

Monthly Indicators



For residential real estate activity in Allendale, Alpine, Bergenfield, Bogota, Carlstadt, Cliffside Park, Closter, Cresskill, Demarest, Dumont, East Rutherford, Edgewater, Elmwood Park, Englewood, Englewood Cliffs, Emerson, Fair Lawn, Fairview, Fort Lee, Franklin Lakes, Garfield, Glen Rock, Hackensack, Harrington Park, Hasbrouck Heights, Haworth, Hillsdale, HoHoKus, Leonia, Little Ferry, Lodi, Lyndhurst, Mahwah, Maywood, Midland Park, Montvale, Moonachie, New Milford, North Arlington, Northvale, Norwood, Oakland, Old Tappan, Oradell, Palisades Park, Paramus, Park Ridge, Ramsey, Ridgefield, Ridgefield Park, Ridgewood, River Edge, Rivervale, Rockleigh, Rochelle Park, Rutherford, Saddle Brook, Saddle River, South Hackensack, Teaneck, Tenafly, Teterboro, Upper Saddle River, Waldwick, Wallington, Washington Township, Westwood, Woodcliff Lake, Wood-Ridge, Wyckoff in Bergen County, as well as in East Newark, Harrison and Kearny in Hudson County. Percent changes are calculated using rounded figures.

July 2021

The White House recently announced additional measures to help struggling homeowners avoid foreclosure as they exit forbearance, including loan modifications and payment reductions. Borrowers with federally backed mortgages can lock in lower interest rates and extend the length of their mortgages. For borrowers who can't resume their monthly mortgage, HUD will offer lenders the ability to provide all eligible borrowers with a 25% principal and interest reduction.

- Single Family Closed Sales increased 13.3 percent to 790.
- Townhouse-Condo Closed Sales increased 88.9 percent to 306.
- Adult Communities Closed Sales increased 60.0 percent to 8.
- Single Family Median Sales Price was up 15.6 percent to \$645,000.
- Townhouse-Condo Median Sales Price was up 8.5 percent to \$388,500.
- Adult Communities Median Sales Price was up 18.9 percent to \$682,944.

The National Association of REALTORS® reported inventory of homes for sale nationwide rose slightly in June as more sellers list their homes, hoping to take advantage of record-high sales prices across the country. Even with renewed home seller interest, inventory overall remains 18.8% lower than a year ago, according to NAR.

Monthly Snapshot

+ 28.4% **- 27.9%** **+ 10.5%**

One-Year Change in Closed Sales All Properties	One-Year Change in Homes for Sale All Properties	One-Year Change in Median Sales Price All Properties
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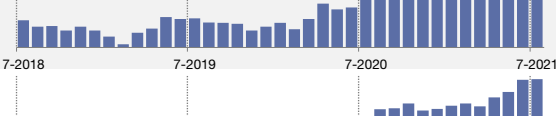
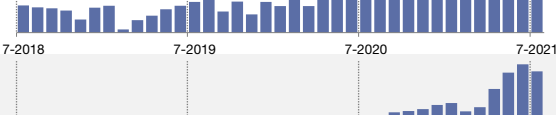

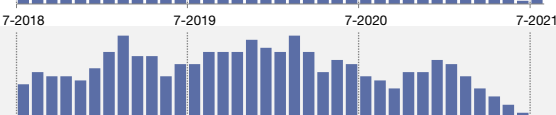
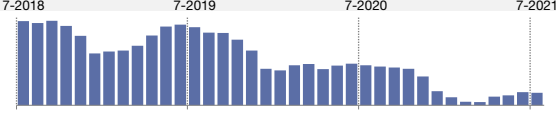
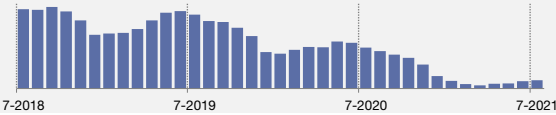
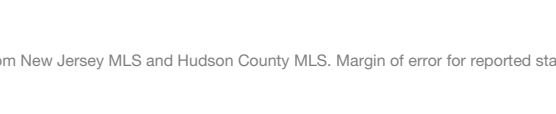
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Single Family Market Overview



Key metrics for **Single Family Properties Only**, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,220	965	- 20.9%	6,172	6,258	+ 1.4%
Pending Sales		977	703	- 28.0%	4,127	4,717	+ 14.3%
Closed Sales		697	790	+ 13.3%	3,249	4,411	+ 35.8%
Median Sales Price		\$558,000	\$645,000	+ 15.6%	\$520,000	\$602,000	+ 15.8%
Average Sales Price		\$669,689	\$803,446	+ 20.0%	\$631,993	\$753,928	+ 19.3%
Pct. of List Price Received		98.6%	102.2%	+ 3.7%	98.1%	101.2%	+ 3.2%
Days on Market Until Sale		52	32	- 38.5%	61	42	- 31.1%
Housing Affordability Index		77	67	- 13.0%	83	72	- 13.3%
Inventory of Homes for Sale		2,345	1,589	- 32.2%	--	--	--
Months Supply of Inventory		4.3	2.3	- 46.5%	--	--	--

Townhouse-Condo Market Overview






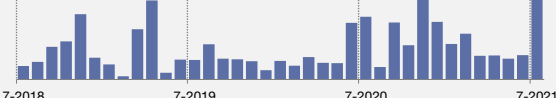

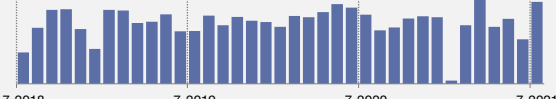



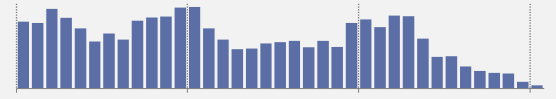
Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		459	389	- 15.3%	2,154	2,748	+ 27.6%
Pending Sales		281	249	- 11.4%	1,185	1,880	+ 58.6%
Closed Sales		162	306	+ 88.9%	988	1,780	+ 80.2%
Median Sales Price		\$358,000	\$388,500	+ 8.5%	\$350,000	\$375,000	+ 7.1%
Average Sales Price		\$416,894	\$466,059	+ 11.8%	\$411,920	\$447,074	+ 8.5%
Pct. of List Price Received		97.4%	99.1%	+ 1.7%	97.0%	98.4%	+ 1.4%
Days on Market Until Sale		75	50	- 33.3%	74	60	- 18.9%
Housing Affordability Index		121	112	- 7.4%	123	116	- 5.7%
Inventory of Homes for Sale		1,155	950	- 17.7%	--	--	--
Months Supply of Inventory		6.6	3.7	- 43.9%	--	--	--

Adult Community Market Overview



Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.

