

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.

September 2021

Nationwide, existing home sales were down slightly in August, falling 2% after two consecutive months of increases, according to the National Association of REALTORS®. The decline in existing home sales coincides with rising sales prices, which have continued to soar into fall, with the median sales price of existing homes up 14.9% compared to last year. Declining affordability has had a significant impact on homebuyers, many of whom have been priced out of the market and are choosing to wait for sales prices to ease before resuming their home search.

- Single Family Closed Sales decreased 14.4 percent to 662.
- Townhouse-Condo Closed Sales decreased 8.8 percent to 227.
- Adult Communities Closed Sales decreased 42.9 percent to 4.
- Single Family Median Sales Price was up 1.5 percent to \$599,000.
- Townhouse-Condo Median Sales Price was up 2.7 percent to \$385,000.
- Adult Communities Median Sales Price was down 20.4 percent to \$430,000.

There are signs the market may be shifting, however. New listings have continued to hit the market, bucking seasonality trends commonly seen in the fall, a time when listing and sales activity typically slows as children return to school. As inventory increases, competition for homes may soften, and could even bring a moderation in sales prices, which, after 114 months of year-over-year gains, would be music to the ears of homebuyers throughout the country.

Monthly Snapshot

- 13.1% **- 33.7%** **+ 0.2%**

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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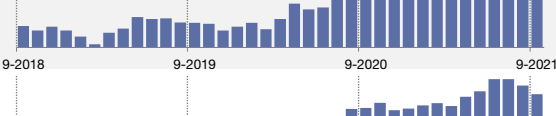
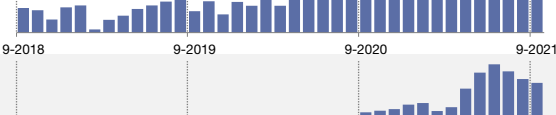

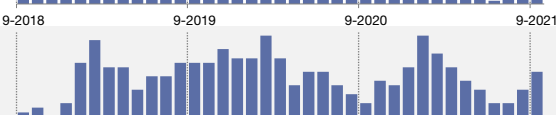
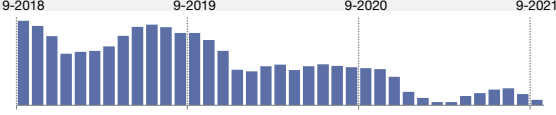
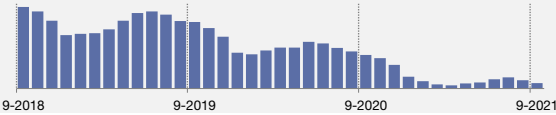
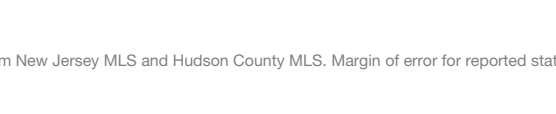
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Single Family Market Overview









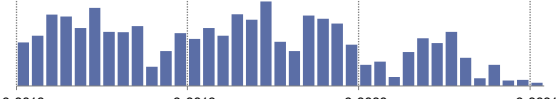



Key metrics for **Single Family Properties Only**, excluding Manufactured Housing, for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,045	735	- 29.7%	8,265	7,838	- 5.2%
Pending Sales		809	576	- 28.8%	5,750	5,948	+ 3.4%
Closed Sales		773	662	- 14.4%	4,888	5,922	+ 21.2%
Median Sales Price		\$590,000	\$599,000	+ 1.5%	\$540,000	\$605,000	+ 12.0%
Average Sales Price		\$700,474	\$748,659	+ 6.9%	\$654,477	\$756,712	+ 15.6%
Pct. of List Price Received		99.3%	101.4%	+ 2.1%	98.4%	101.3%	+ 2.9%
Days on Market Until Sale		51	32	- 37.3%	57	39	- 31.6%
Housing Affordability Index		83	90	+ 8.4%	91	89	- 2.2%
Inventory of Homes for Sale		2,288	1,433	- 37.4%	--	--	--
Months Supply of Inventory		3.8	2.2	- 42.1%	--	--	--

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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		398	345	- 13.3%	2,959	3,441	+ 16.3%
Pending Sales		262	245	- 6.5%	1,694	2,363	+ 39.5%
Closed Sales		249	227	- 8.8%	1,441	2,296	+ 59.3%
Median Sales Price		\$375,000	\$385,000	+ 2.7%	\$352,000	\$380,000	+ 8.0%
Average Sales Price		\$460,735	\$452,141	- 1.9%	\$418,961	\$450,632	+ 7.6%
Pct. of List Price Received		98.1%	99.0%	+ 0.9%	97.2%	98.5%	+ 1.3%
Days on Market Until Sale		57	49	- 14.0%	70	58	- 17.1%
Housing Affordability Index		131	139	+ 6.1%	139	141	+ 1.4%
Inventory of Homes for Sale		1,214	902	- 25.7%	--	--	--
Months Supply of Inventory		6.6	3.5	- 47.0%	--	--	--

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.

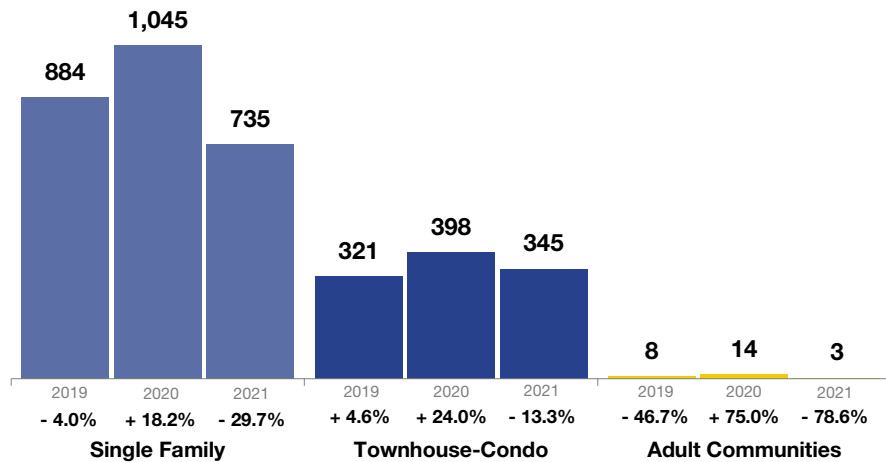
Key Metrics	Historical Sparklines	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		14	3	- 78.6%	83	61	- 26.5%
Pending Sales		6	6	0.0%	50	61	+ 22.0%
Closed Sales		7	4	- 42.9%	43	64	+ 48.8%
Median Sales Price		\$539,900	\$430,000	- 20.4%	\$335,000	\$348,500	+ 4.0%
Average Sales Price		\$574,971	\$473,500	- 17.6%	\$420,691	\$451,203	+ 7.3%
Pct. of List Price Received		97.0%	100.8%	+ 3.9%	98.3%	98.0%	- 0.3%
Days on Market Until Sale		118	44	- 62.7%	92	64	- 30.4%
Housing Affordability Index		102	140	+ 37.3%	165	172	+ 4.2%
Inventory of Homes for Sale		36	8	- 77.8%	--	--	--
Months Supply of Inventory		7.0	1.1	- 84.3%	--	--	--

