

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.

November 2021

The economy is improving, unemployment is falling, and the U.S. real estate market remains strong as we head into the holiday season, a period when activity typically slows as people take time to travel, celebrate, and spend time with loved ones. Although the market is not as frenetic as was seen earlier this year, buyer demand is high, bolstered by attractive mortgage rates and a low supply of inventory.

- Single Family Closed Sales decreased 9.5 percent to 598.
- Townhouse-Condo Closed Sales increased 14.4 percent to 246.
- Adult Communities Closed Sales remained flat at 5.
- Single Family Median Sales Price was up 5.3 percent to \$600,000.
- Townhouse-Condo Median Sales Price was up 4.9 percent to \$377,750.
- Adult Communities Median Sales Price was up 6.3 percent to \$749,000.

The most recent data from the National Association of REALTORS® reports the median single-family existing home sales price rose 16% in the third quarter of this year to \$363,700, with all four regions of the country experiencing double-digit price growth. In new construction, builder confidence increased in November, surpassing analyst expectations and rising to 83 on the National Association of Home Builders (NAHB)/Wells Fargo Housing Market Index (HMI), the highest level since spring, despite persistent labor and supply chain challenges and a shortage of available lots.

Monthly Snapshot

- 3.5% **- 45.5%** **+ 1.9%**

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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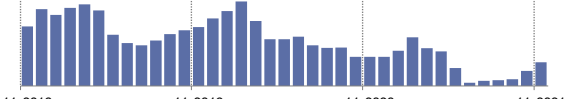


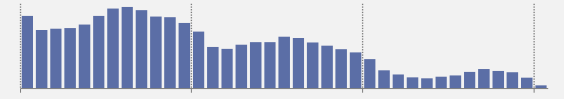
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Single Family Market Overview



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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		623	488	- 21.7%	9,905	9,032	- 8.8%
Pending Sales		614	562	- 8.5%	7,175	7,130	- 0.6%
Closed Sales		661	598	- 9.5%	6,401	7,149	+ 11.7%
Median Sales Price		\$570,000	\$600,000	+ 5.3%	\$546,000	\$601,001	+ 10.1%
Average Sales Price		\$692,568	\$734,441	+ 6.0%	\$666,845	\$756,508	+ 13.4%
Pct. of List Price Received		99.5%	100.2%	+ 0.7%	98.7%	101.1%	+ 2.4%
Days on Market Until Sale		45	42	- 6.7%	54	39	- 27.8%
Housing Affordability Index		87	89	+ 2.3%	91	89	- 2.2%
Inventory of Homes for Sale		2,053	1,058	- 48.5%	--	--	--
Months Supply of Inventory		3.3	1.7	- 48.5%	--	--	--

Townhouse-Condo Market Overview












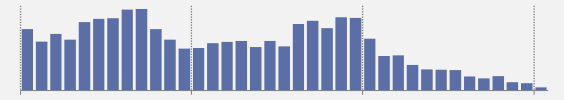
Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		298	229	- 23.2%	3,647	3,987	+ 9.3%
Pending Sales		228	244	+ 7.0%	2,190	2,881	+ 31.6%
Closed Sales		215	246	+ 14.4%	1,940	2,800	+ 44.3%
Median Sales Price		\$360,000	\$377,750	+ 4.9%	\$355,000	\$380,000	+ 7.0%
Average Sales Price		\$451,107	\$468,407	+ 3.8%	\$427,522	\$454,285	+ 6.3%
Pct. of List Price Received		97.6%	98.1%	+ 0.5%	97.3%	98.5%	+ 1.2%
Days on Market Until Sale		52	58	+ 11.5%	66	58	- 12.1%
Housing Affordability Index		138	142	+ 2.9%	140	141	+ 0.7%
Inventory of Homes for Sale		1,187	718	- 39.5%	--	--	--
Months Supply of Inventory		6.1	2.8	- 54.1%	--	--	--

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.