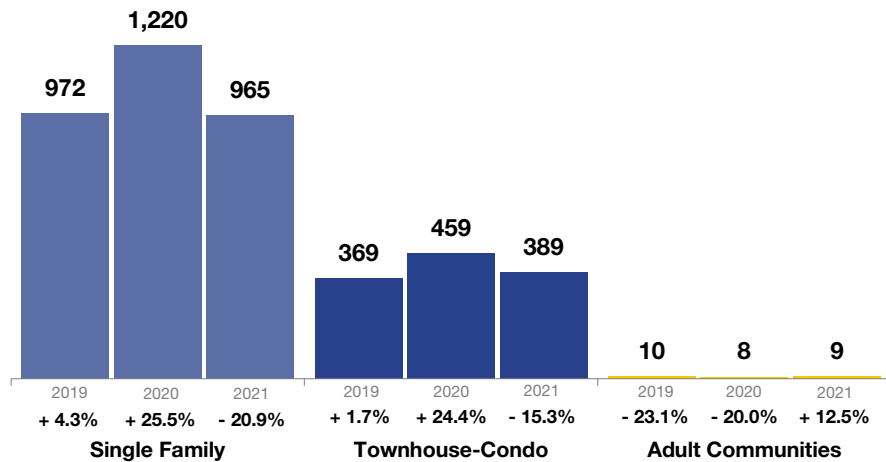
Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		8	9	+ 12.5%	61	51	- 16.4%
Pending Sales		6	8	+ 33.3%	35	50	+ 42.9%
Closed Sales		5	8	+ 60.0%	33	51	+ 54.5%
Median Sales Price		\$574,500	\$682,944	+ 18.9%	\$335,000	\$345,000	+ 3.0%
Average Sales Price		\$571,180	\$572,322	+ 0.2%	\$383,785	\$449,574	+ 17.1%
Pct. of List Price Received		98.6%	100.2%	+ 1.6%	98.7%	97.4%	- 1.3%
Days on Market Until Sale		49	56	+ 14.3%	90	68	- 24.4%
Housing Affordability Index		88	74	- 15.9%	151	147	- 2.6%
Inventory of Homes for Sale		36	9	- 75.0%	--	--	--
Months Supply of Inventory		6.6	1.2	- 81.8%	--	--	--

New Listings

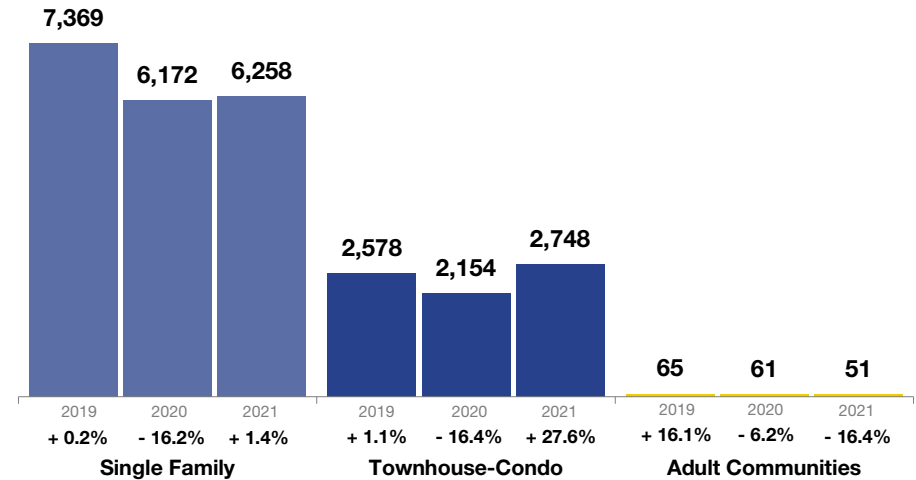
A count of the properties that have been newly listed on the market in a given month.



July

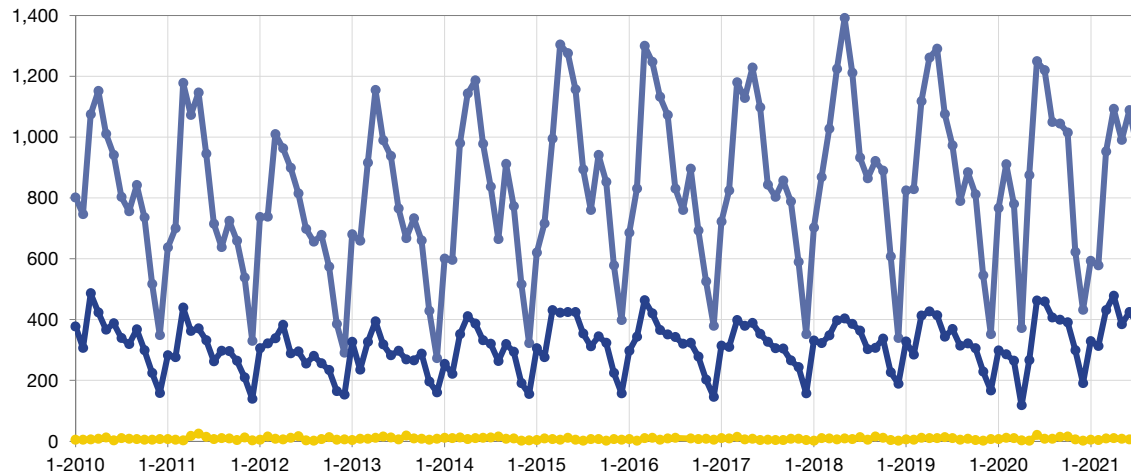


Year to Date



Historical New Listings by Month

Single Family Townhouse-Condo Adult Communities



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

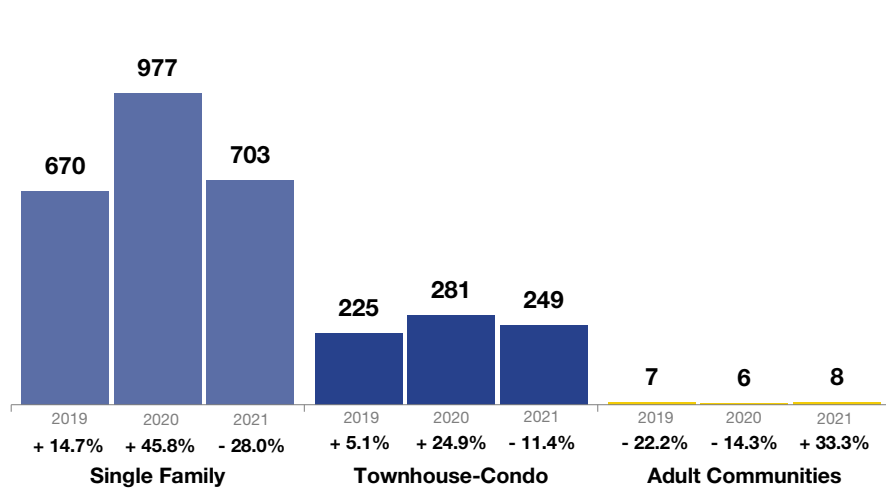
	Single Family	Townhouse-Condo	Adult Communities
August 2020	1,049	406	8
September 2020	1,044	399	14
October 2020	1,015	391	15
November 2020	622	299	6
December 2020	432	191	2
January 2021	593	329	5
February 2021	578	313	4
March 2021	952	431	9
April 2021	1,092	478	10
May 2021	990	384	8
June 2021	1,088	424	6
July 2021	965	389	9
12-Month Avg.	868	370	8

Pending Sales

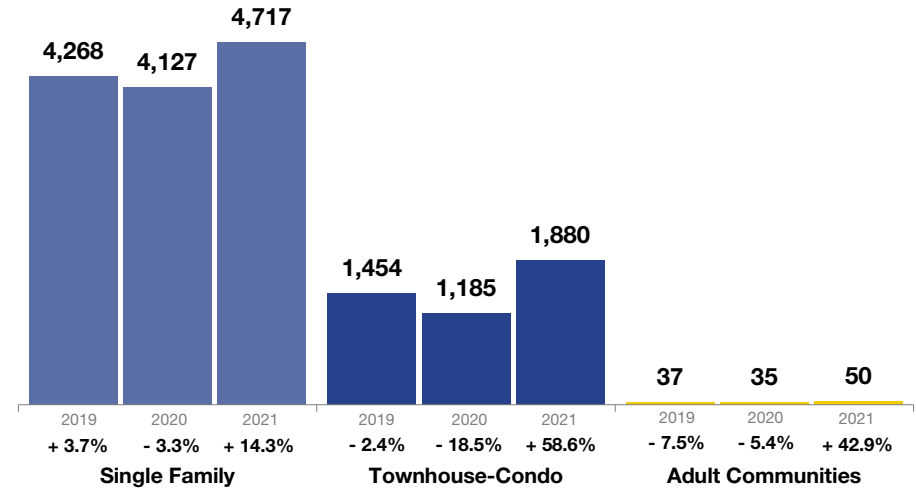
A count of the properties on which offers have been accepted in a given month.