New Listings

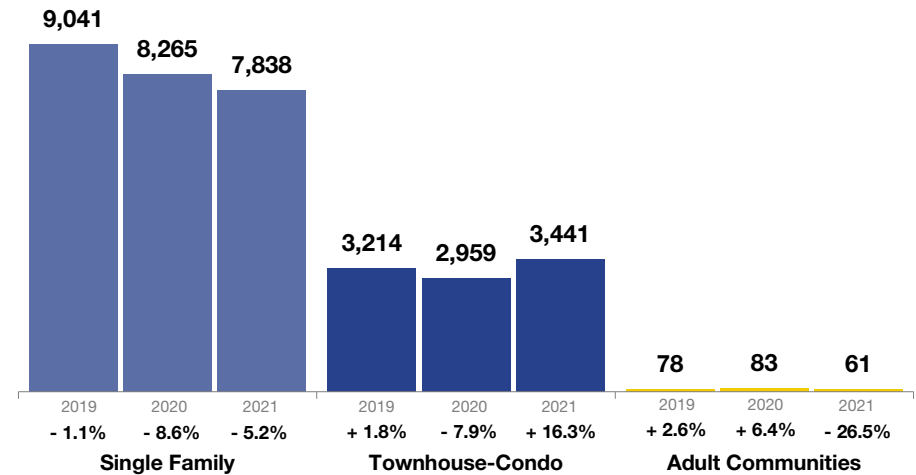
A count of the properties that have been newly listed on the market in a given month.



September

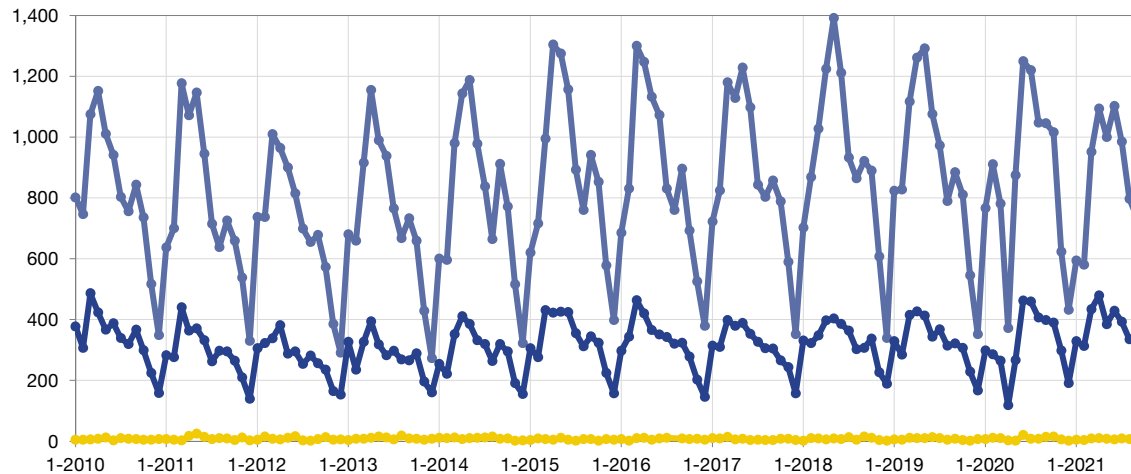


Year to Date



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.

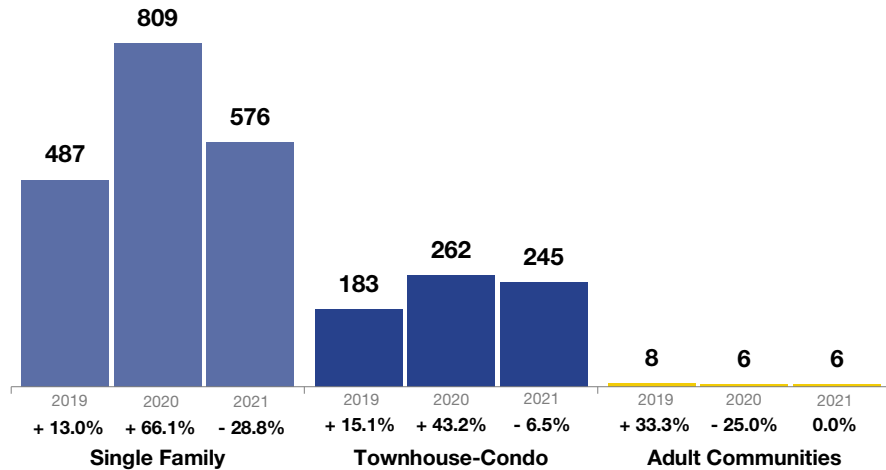
	Single Family	Townhouse-Condo	Adult Communities
October 2020	1,016	390	15
November 2020	623	298	6
December 2020	432	191	2
January 2021	594	329	5
February 2021	580	313	4
March 2021	951	434	9
April 2021	1,094	479	10
May 2021	1,000	384	8
June 2021	1,102	429	6
July 2021	985	393	9
August 2021	797	335	7
September 2021	735	345	3
12-Month Avg.	826	360	7

Pending Sales

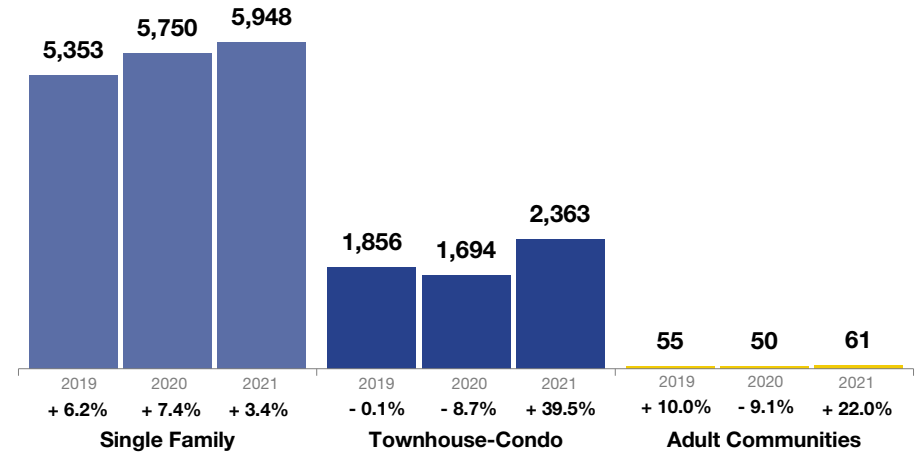
A count of the properties on which offers have been accepted in a given month.