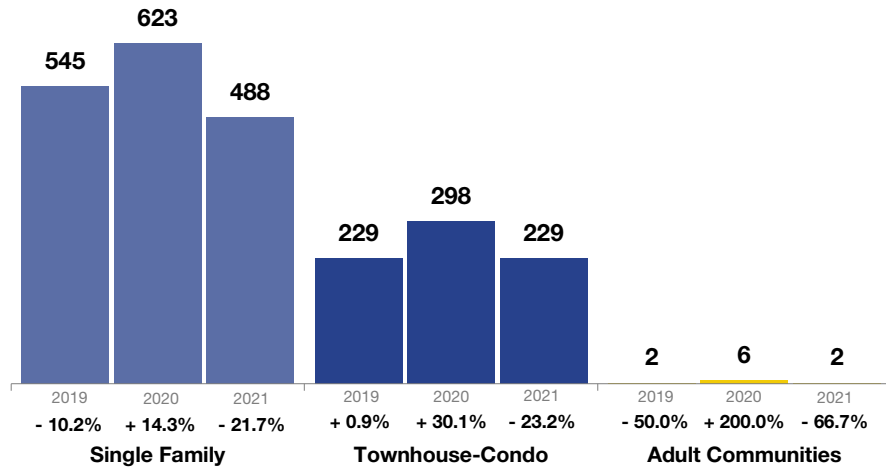
Key Metrics	Historical Sparklines	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		6	2	- 66.7%	104	70	- 32.7%
Pending Sales		12	4	- 66.7%	71	72	+ 1.4%
Closed Sales		5	5	0.0%	58	75	+ 29.3%
Median Sales Price		\$704,900	\$749,000	+ 6.3%	\$352,500	\$352,000	- 0.1%
Average Sales Price		\$553,680	\$610,000	+ 10.2%	\$445,698	\$463,934	+ 4.1%
Pct. of List Price Received		98.4%	100.9%	+ 2.5%	98.3%	98.4%	+ 0.1%
Days on Market Until Sale		68	31	- 54.4%	90	59	- 34.4%
Housing Affordability Index		79	80	+ 1.3%	158	171	+ 8.2%
Inventory of Homes for Sale		32	5	- 84.4%	--	--	--
Months Supply of Inventory		5.1	0.8	- 84.3%	--	--	--

New Listings

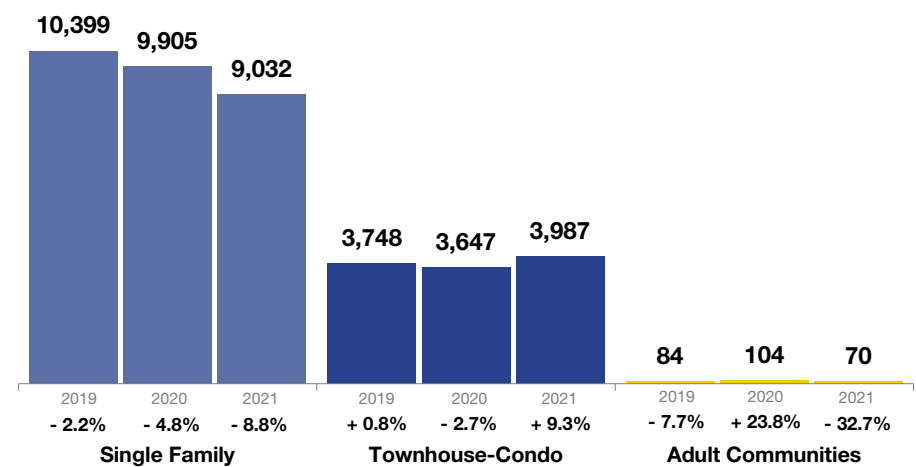
A count of the properties that have been newly listed on the market in a given month.



November

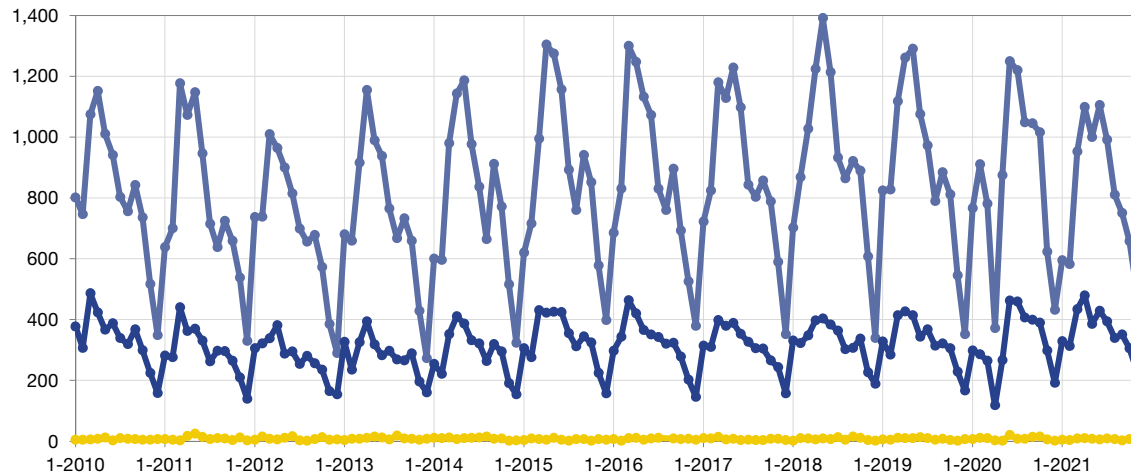


Year to Date



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.