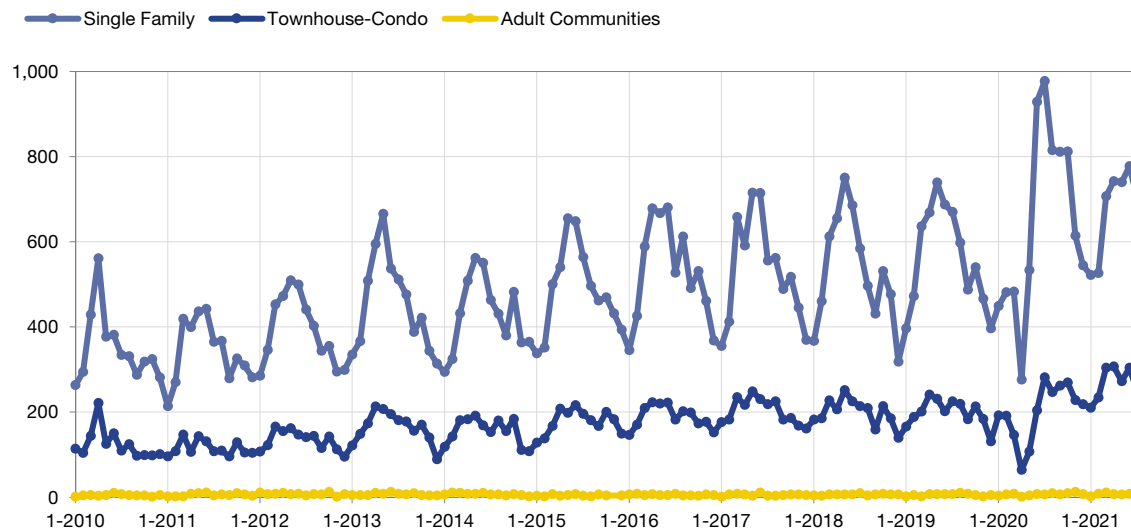
July



Year to Date



Historical Pending Sales by Month



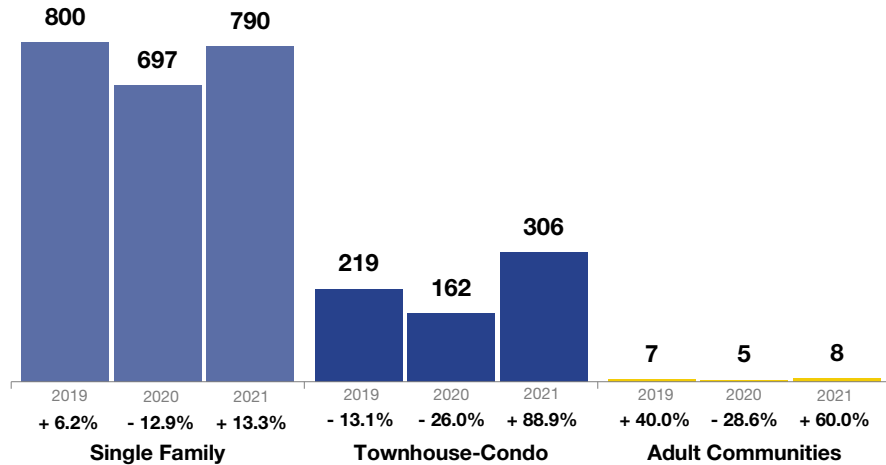
	Single Family	Townhouse-Condo	Adult Communities
August 2020	815	247	9
September 2020	811	262	6
October 2020	812	269	9
November 2020	614	228	12
December 2020	544	218	7
January 2021	522	210	2
February 2021	526	234	8
March 2021	707	304	11
April 2021	742	307	7
May 2021	740	272	6
June 2021	777	304	8
July 2021	703	249	8
12-Month Avg.	693	259	8

Closed Sales

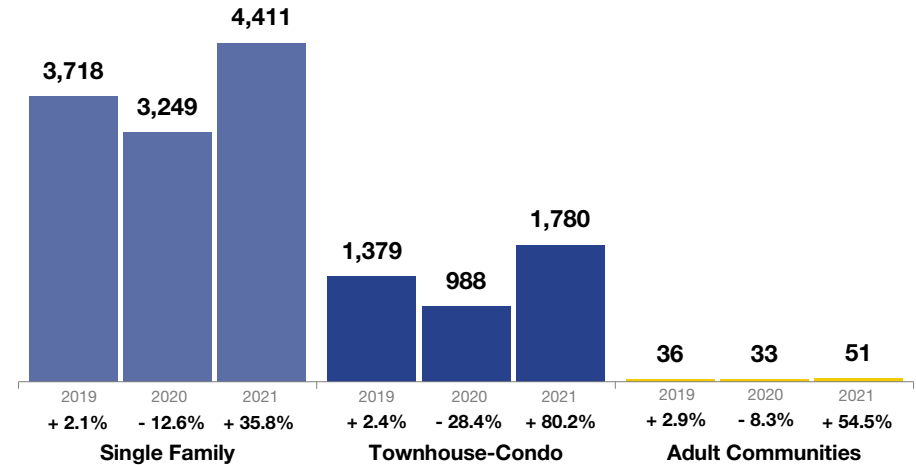
A count of the actual sales that closed in a given month.



