330) 494-5630 12:30 pm - 4:30 pm Mon - Fri**

## how to PAY

### FROM YOUR INVOICE

Open the Invoice attached to your dues billing email and scroll down to the bottom for a pay link.

### FROM THE MEMBERPLUS APP

Open the MemberPlus App on your phone and pay the balance due from the Billing section on the Dashboard.

### ON OUR WEBSITE

Log in to the InfoHub by clicking on Member Login on our website and pay the balance due. Your Username is your email address on file (unless you have changed it).

### IN PERSON

Drop payment or mail a check to our STAR Offices.  
Mailed payments should be sent to:  
Stark Trumbull Area REALTORS  
7110 Whipple Avenue NW, Suite B  
North Canton, OH 44720

### OVER THE PHONE

Card Payments can be made over the phone during business hours. A \$5 Administrative Fee will apply to phone payments.



**www.STAR.Realtor**

## **DUES BILLING BREAKDOWN**

### **State & National Dues**

**\$521**  
**Billed Nov 4  
2024**

### **Due December 31, 2024**

\$25 Late Fee Applies on January 6, 2025  
Membership & MLS Access will be suspended  
on February 7 for non-payment of dues.

**\$295 = Ohio Realtors**

**\$201 = NAR**

\$156 Dues +  
\$46 Mandatory Consumer Ad  
Campaign Assessment

**\$25 = Optional STAR  
RPAC Contribution**

### **Local (STAR) Dues**

**\$225**  
**Billed May 5  
2025**

### **Due June 30, 2025**

\$25 Late Fee Applies on July 7, 2025  
Membership and MLS Access will be suspended  
on August 4 for non-payment of dues.



# STRIKE UP SOME FUN!

Join STAR Young Professionals  
for an afternoon of bowling,  
networking, and non-stop  
good vibes!

**TUESDAY  
JUNE**

**17**

**PARK CENTRE LANE**  
7313 WHIPPLE AVE NW, NORTH  
CANTON, OH 44720

**BOWLING: 1:00 PM - 3:00 PM**

**LUNCH : 12:30 PM - 1:00 PM**

**CHICKEN, PIZZA, & DRINKS PROVIDED**

**FREE FOR ALL STAR MEMBERS**  
**\$15 for non members**

**SCAN THE CODE  
TO REGISTER TODAY!**

Questions: Contact Candice  
at [membership@STAR.Realtor](mailto:membership@STAR.Realtor)  
or 330.494.5630



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RIGHT UP YOUR ALLEY!**

Register on our website today **[www.STAR.Realtor](http://www.STAR.Realtor)**



**ZOOM 3-Hour**

# ETHICS

*Fifty Shades of Ethics :  
Ohio Canons & NAR*

**THURS June 26, 2025**

**9:00 AM to 12:15 PM**

**via ZOOM** 

# FREE

**FOR STAR MEMBERS**

**\$20 for Non-STAR Members**

**Credit:** This course is certified for 3 hours of State Required ETHICS credit for Ohio Licencees.

**Per ODRE requirements, attendees must be present 90% of the program.**

Registration Deadline: Wednesday, June 25, 2025

**STAR NO-SHOW POLICY:** You will be charged a \$20 No-Show Fee if you do not cancel your reservation 24 hours prior to the event.

**QUESTIONS?** Contact Maggie McAbier  
Communications@STAR.Realtor | 330.494.5630

## SIGN UP TODAY!



**Instructor: KATIE McCARTNEY**  
**REALTOR®, CRS, & SRES®**



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**FREE to Register**  
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Register on MLS Now Website!  
Each Class is Offered for  
2 Hours Elective CE Credit.



**1:30pm - 3:30pm**

**at Stark Trumbull Area REALTORS®**

7110 Whipple Avenue NW, Suite B, North Canton, OH 44720

**June 26: My Matrix and More**

Explore the My Matrix tools, including custom headers and grids, personalized email signatures with photos and links, speedbar shortcuts, team settings, hot sheets for market tracking, and portal notifications to monitor prospect activity.

**July 10: Buyer Basics**

Learn how to add a new contact, set search criteria for automatic emails via the Client Portal, and manage prospect details—including editing criteria, tracking emails, scheduling tasks, stopping auto emails, deleting contacts, and using reverse prospecting.