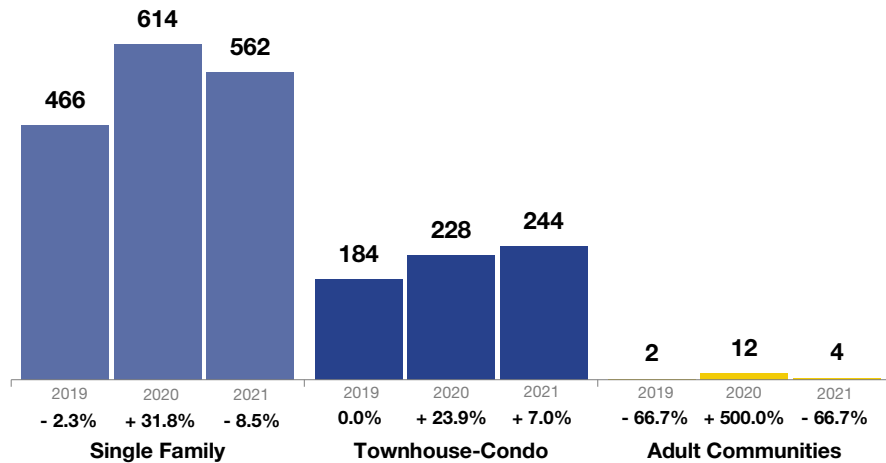
	Single Family	Townhouse-Condo	Adult Communities
December 2020	432	192	2
January 2021	595	329	5
February 2021	582	313	4
March 2021	953	434	9
April 2021	1,099	479	10
May 2021	1,000	385	8
June 2021	1,105	429	6
July 2021	991	394	9
August 2021	811	339	7
September 2021	750	351	3
October 2021	658	305	7
November 2021	488	229	2
12-Month Avg.	789	348	6

Pending Sales

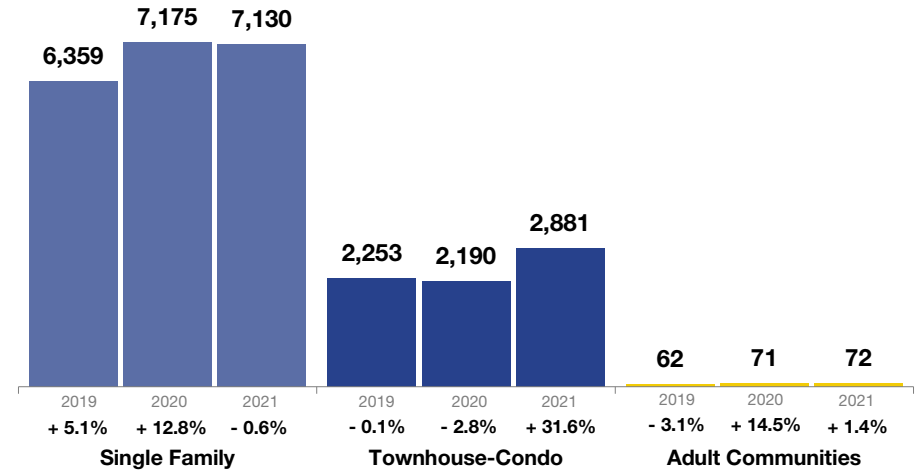
A count of the properties on which offers have been accepted in a given month.