July

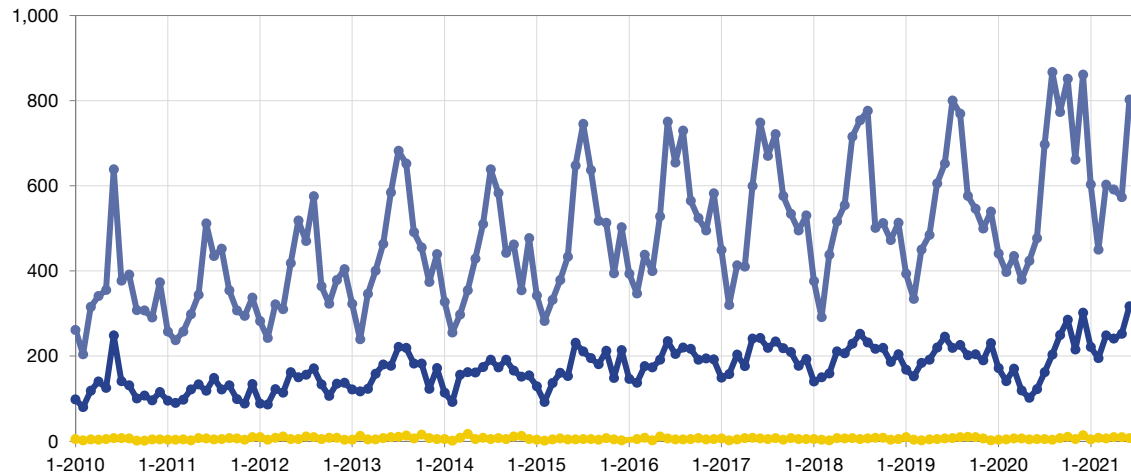


Year to Date



Historical Closed Sales by Month

Single Family Townhouse-Condo Adult Communities



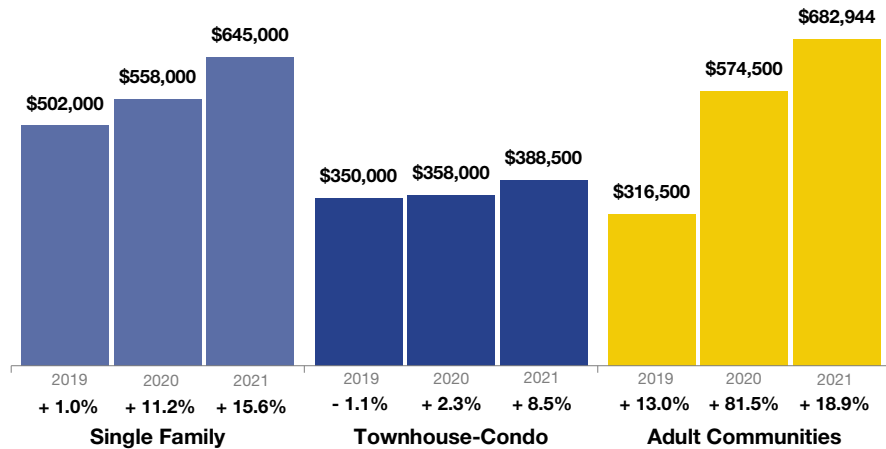
	Single Family	Townhouse-Condo	Adult Communities
August 2020	867	203	3
September 2020	773	249	7
October 2020	851	285	10
November 2020	661	215	5
December 2020	861	302	14
January 2021	603	221	4
February 2021	450	195	8
March 2021	602	248	6
April 2021	591	241	9
May 2021	573	252	9
June 2021	802	317	7
July 2021	790	306	8
12-Month Avg.	702	253	8

Median Sales Price

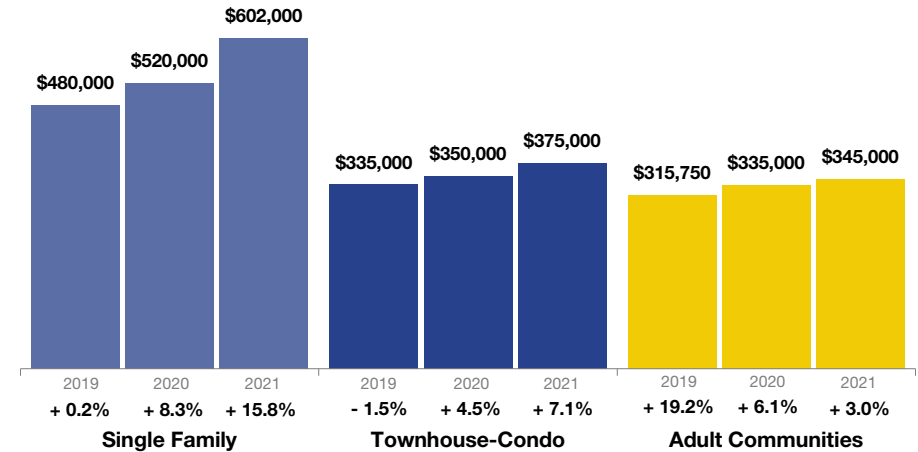


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

July

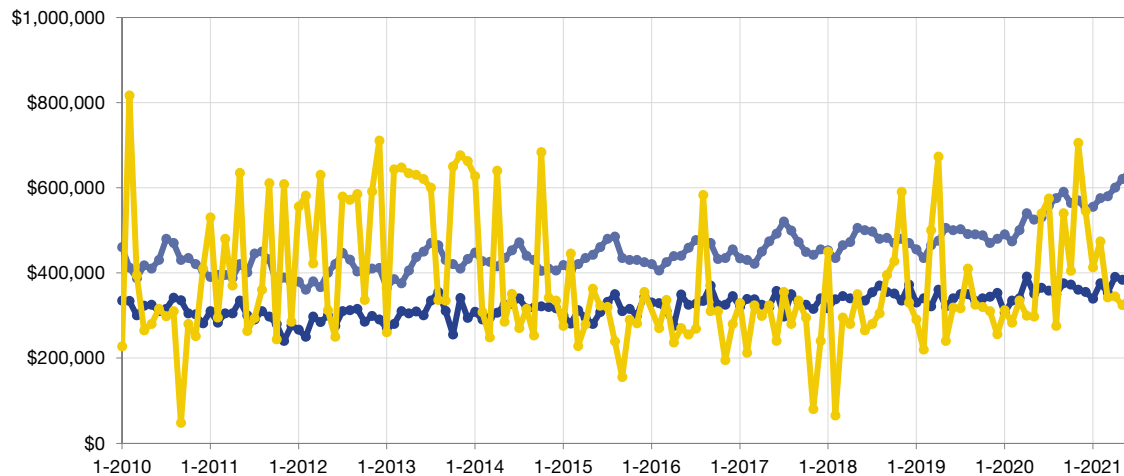


Year to Date



Historical Median Sales Price by Month

Single Family Townhouse-Condo Adult Communities



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	\$575,000	\$350,000	\$275,000
September 2020	\$590,000	\$375,000	\$539,900
October 2020	\$563,750	\$372,000	\$404,950
November 2020	\$570,000	\$360,000	\$704,900
December 2020	\$550,000	\$355,000	\$544,950
January 2021	\$555,000	\$339,000	\$412,500
February 2021	\$575,000	\$375,000	\$473,450
March 2021	\$580,000	\$353,750	\$342,000
April 2021	\$599,999	\$390,000	\$344,500
May 2021	\$620,000	\$383,500	\$324,500
June 2021	\$640,000	\$376,000	\$345,000
July 2021	\$645,000	\$388,500	\$682,944
12-Month Med.*	\$587,250	\$370,000	\$380,000

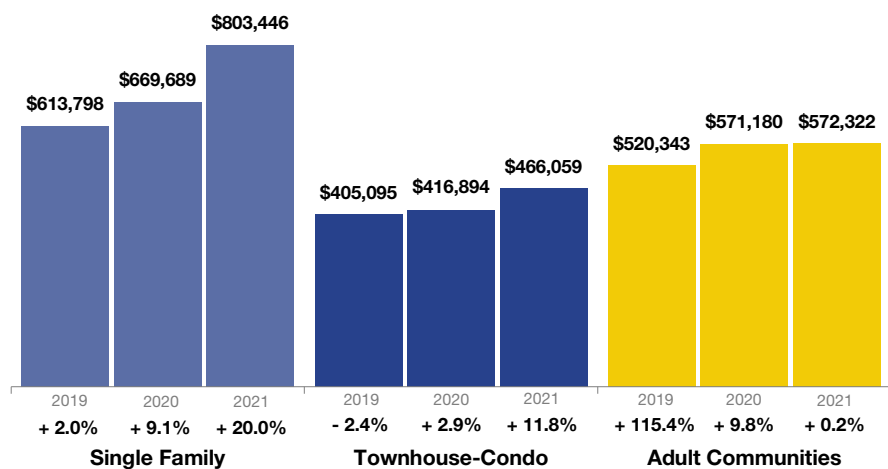
* Median Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Average Sales Price