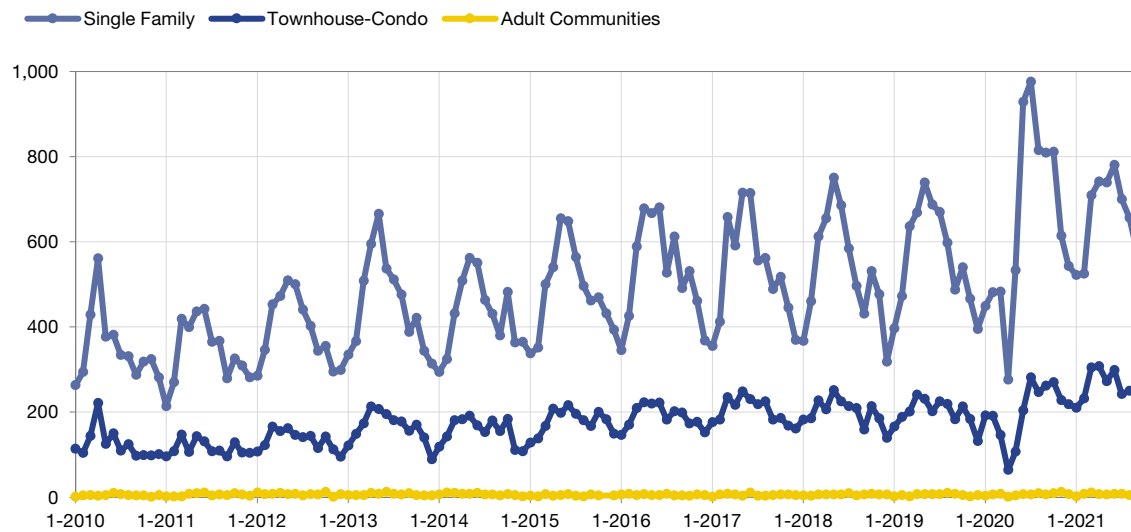
September



Year to Date



Historical Pending Sales by Month



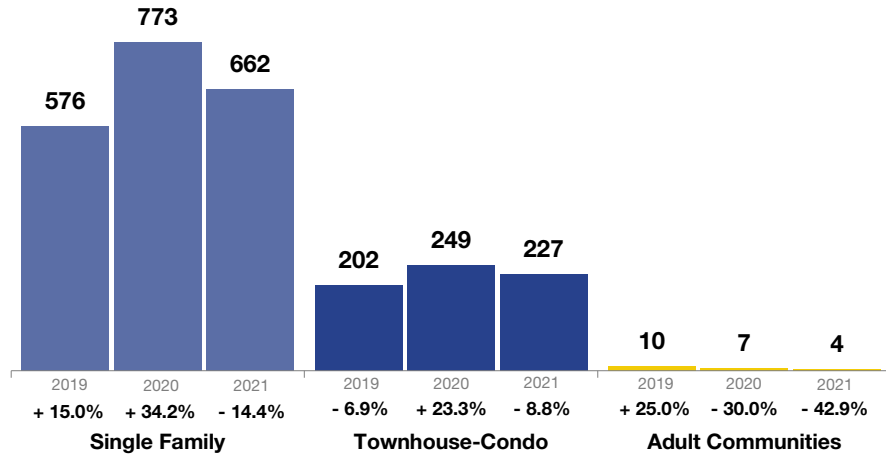
	Single Family	Townhouse-Condo	Adult Communities
October 2020	811	270	9
November 2020	614	228	12
December 2020	543	218	7
January 2021	522	210	2
February 2021	525	232	8
March 2021	709	305	11
April 2021	741	308	7
May 2021	739	272	6
June 2021	780	299	8
July 2021	700	242	8
August 2021	656	250	5
September 2021	576	245	6
12-Month Avg.	660	257	7

Closed Sales

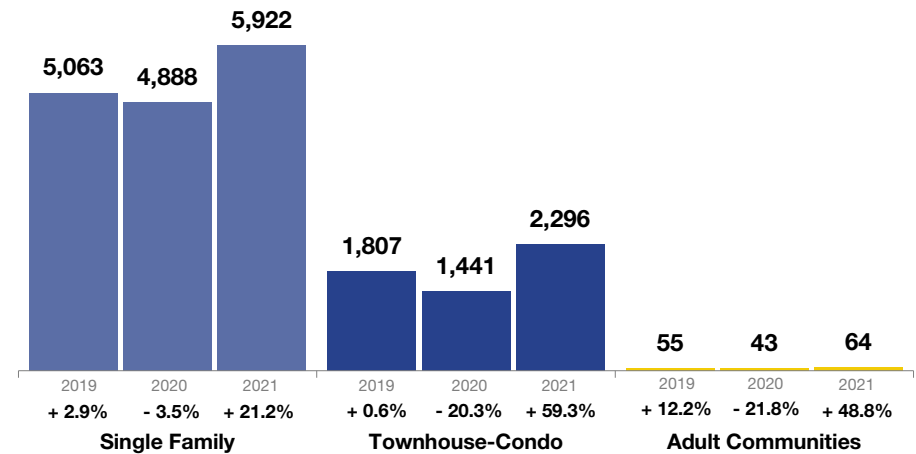
A count of the actual sales that closed in a given month.