**August 14: CMA**

Learn how to find comps using radius or map searches and create a CMA package with customizable reports, cover pages, and stats—saved under the contact for easy editing, printing, or emailing anytime.

**September 11: Realist: Using Tax Data**

Learn how to get more from Realist tax data, including report views, sorting, search tips, flood and assessor maps, neighbor profiles, label downloads, finding comps (even with zero results), setting preferences, and using mortgage calculators.

**October 16: My Matrix and More**

Explore the My Matrix tools, including custom headers and grids, personalized email signatures with photos and links, speedbar shortcuts, team settings, hot sheets for market tracking, and portal notifications to monitor prospect activity.

**November 6: Buyer Basics**

Learn how to add a new contact, set search criteria for automatic emails via the Client Portal, and manage prospect details—including editing criteria, tracking emails, scheduling tasks, stopping auto emails, deleting contacts, and using reverse prospecting.

**MLS NOW LEARNING**





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Join the STAR Growth & Connection  
Committee in support of the Sophia Capo  
Memorial Foundation. Be sure to Register in  
Advance with Vitalant so they can plan ahead!

*Details on the STAR Website*

**Saturday, July 12, 2025**

**from 9 am - 3 pm**


during the Sophie Bowl Flag Football Tournament

**Hall of Fame Village  
Sports Complex**

2121 George Halas Dr NW, Canton, OH 44708

**vitalant**   
Blood Donation

QUESTIONS? Contact Maggie McAbier via email  
or phone [maggie@STAR.Realtor](mailto:maggie@STAR.Realtor) | 330-494-5630

  
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- **Facebook Advertising**
- **ChatGPT (AI) Integration**
- **Video Marketing**
- **SEO, Blogging for Success & More**

**WHEN: Wed, Aug 13, 2025, 10AM EST**

Check-In Opens at 9:30 AM

### **WHERE:**

**Stark Trumbull Area REALTORS®**  
7110 Whipple Avenue NW, Suite B  
North Canton OH 44720

**REGISTER NOW**





## 3 Hr Broker / Manager Responsibilities CE

*Ohio Broker Responsibilities*

### THURSDAY

August 28, 2025

9:00 am - 12:15 pm



Virtual Class  
via ZOOM

# FREE

**FOR STAR MEMBERS**

**\$20 for Non-STAR Members**

*Credit: This course is certified for 3 hours of State Required Broker Manager Training credit for Ohio Broker, and Manager Level Licensees. For all other Licensees, you will receive 3 hours of Elective Training.*

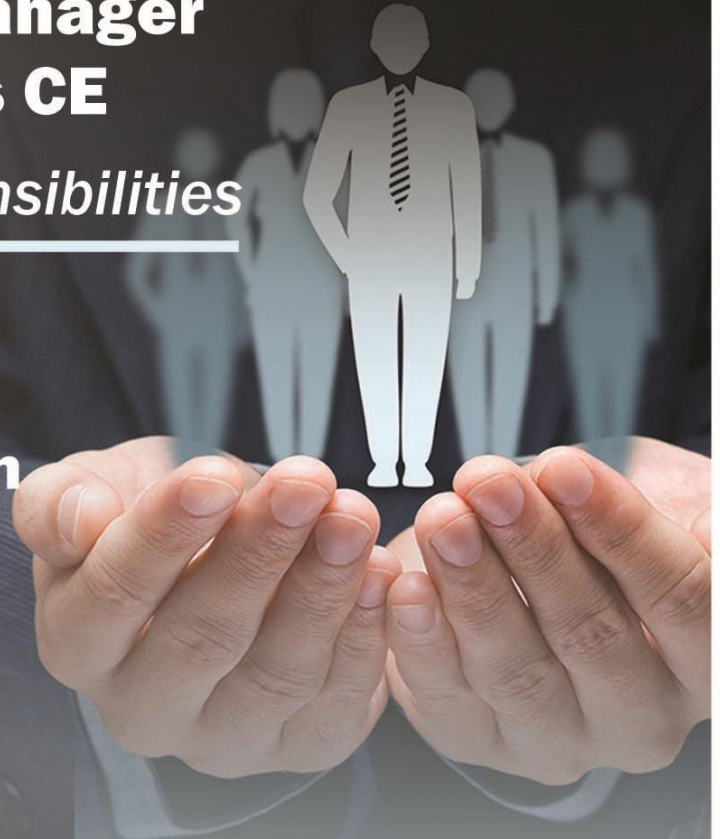
*Per ODRE requirements, attendees must be present 90% of the program.*