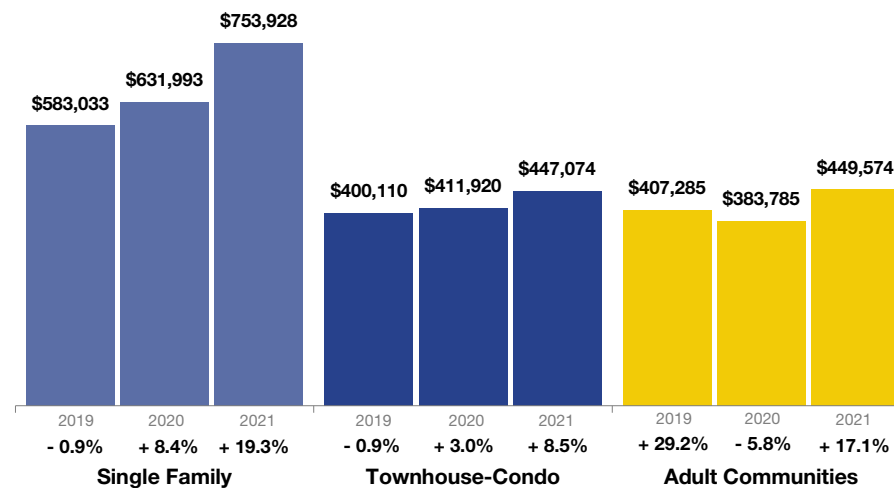
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



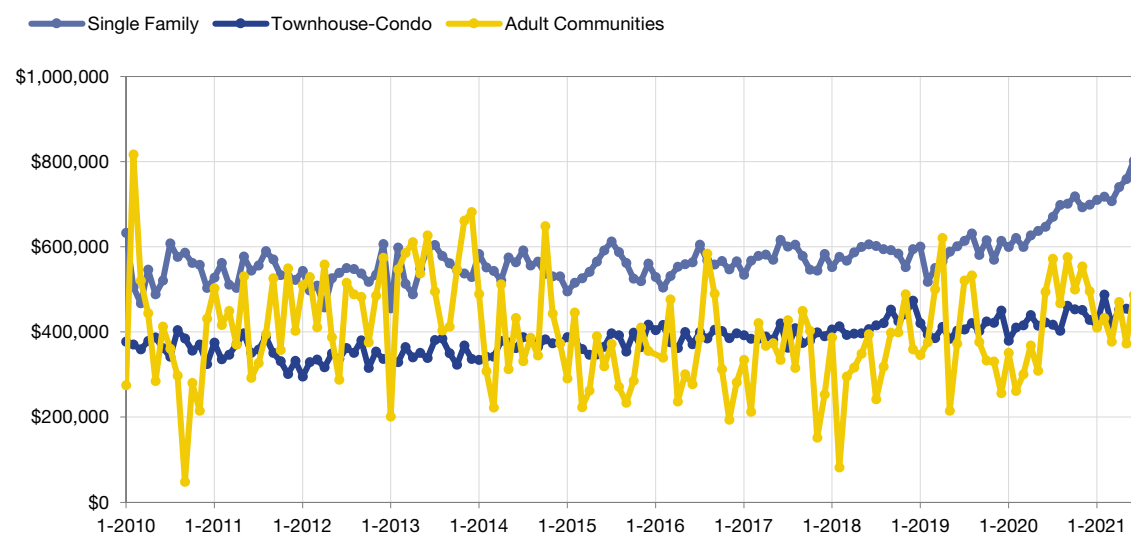
July



Year to Date



Historical Average Sales Price by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	\$697,440	\$402,029	\$466,667
September 2020	\$700,474	\$460,735	\$574,971
October 2020	\$718,268	\$452,953	\$499,240
November 2020	\$692,568	\$451,107	\$553,680
December 2020	\$698,319	\$428,005	\$495,164
January 2021	\$709,949	\$416,005	\$410,000
February 2021	\$717,400	\$486,941	\$432,238
March 2021	\$707,041	\$416,923	\$377,150
April 2021	\$739,498	\$451,573	\$470,167
May 2021	\$758,798	\$454,351	\$372,267
June 2021	\$801,017	\$440,266	\$486,714
July 2021	\$803,446	\$466,059	\$572,322
12-Month Avg.*	\$729,107	\$444,121	\$478,291

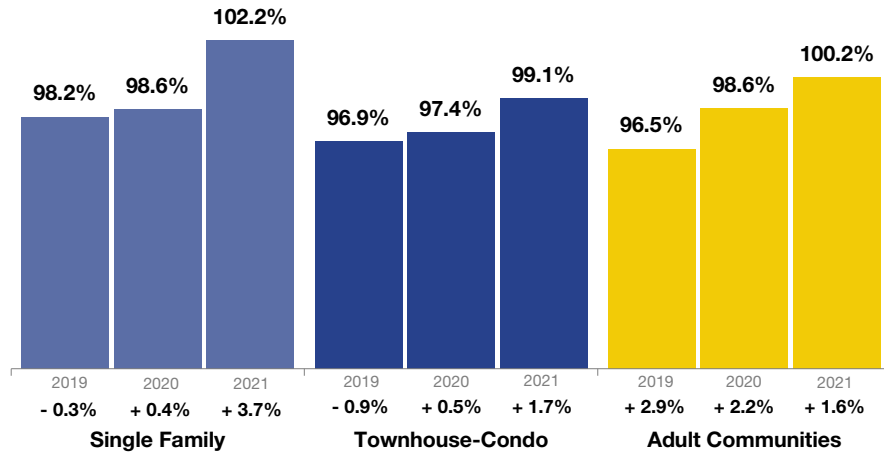
* Avg. Sales Price for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Percent of List Price Received