September

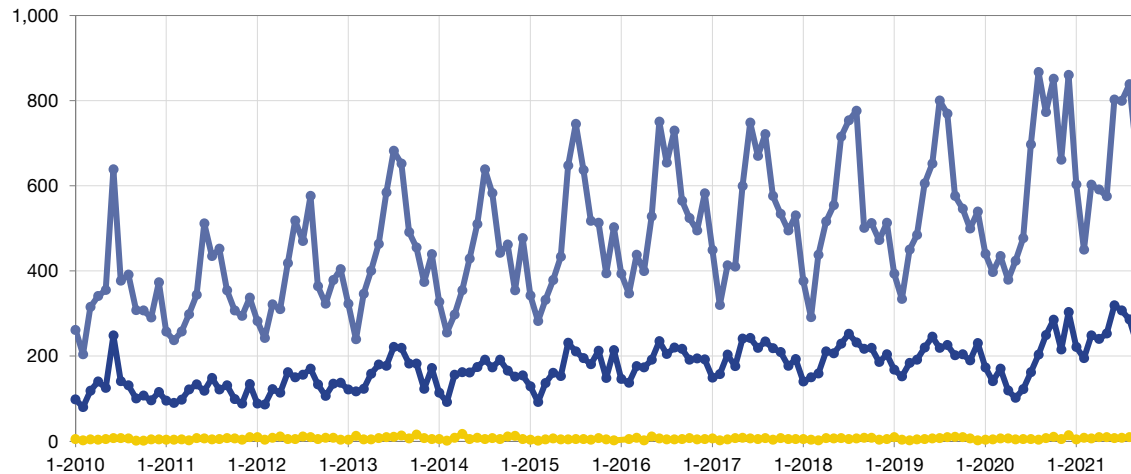


Year to Date



Historical Closed Sales by Month

Single Family Townhouse-Condo Adult Communities



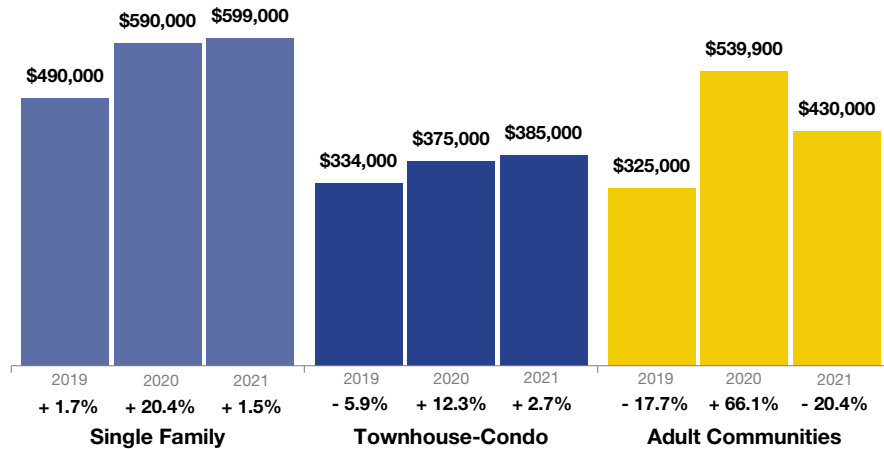
	Single Family	Townhouse-Condo	Adult Communities
October 2020	851	285	10
November 2020	661	215	5
December 2020	860	303	14
January 2021	603	221	4
February 2021	450	195	8
March 2021	602	248	6
April 2021	591	240	9
May 2021	575	253	9
June 2021	802	319	7
July 2021	799	307	8
August 2021	838	286	9
September 2021	662	227	4
12-Month Avg.	691	258	8

Median Sales Price

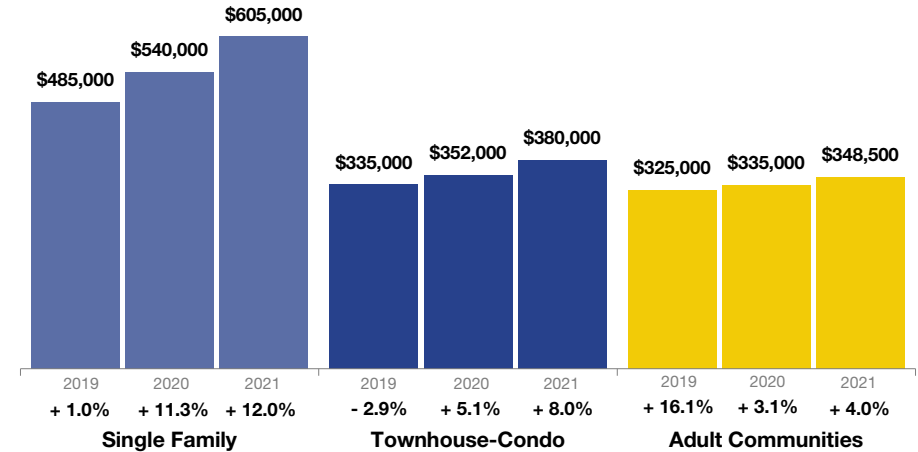


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

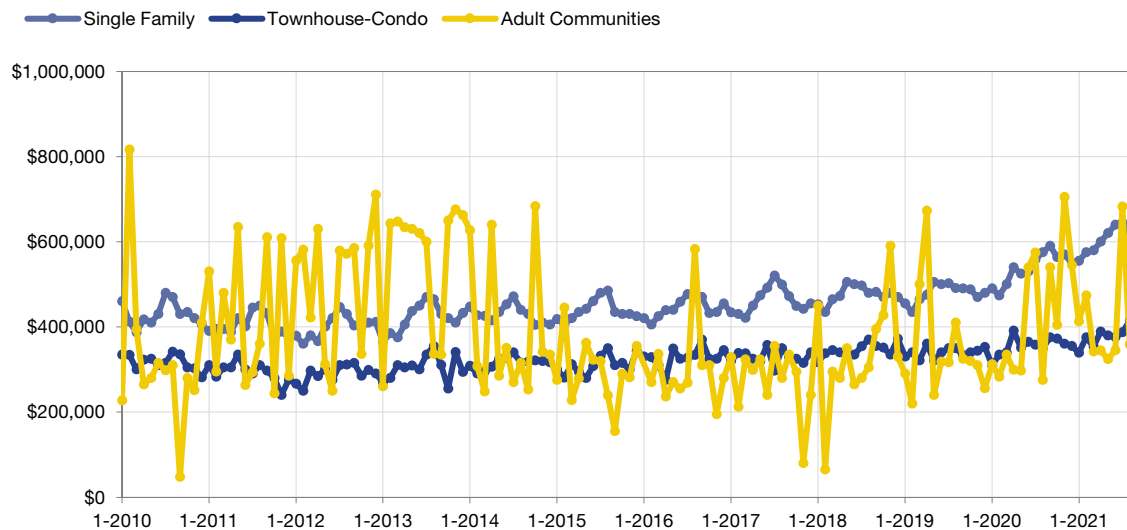
September



Year to Date



Historical Median 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
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	\$389,000	\$344,500
May 2021	\$620,000	\$380,000	\$324,500
June 2021	\$640,000	\$376,000	\$345,000
July 2021	\$645,000	\$387,000	\$682,944
August 2021	\$625,000	\$415,000	\$359,000
September 2021	\$599,000	\$385,000	\$430,000
12-Month Med.*	\$595,000	\$375,000	\$360,000

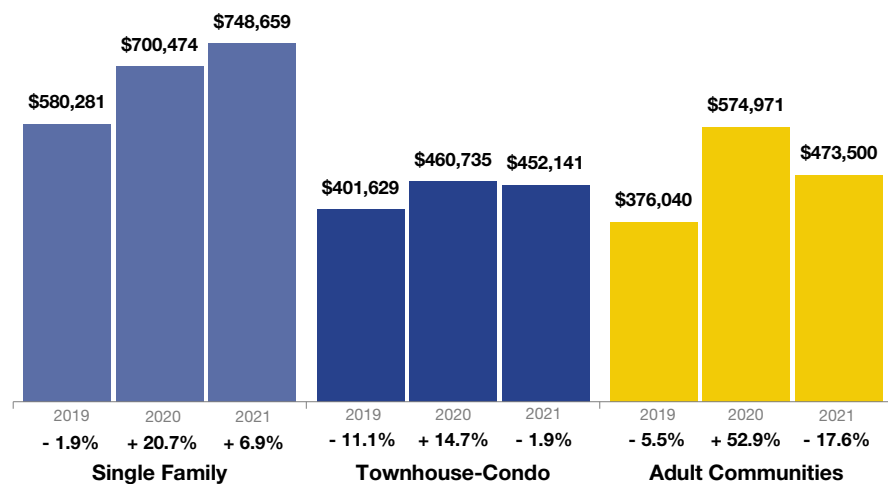
* Median Sales Price for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Average Sales Price