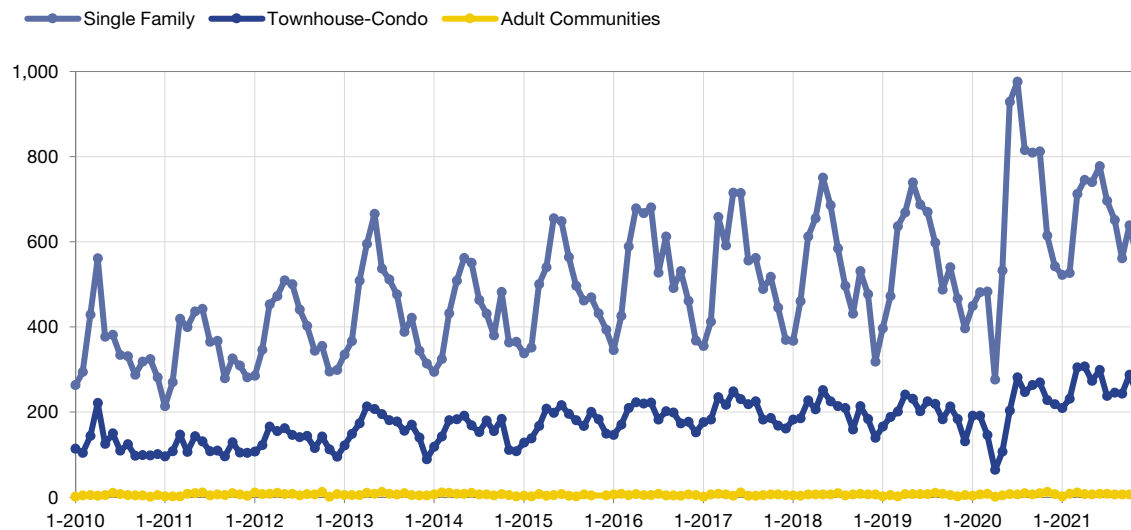
November



Year to Date



Historical Pending Sales by Month



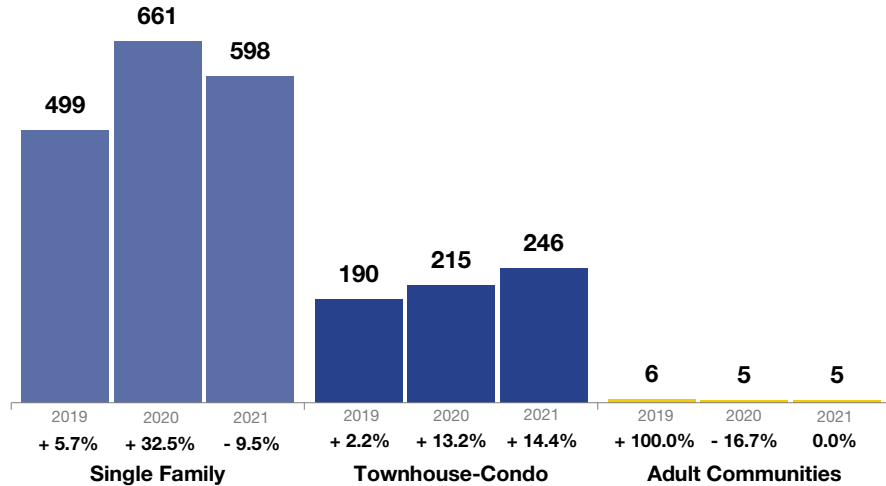
	Single Family	Townhouse-Condo	Adult Communities
December 2020	542	218	7
January 2021	522	209	2
February 2021	526	231	8
March 2021	712	305	11
April 2021	745	307	7
May 2021	740	273	6
June 2021	777	299	8
July 2021	696	238	8
August 2021	651	245	6
September 2021	561	243	6
October 2021	638	287	6
November 2021	562	244	4
12-Month Avg.	639	258	7

Closed Sales

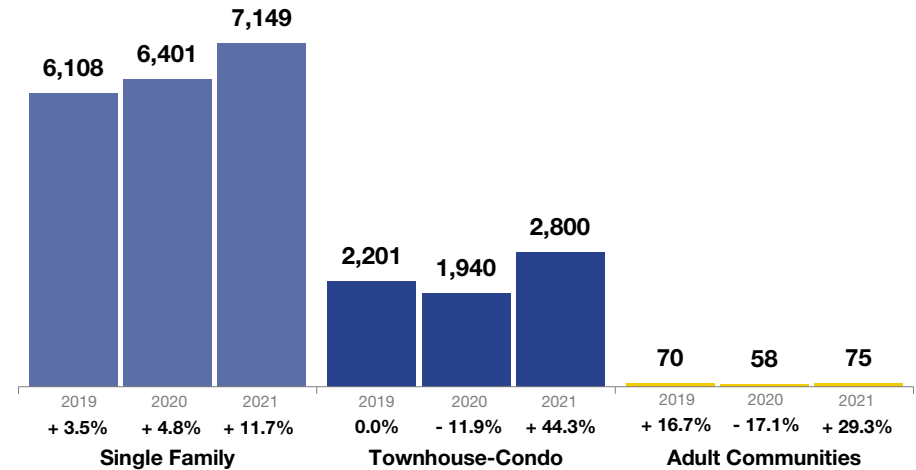
A count of the actual sales that closed in a given month.