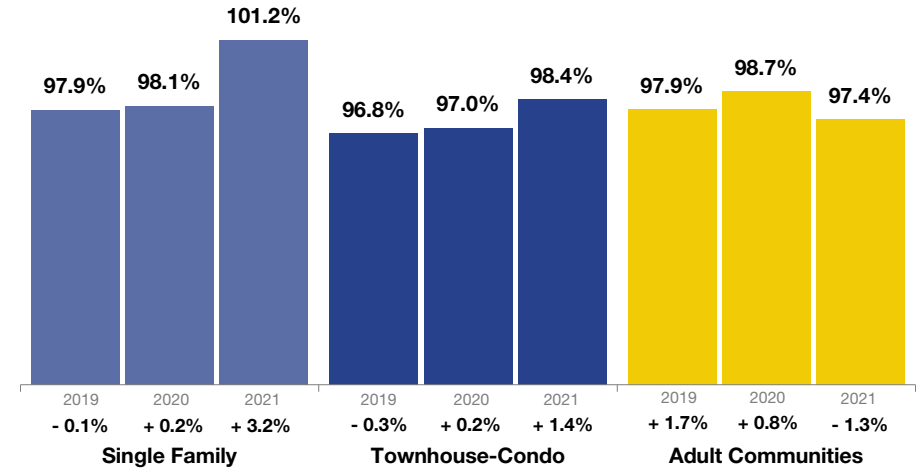


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

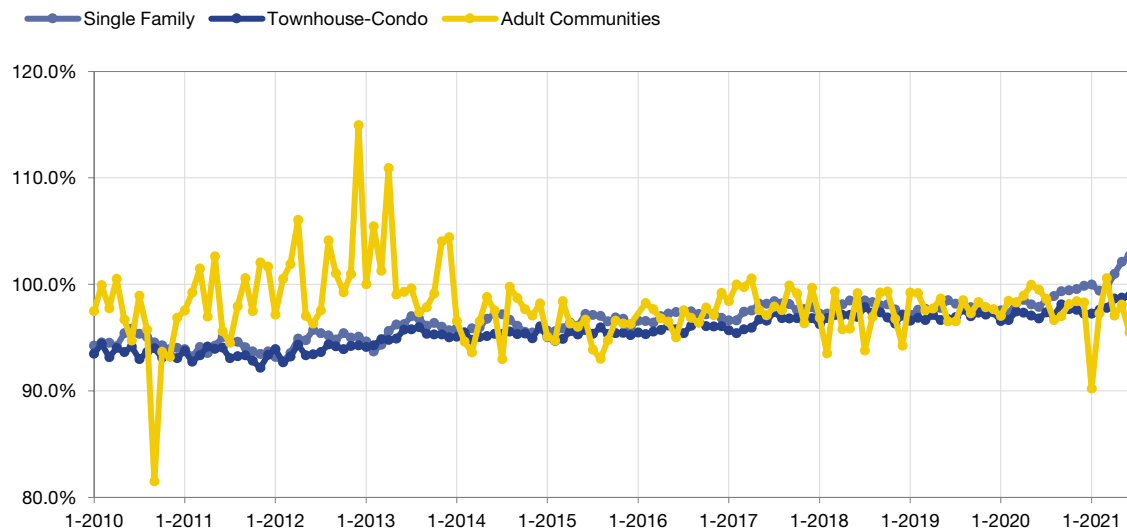
July



Year to Date



Historical Percent of List Price Received by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

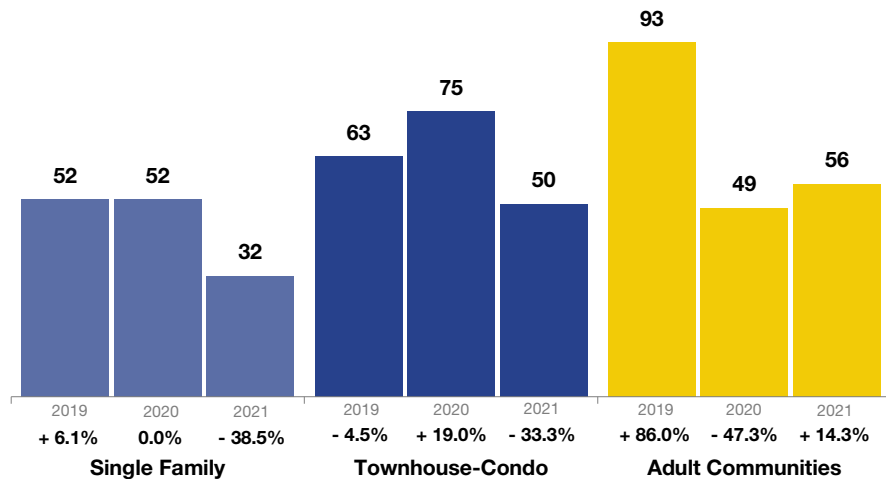
	Single Family	Townhouse-Condo	Adult Communities
August 2020	98.9%	97.0%	96.6%
September 2020	99.3%	98.1%	97.0%
October 2020	99.4%	97.6%	98.1%
November 2020	99.5%	97.6%	98.4%
December 2020	99.8%	97.2%	98.3%
January 2021	100.0%	97.2%	90.2%
February 2021	99.4%	97.6%	97.3%
March 2021	99.7%	97.8%	100.6%
April 2021	101.0%	98.7%	97.1%
May 2021	102.1%	98.7%	98.1%
June 2021	102.7%	98.9%	95.5%
July 2021	102.2%	99.1%	100.2%
12-Month Avg.*	100.3%	98.0%	97.6%

* Pct. of List Price Received for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

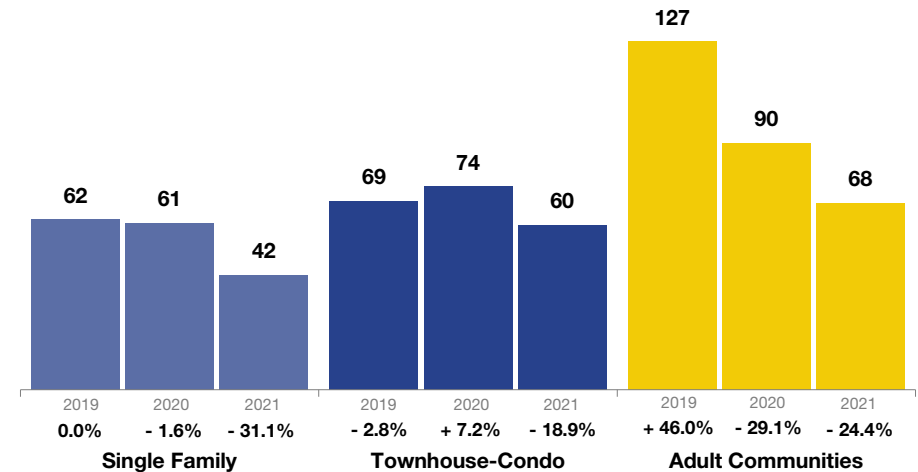
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

July

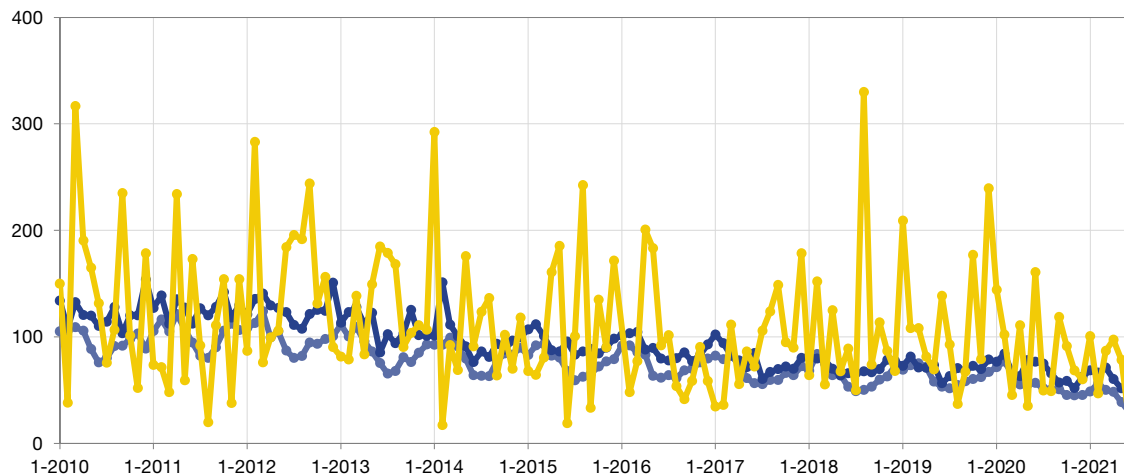


Year to Date



Historical Days on Market Until Sale by Month

Single Family Townhouse-Condo Adult Communities



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	50	66	49
September 2020	51	57	118
October 2020	45	58	91
November 2020	45	52	68
December 2020	45	62	60
January 2021	49	68	101
February 2021	56	66	47
March 2021	50	71	87
April 2021	48	60	97
May 2021	39	52	78
June 2021	30	57	22
July 2021	32	50	56
12-Month Avg.*	44	60	73