**Registration Deadline: Wed, August 27th.**

**You will be charged a \$20 No Show Fee if you do not cancel your reservation 24 hours prior to the event per STAR Policy.**

**QUESTIONS? Contact Maggie McAbier  
maggie@STAR.Realtor | 330.494.5630**

## SIGN UP TODAY!



**Instructor: KATIE McCARTNEY  
REALTOR®, CRS, & SRES®**

**[www.STAR.Realtor](http://www.STAR.Realtor)**

## May 2025 GAD Report

Mahoning and Trumbull Counties received 1.5 million dollars to help residents with home repairs. The Youngstown Neighborhood Development Corporation will get \$1,100,000 and The Trumbull Neighborhood Partnership will be getting \$400,000.00. The grants allow repairs to be completed on properties as well as up to \$5000.00 per home can be used for downpayment assistance and closing costs.

House Bill 161: A short-term rental tax may be coming to Ohio. Leaders project it could raise between \$21-90 Million dollars in new sales and lodging taxes. This bill does not speak to municipalities banning or allowing short term rentals, just that short term rental could be taxed.

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Orders/Closing:  
ATAclosing@amttitle.com

**Rich Cosgrove**  
Government Affairs Director

Contact for: Legislative Affairs, RPAC

<mailto:GAD@STAR.Realtor>

Office: (330) 494-5630







## From Backyard BBQs to New Beginnings — Let Fairway Help You Home.



Chad Loughry  
NMLS# 436008

Lucy Staten  
NMLS# 63943

Christine Schell  
NMLS# 293266

Jason Kruger  
NMLS# 830077

Jeremy Kruger  
NMLS# 1573708

Dave Dennison  
NMLS# 2242306

Valerie Volchko  
NMLS# 1306305

Jason Austin  
NMLS# 639480

Rachel Latin  
NMLS# 542872

Chad Jones  
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## Monthly Market STATS

April 2025

[CLICK HERE](#) to check out our Blog for shareable assets and watch social media for May STATS soon!

## MarketUPDATE

### STARK COUNTY

Stark Trumbull Area REALTORS®  
Single-Family & TownHome Listing  
Analysis of Stark, Trumbull, &  
Carroll Counties



NEW Listings  
500



SOLD Listings  
315



Average SALE Price  
\$214,891



Average MARKET TIME  
34 Days

APRIL 2025

THIS INFORMATION IS SOURCED FROM MLS-NOW AND IS DEEMED ACCURATE BUT NOT GUARANTEED.  
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## MarketUPDATE

### TRUMBULL COUNTY

Stark Trumbull Area REALTORS®  
Single-Family & TownHome Listing  
Analysis of Stark, Trumbull, &  
Carroll Counties



NEW Listings  
217



SOLD Listings  
182



Average SALE Price  
\$175,550



Average MARKET TIME  
55 Days

APRIL 2025

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## MarketUPDATE

### CARROLL COUNTY

Stark Trumbull Area REALTORS®  
Single-Family & TownHome Listing  
Analysis of Stark, Trumbull, &  
Carroll Counties



NEW Listings  
36



SOLD Listings  
16



Average SALE Price  
\$277,493



Average MARKET TIME  
83 Days

APRIL 2025

THIS INFORMATION IS SOURCED FROM MLS-NOW AND IS DEEMED ACCURATE BUT NOT GUARANTEED.  
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### New Salespersons

Lynette Fulmer, *Oakes Real Estate*  
Bradley Curlutu, *Real of Ohio*  
Thomas Menche, *Key Realty*  
Joshua Gaston, *KW Chervenik*  
Isaiah Stanford, *Century 21 Home Star*  
Jack Hornak, *Re/Max Edge*  
Taylor Kerstetter, *Legacy Group*  
Sasha Dye, *Legacy Group*  
Morgan Bosley, *Coldwell Banker Schmidt*  
Rebecca Thompson, *Another Listing*

### New Office

Howard Hanna- Canfield  
*Traci Baytos*

### Office Transfers

Matthew Mullins, *EXP Realty- Westlake*  
Tammie Lovett, *Edge Realty*  
Logan Berger, *Howard Hanna*