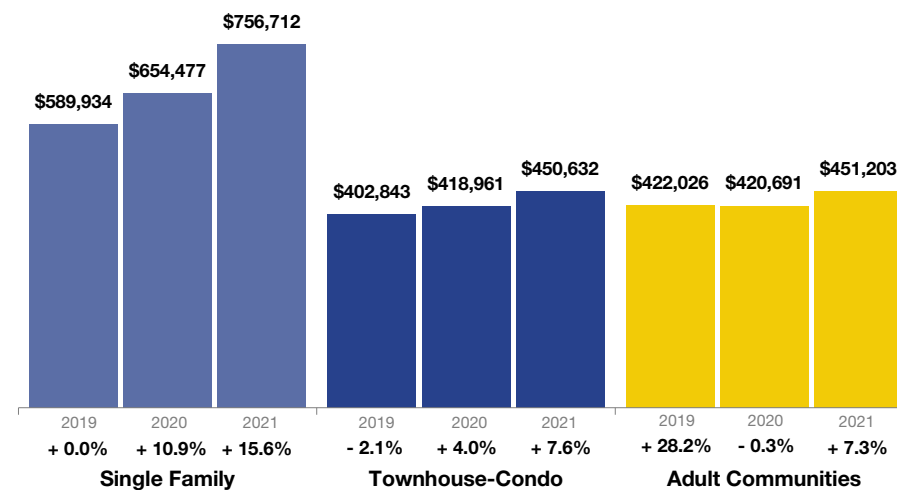
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



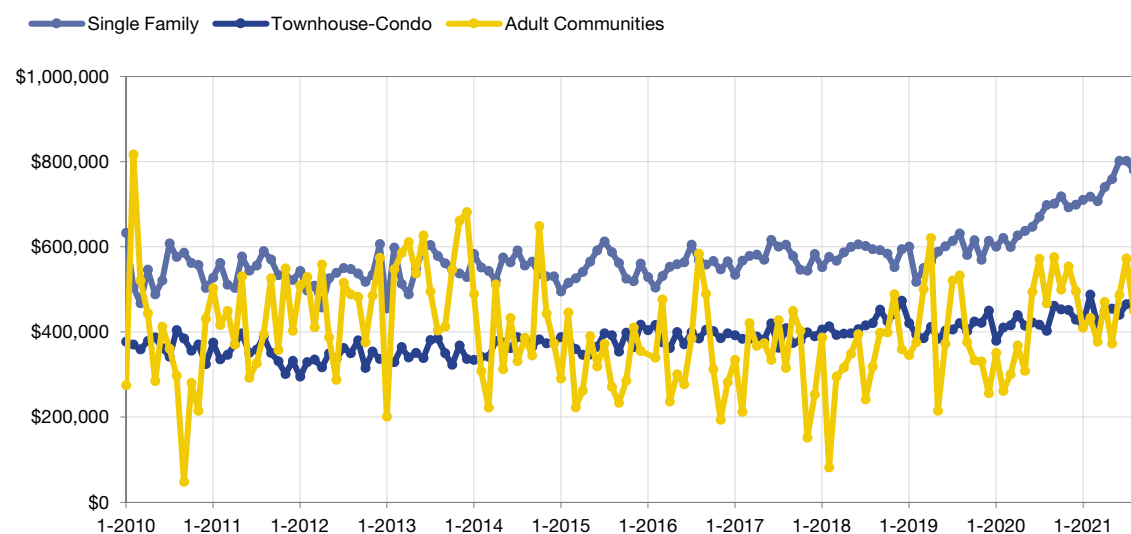
September



Year to Date



Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
October 2020	\$718,268	\$452,953	\$499,240
November 2020	\$692,568	\$451,107	\$553,680
December 2020	\$698,433	\$428,573	\$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	\$448,455	\$470,167
May 2021	\$758,680	\$454,039	\$372,267
June 2021	\$801,178	\$439,888	\$486,714
July 2021	\$801,142	\$465,043	\$572,322
August 2021	\$779,335	\$475,997	\$450,527
September 2021	\$748,659	\$452,141	\$473,500
12-Month Avg.*	\$741,612	\$448,722	\$468,496

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

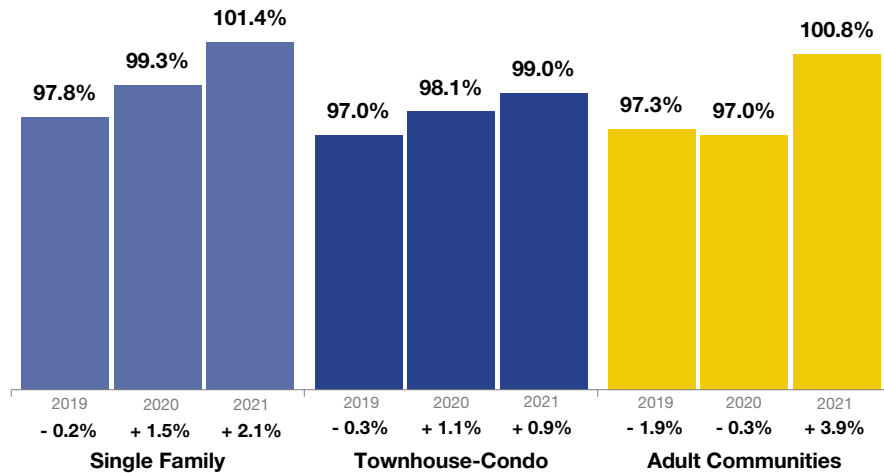
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Percent of List Price Received