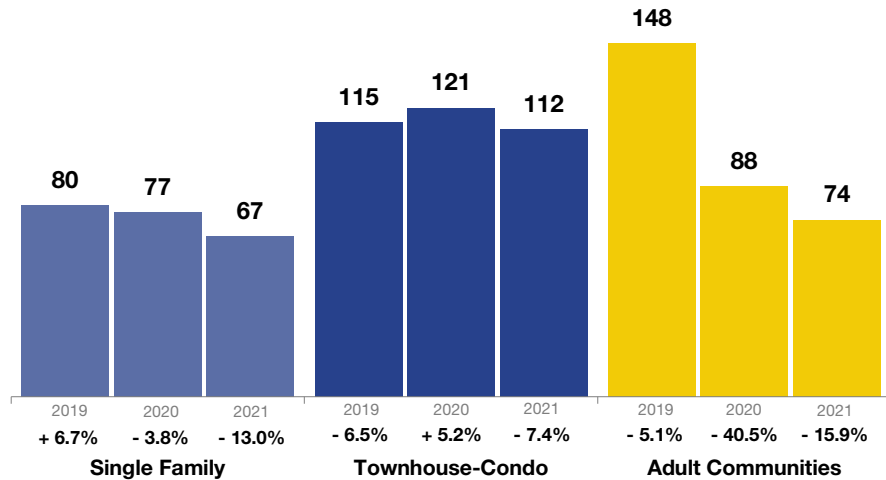
* Days on Market for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Housing Affordability Index

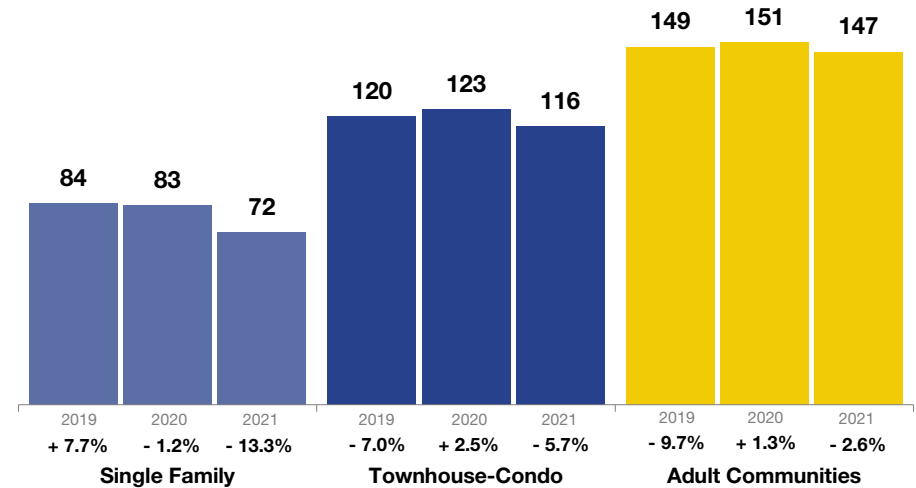


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July

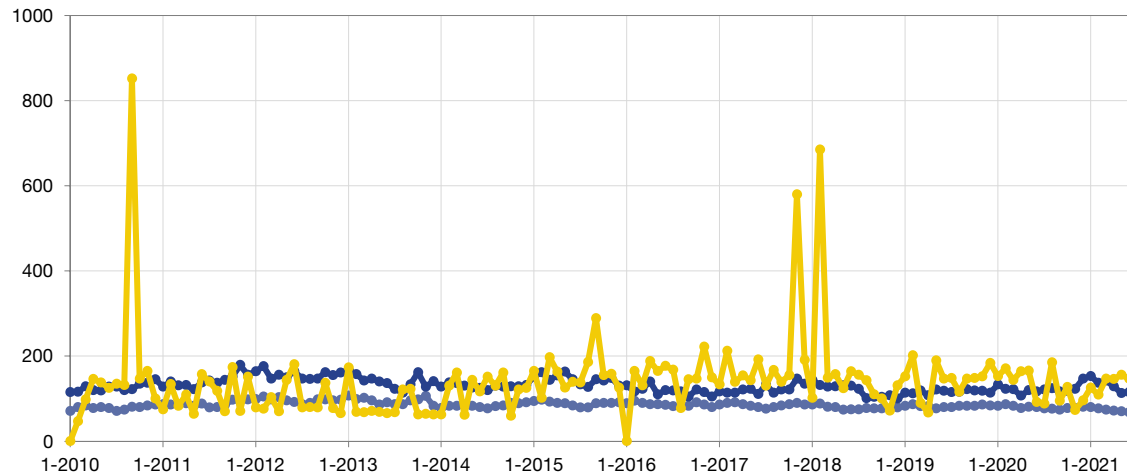


Year to Date



Historical Housing Affordability Index by Month

Single Family Townhouse-Condo Adult Communities



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	76	124	185
September 2020	74	117	95
October 2020	78	118	127
November 2020	78	123	73
December 2020	81	147	96
January 2021	80	153	126
February 2021	77	137	109
March 2021	74	142	147
April 2021	72	129	146
May 2021	70	113	156
June 2021	68	115	147
July 2021	67	112	74
12-Month Avg.*	75	128	123

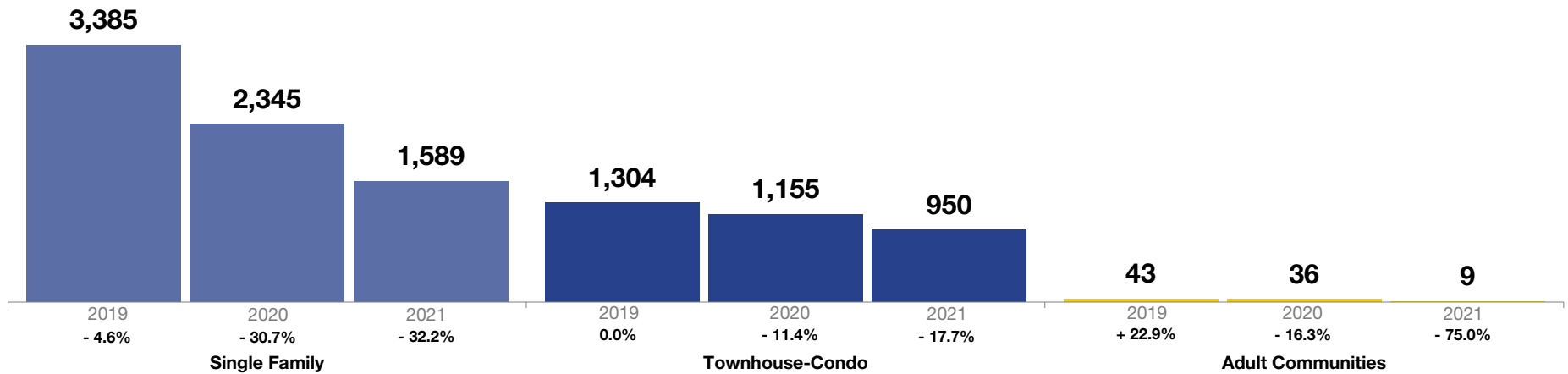
* Affordability Index for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Inventory of Homes for Sale