### Transfer from Another Board

Gregory Vayo

### Dropped Members

Carrol Parker  
Marauka Santucci  
Dustin Welch  
Daniel Eshler  
Deborah Sharp  
Richard Wade  
Gary Burden  
Lisa Day  
Charles Crable

### Dropped Members Cont.

Charles Crable  
Karin Williams  
Emma Barrett  
Rachel Sudhakaran  
Zachary Campbell  
Craig Fishel  
Sandy Harris  
Jason Austin  
Ashley Kaufman  
Jason Kruger  
Rachel Latin  
Kristin Smith  
Evan Smith  
Kristy Johnson  
Sarah Auriemma  
Ellie Platt  
Lorri Amstutz  
Penny Bragg  
Melaine Kilgore  
Charley Thompson  
Aaron Otte  
Tracy Fussell  
Brandon Pankuch  
Phillip Thompson  
William Hughes

## DUES BILLING BREAKDOWN

### State & National Dues

**\$521**

**Billed Nov 4  
2024**

### Due December 31, 2024

\$25 Late Fee Applies on January 6, 2025  
Membership & MLS Access will be suspended  
on February 7 for non-payment of dues.

**\$295 = Ohio Realtors**

**\$201 = NAR**

\$156 Dues +  
\$46 Mandatory Consumer Ad  
Campaign Assessment

**\$25 = Optional STAR  
RPAC Contribution**

### Local (STAR) Dues

**\$225**

**Billed May 5  
2025**

### Due June 30, 2025

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Membership and MLS Access will be suspended  
on August 4 for non-payment of dues.

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### Candice Likely, Administrative Assistant

Contact for: Membership & Dues Inquiries,  
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# More Than 80% of Metro Areas Posted Home Price Increases in First Quarter of 2025

Published May 8, 2025 | NAR Newsroom

## Key Highlights

- Single-family existing-home sales prices climbed in 83% of measured metro areas – 189 of 228 – in the first quarter, down from 89% in the prior quarter. The national median single-family existing-home price rose 3.4% from a year ago to \$402,300.
- Twenty-six markets (11%) experienced double-digit annual price appreciation (down from 14% in the previous quarter).
- The monthly mortgage payment on a typical, existing single-family home with a 20% down payment was \$2,120 – up 4.1% from one year ago.

WASHINGTON (May 8, 2025) – More than 80% of metro markets (189 out of 228, or 83%) registered home price gains in the first quarter of 2025, as the 30-year fixed mortgage rate ranged from 6.63% to 7.04%, according to the National Association of REALTORS®' [latest quarterly report](#). Eleven percent of the 228 tracked metro areas recorded double-digit price gains over the same period, down from 14% in the fourth quarter of 2024.

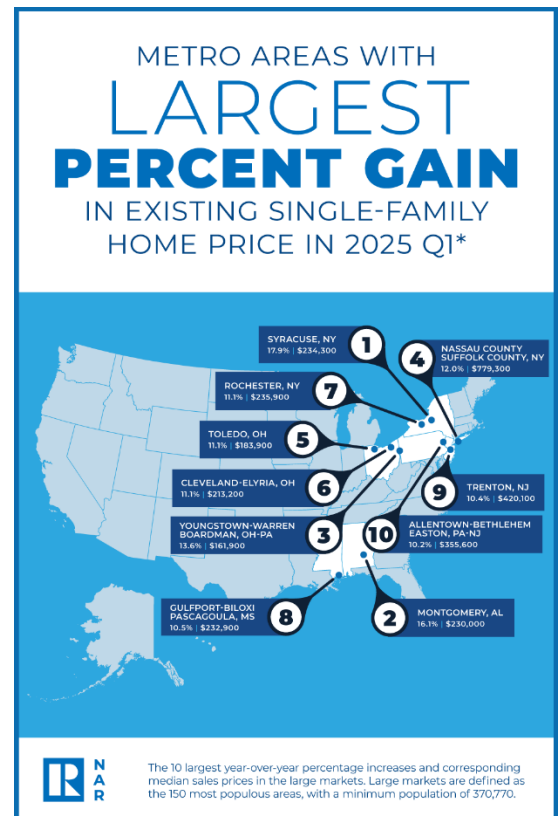
"Most metro markets continue to set new record highs for home prices," said NAR Chief Economist Lawrence Yun. "In the first quarter, the Northeast performed best in both sales and price gains by percentage. Despite the stronger job additions, the South lagged with declining sales and virtually no price appreciation."