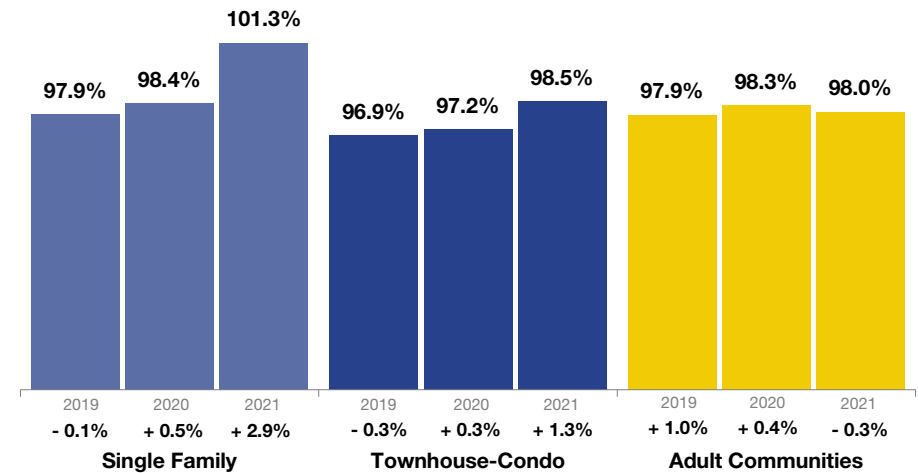


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

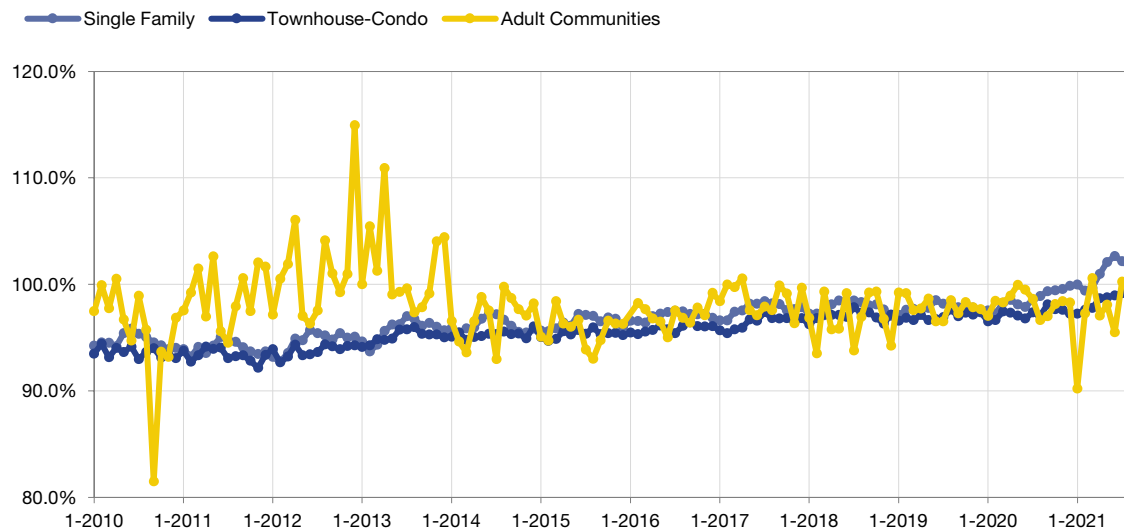
September



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
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%	98.8%	98.1%
June 2021	102.7%	98.9%	95.5%
July 2021	102.2%	99.1%	100.2%
August 2021	101.6%	98.8%	100.1%
September 2021	101.4%	99.0%	100.8%
12-Month Avg.*	100.8%	98.2%	98.1%

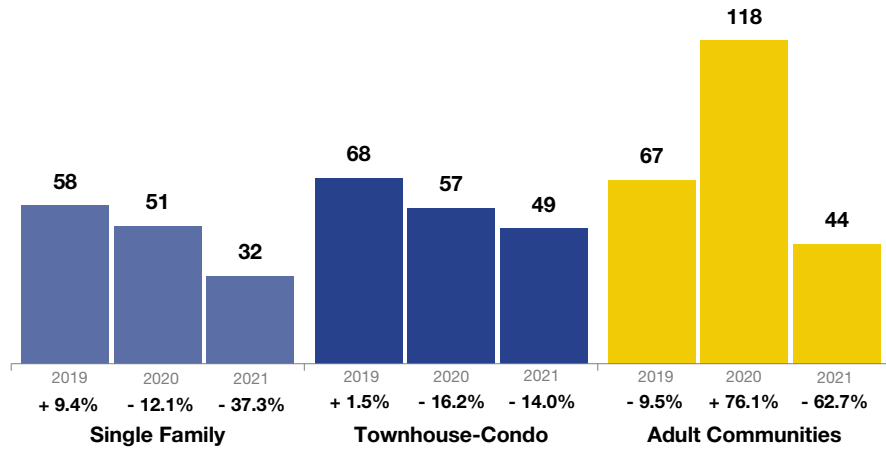
* Pct. of List Price Received for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Days on Market Until Sale

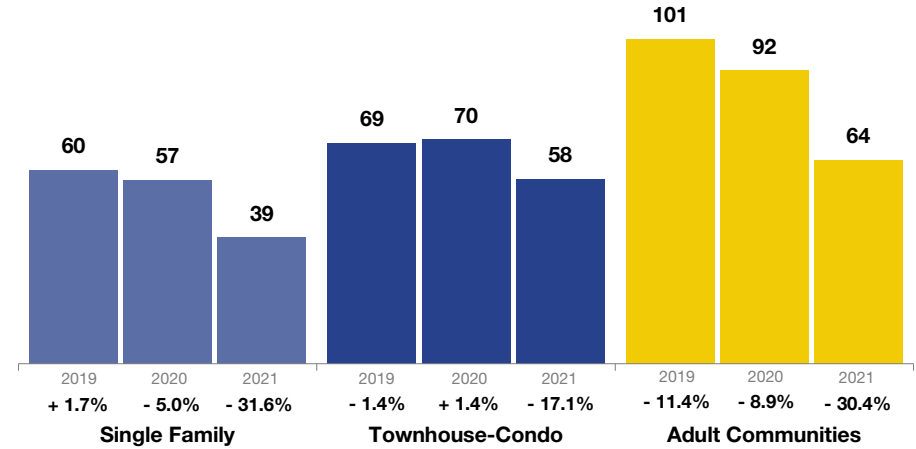


Average number of days between when a property is listed and when an offer is accepted in a given month.

September

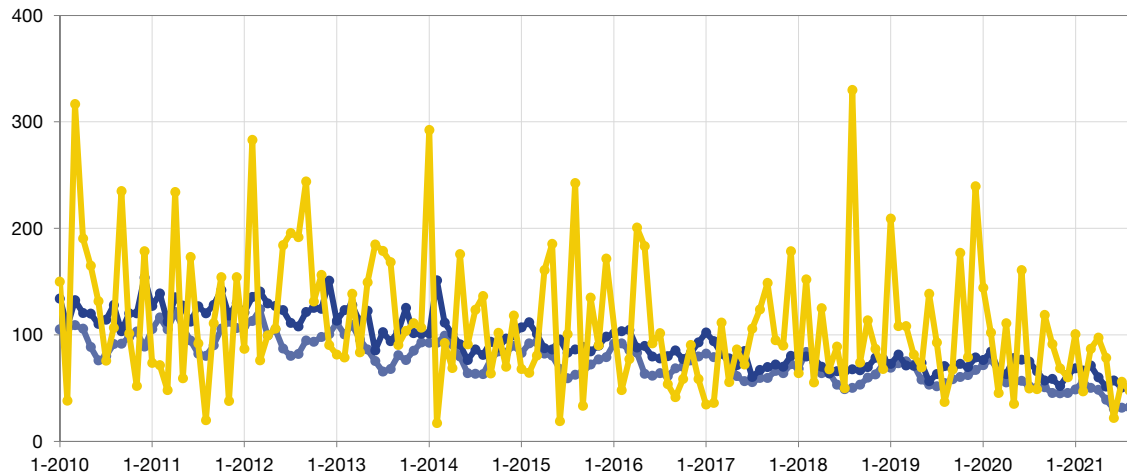


Year to Date



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
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	51	78
June 2021	31	57	22
July 2021	31	50	56
August 2021	32	51	48
September 2021	32	49	44
12-Month Avg.*	41	58	66

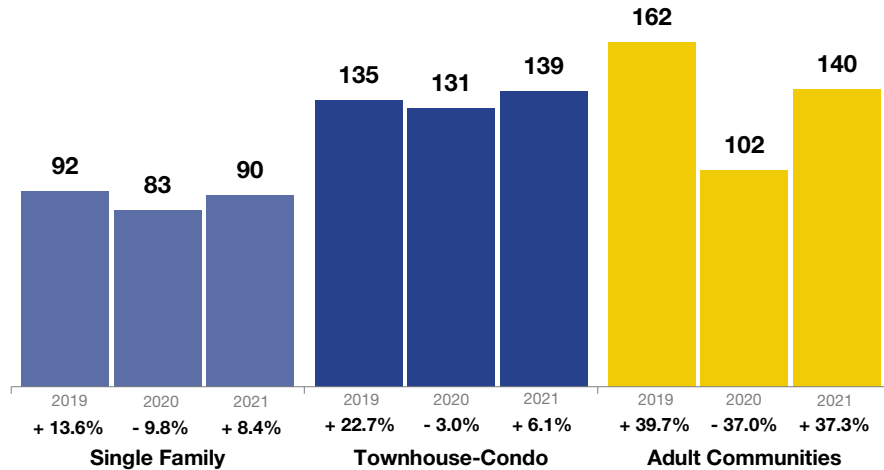
* Days on Market for all properties from October 2020 through September 2021. This is not the average of the individual figures above.