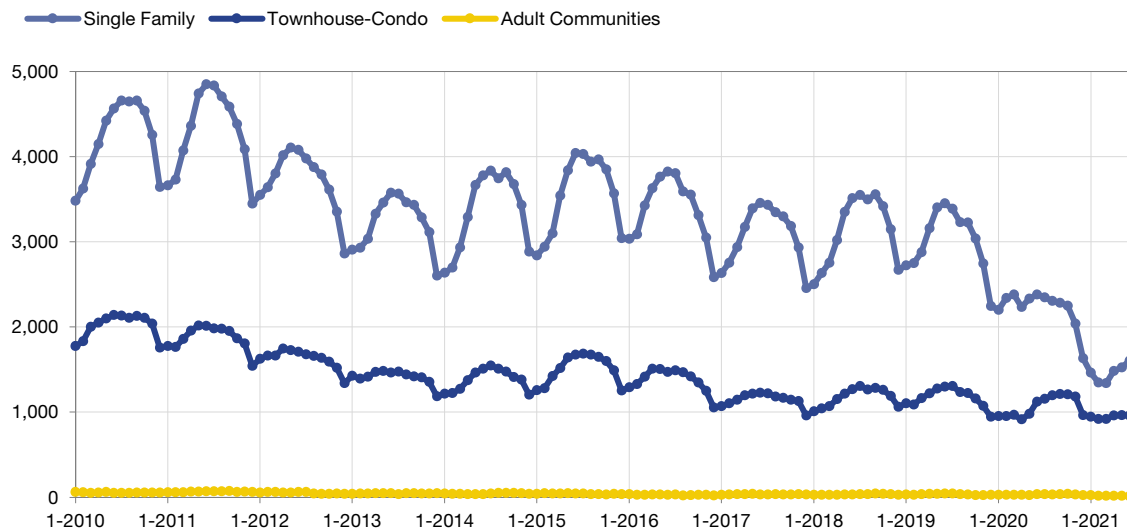
The number of properties available for sale in active status at the end of a given month.



July



Historical Inventory of Homes for Sale by Month



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

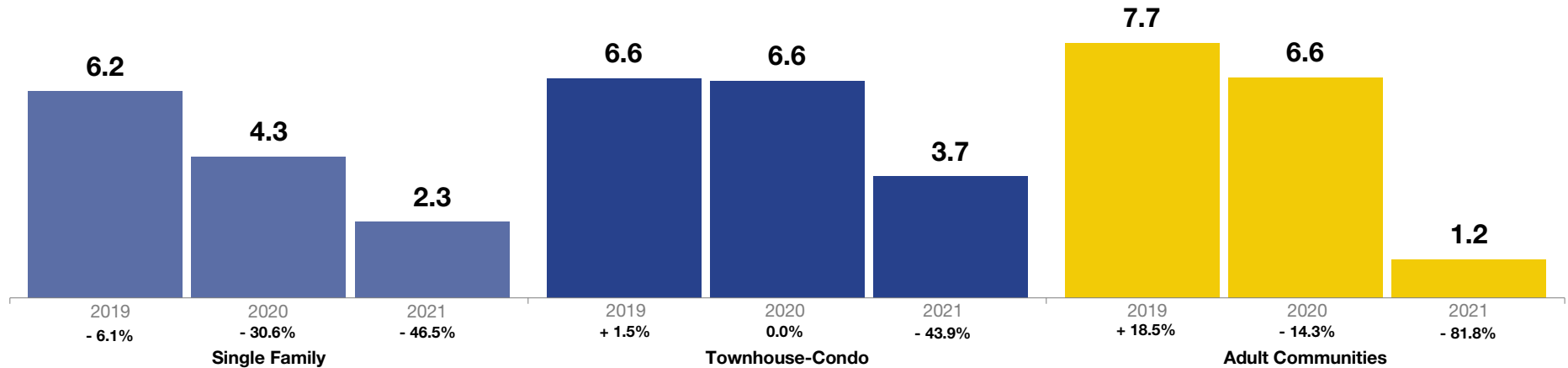
	Single Family	Townhouse-Condo	Adult Communities
August 2020	2,305	1,195	32
September 2020	2,281	1,212	36
October 2020	2,249	1,206	38
November 2020	2,038	1,180	32
December 2020	1,631	965	23
January 2021	1,462	943	23
February 2021	1,346	918	18
March 2021	1,338	918	16
April 2021	1,481	960	16
May 2021	1,523	964	16
June 2021	1,603	961	11
July 2021	1,589	950	9
12-Month Avg.	1,737	1,031	23

Months Supply of Inventory



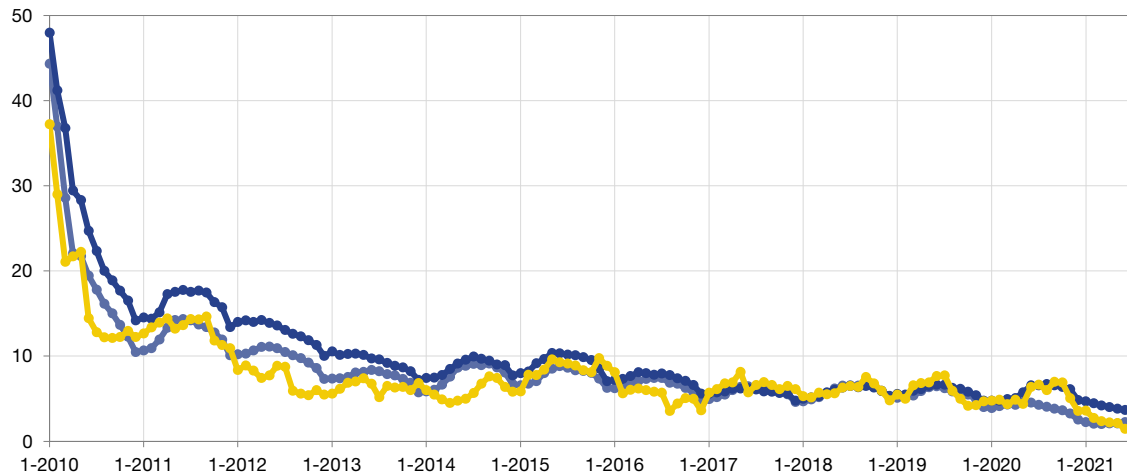
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Historical Months Supply of Inventory by Month

Single Family Townhouse-Condo Adult Communities



Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
August 2020	4.0	6.7	6.0
September 2020	3.8	6.5	7.0
October 2020	3.6	6.4	6.9
November 2020	3.2	6.1	5.1
December 2020	2.5	4.8	3.5
January 2021	2.3	4.7	3.6
February 2021	2.1	4.5	2.7
March 2021	2.0	4.2	2.3
April 2021	2.1	4.0	2.2
May 2021	2.1	3.8	2.1
June 2021	2.2	3.7	1.5
July 2021	2.3	3.7	1.2
12-Month Avg.*	2.7	4.9	3.7

* Months Supply for all properties from August 2020 through July 2021. This is not the average of the individual figures above.

Total Market Overview



Key metrics for single-family properties, townhouses, condominiums and properties in adult communities combined, for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	7-2020	7-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,690	1,368	- 19.1%	8,404	9,089	+ 8.2%
Pending Sales		1,267	963	- 24.0%	5,353	6,669	+ 24.6%
Closed Sales		864	1,109	+ 28.4%	4,279	6,260	+ 46.3%
Median Sales Price		\$525,000	\$580,000	+ 10.5%	\$485,000	\$550,000	+ 13.4%
Average Sales Price		\$621,720	\$707,912	+ 13.9%	\$579,069	\$663,599	+ 14.6%
Pct. of List Price Received		98.3%	101.3%	+ 3.1%	97.8%	100.3%	+ 2.6%
Days on Market Until Sale		56	37	- 33.9%	64	47	- 26.6%
Housing Affordability Index		82	75	- 8.5%	89	79	- 11.2%
Inventory of Homes for Sale		3,547	2,559	- 27.9%	--	--	--
Months Supply of Inventory		4.8	2.7	- 43.8%	--	--	--