Compared to one year ago, the national median single-family existing-home price grew 3.4% to \$402,300. In the prior quarter, the year-over-year national median price increased 4.8%.

Among the major U.S. regions, the South registered the largest share of existing-home sales (44.9%) in the first quarter, with year-over-year price appreciation of 1.3%. Prices also increased 10.3% in the Northeast, 5.2% in the Midwest and 4.1% in the West.<sup>1</sup>

The top 10 large markets (where large markets are defined as the 150 most populous areas) with the biggest year-over-year median price increases by percentage all experienced gains of at least 10%. A total of six markets were in New York and Ohio. Overall, those top 10 large markets were Syracuse, N.Y. (17.9%); Montgomery, Ala. (16.1%); Youngstown-Warren-Boardman, Ohio-Pa. (13.6%); Nassau County-Suffolk County, N.Y. (12.0%); Toledo, Ohio (11.1%); Cleveland-Elyria, Ohio (11.1%); Rochester, N.Y. (11.1%); Gulfport-Biloxi-Pascagoula, Miss. (10.5%); Trenton, N.J. (10.4%); and Allentown-Bethlehem-Easton, Pa.-N.J. (10.2%).

Eight of the top 10 most expensive markets in the U.S. were in California. Those markets were San Jose-Sunnyvale-Santa Clara, Calif. (\$2,020,000; 9.8%); Anaheim-Santa Ana-Irvine, Calif. (\$1,450,000; 6.2%); San Francisco-Oakland-Hayward, Calif. (\$1,320,000; 1.5%); Urban Honolulu, Hawaii



(\$1,165,100; 7.3%); San Diego-Carlsbad, Calif. (\$1,036,500; 5.7%); Salinas, Calif. (\$954,700; 6.2%); San Luis Obispo-Paso Robles, Calif. (\$953,400; 4.8%); Oxnard-Thousand Oaks-Ventura, Calif. (\$931,500; 2.5%); Naples-Immokalee-Marco Island, Fla. (\$865,000; 1.8%); and Los Angeles-Long Beach-Glendale, Calif. (\$862,600; 4.8%).

"Very expensive home prices partly reflect multiple years of home underproduction in those metro markets," Yun added. "Another factor is the low homeownership rates in these areas, implying more unequal wealth distribution. Affordable markets tend to have more adequate supply and higher homeownership rates."

Nearly 17% of markets (38 of 228) posted home price declines in the first quarter, up from 11% in the fourth quarter of 2024.



## More than 80% of Metro Areas...continued

"A few areas where home prices declined a year or two ago are now rebounding, including Boise, Las Vegas, Salt Lake City, San Francisco and Seattle," Yun said. "Similarly, some markets currently experiencing price declines - but with solid job growth - could see prices recover in the near future, such as Austin, San Antonio, Huntsville, Myrtle Beach, Raleigh and many Florida markets."

Housing affordability slightly improved in the first quarter. The monthly mortgage payment on a typical existing single-family home with a 20% down payment was \$2,120, down only \$2 from the fourth quarter of 2024 (\$2,122) but up 4.1% - or \$84 - from one year ago. Families typically spent 24.4% of their income on mortgage payments, down from 24.8% in the prior quarter and 24.5% one year ago.

First-time buyers found marginally better affordability circumstances compared to the previous quarter. For a typical starter home valued at \$342,000 with a 10% down payment loan, the monthly mortgage payment declined to \$2,079, down just \$2 from the prior quarter (\$2,081). That was an increase of \$82, or 4.1%, from one year ago (\$1,997). First-time buyers typically spent 36.8% of their family income on mortgage payments, down from 37.4% in the previous quarter.

A family needed a qualifying income of at least \$100,000 to afford a 10% down-payment mortgage in 45.1% of markets, up from 43.8% in the prior quarter. Yet, a family needed a qualifying income of less than \$50,000 to afford a home in 3.1% of markets, up from 2.2% in the previous quarter.

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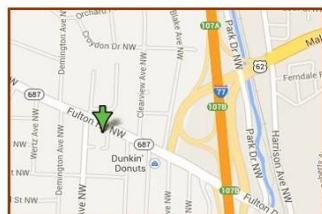
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