Housing Affordability Index

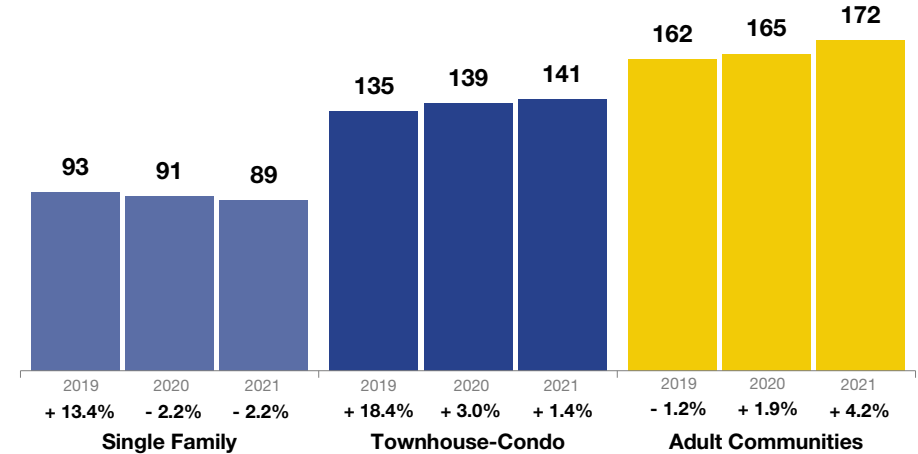


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

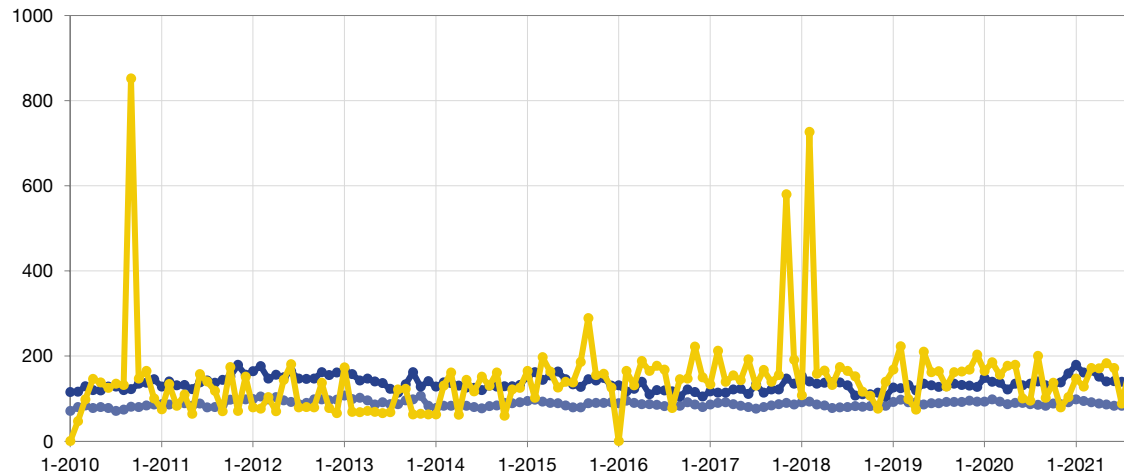


Year to Date



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.

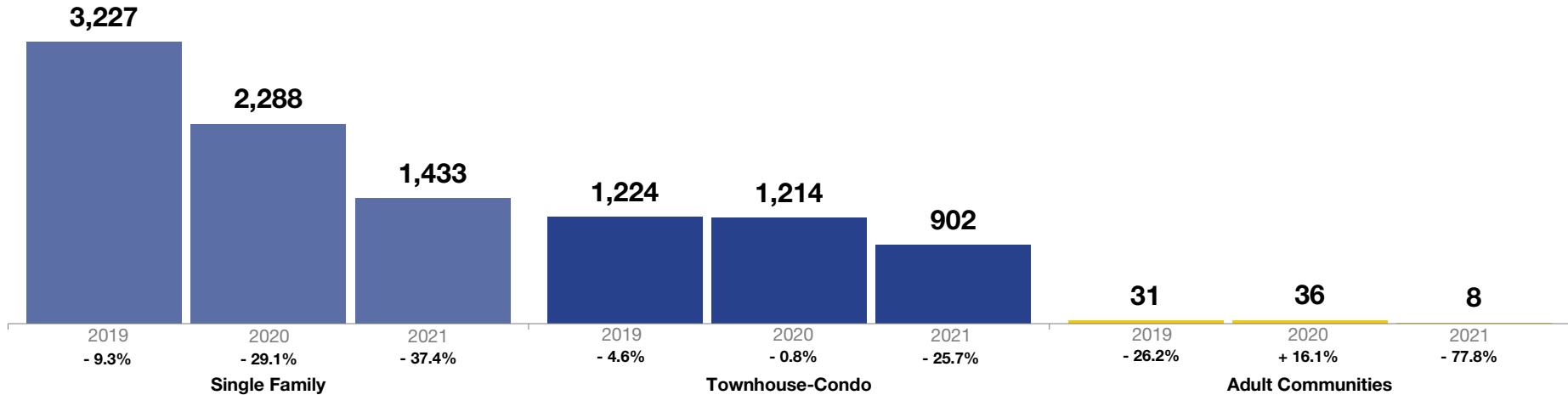
	Single Family	Townhouse-Condo	Adult Communities
October 2020	88	133	137
November 2020	87	138	79
December 2020	91	159	103
January 2021	98	179	147
February 2021	94	161	128
March 2021	91	166	172
April 2021	88	151	171
May 2021	86	140	183
June 2021	83	141	172
July 2021	83	139	88
August 2021	86	129	167
September 2021	90	139	140
12-Month Avg.*	89	148	141

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

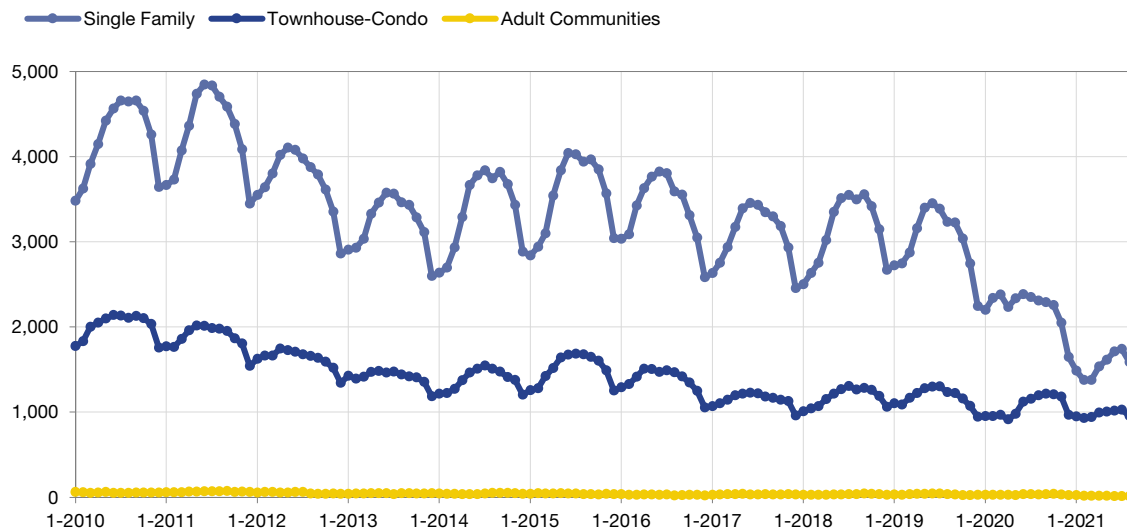
Inventory of Homes for Sale

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

September



Historical Inventory of Homes for Sale by Month



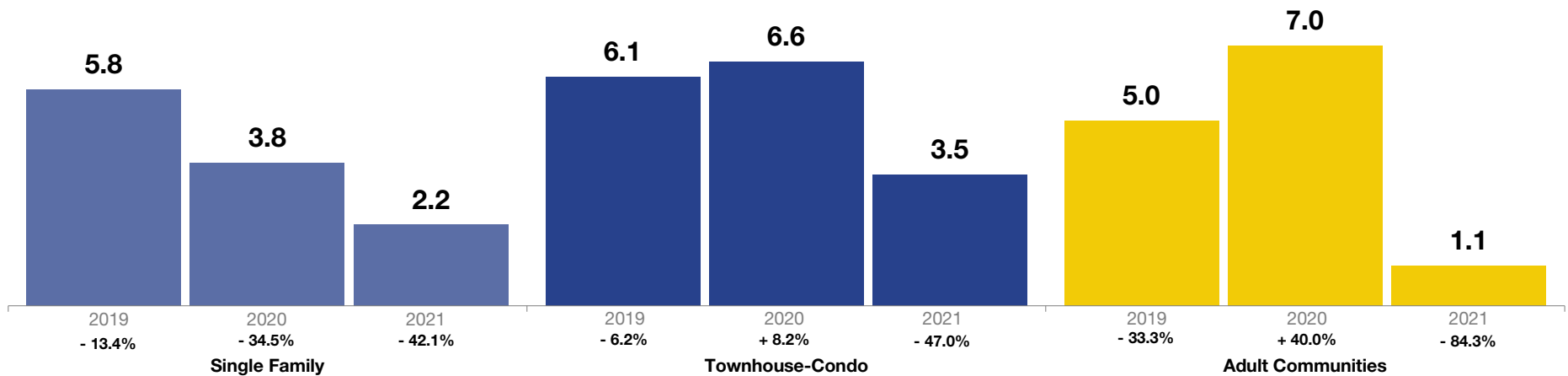
	Single Family	Townhouse-Condo	Adult Communities
October 2020	2,257	1,207	38
November 2020	2,050	1,183	32
December 2020	1,648	968	23
January 2021	1,484	950	23
February 2021	1,376	931	18
March 2021	1,377	941	16
April 2021	1,535	994	17
May 2021	1,613	1,005	17
June 2021	1,712	1,017	13
July 2021	1,742	1,028	11
August 2021	1,587	957	12
September 2021	1,433	902	8
12-Month Avg.	1,651	1,007	19

Months Supply of Inventory



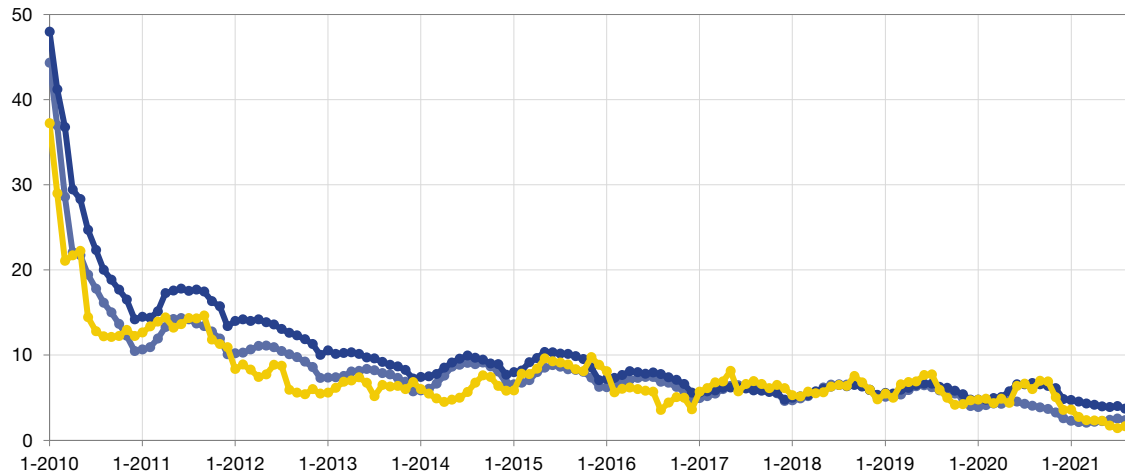
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Historical Months Supply of Inventory by Month

Single Family Townhouse-Condo Adult Communities



	Single Family	Townhouse-Condo	Adult Communities
October 2020	3.6	6.4	6.9
November 2020	3.2	6.1	5.1
December 2020	2.6	4.8	3.5
January 2021	2.3	4.7	3.6
February 2021	2.1	4.5	2.7
March 2021	2.0	4.3	2.3
April 2021	2.2	4.2	2.3
May 2021	2.2	4.0	2.3
June 2021	2.4	3.9	1.7
July 2021	2.5	4.0	1.4
August 2021	2.3	3.7	1.6
September 2021	2.2	3.5	1.1
12-Month Avg.*	2.5	4.5	2.9

* Months Supply for all properties from October 2020 through September 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	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		1,461	1,084	- 25.8%	11,330	11,374	+ 0.4%
Pending Sales		1,080	828	- 23.3%	7,503	8,395	+ 11.9%
Closed Sales		1,030	895	- 13.1%	6,382	8,305	+ 30.1%
Median Sales Price		\$549,000	\$550,000	+ 0.2%	\$505,000	\$550,000	+ 8.9%
Average Sales Price		\$641,645	\$671,737	+ 4.7%	\$599,584	\$669,195	+ 11.6%
Pct. of List Price Received		99.0%	100.8%	+ 1.8%	98.1%	100.5%	+ 2.4%
Days on Market Until Sale		53	37	- 30.2%	60	45	- 25.0%
Housing Affordability Index		89	98	+ 10.1%	97	98	+ 1.0%
Inventory of Homes for Sale		3,547	2,351	- 33.7%	--	--	--
Months Supply of Inventory		4.5	2.5	- 44.4%	--	--	--