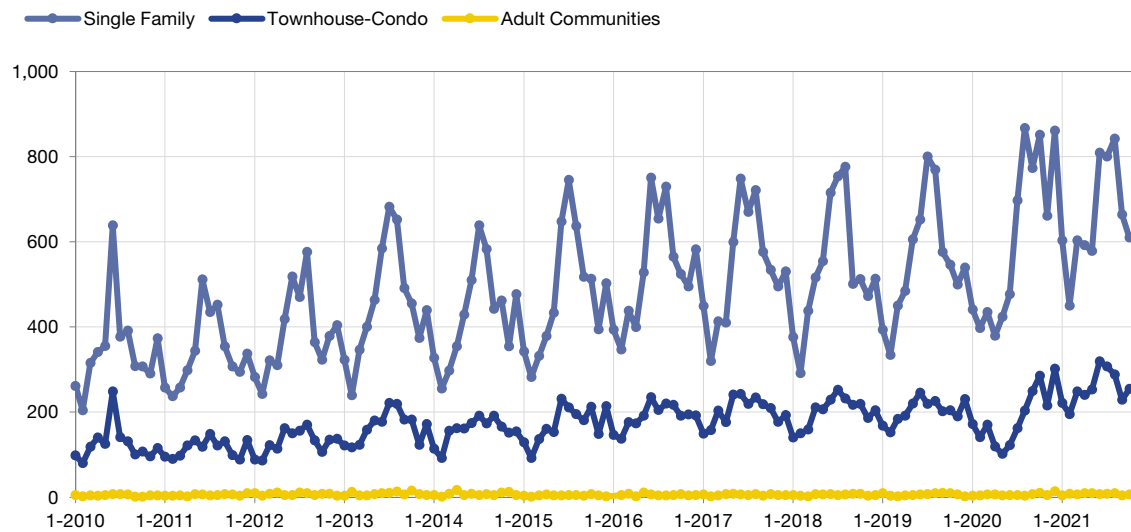
November



Year to Date



Historical Closed Sales by Month



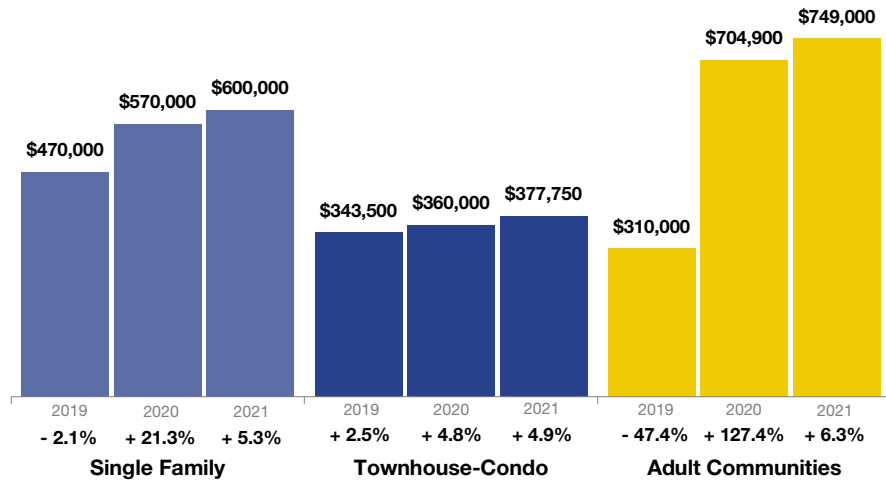
	Single Family	Townhouse-Condo	Adult Communities
December 2020	861	302	14
January 2021	603	221	4
February 2021	450	195	8
March 2021	603	248	6
April 2021	592	240	9
May 2021	578	253	9
June 2021	809	319	7
July 2021	800	307	8
August 2021	842	288	9
September 2021	664	229	4
October 2021	610	254	6
November 2021	598	246	5
12-Month Avg.	668	259	7

Median Sales Price

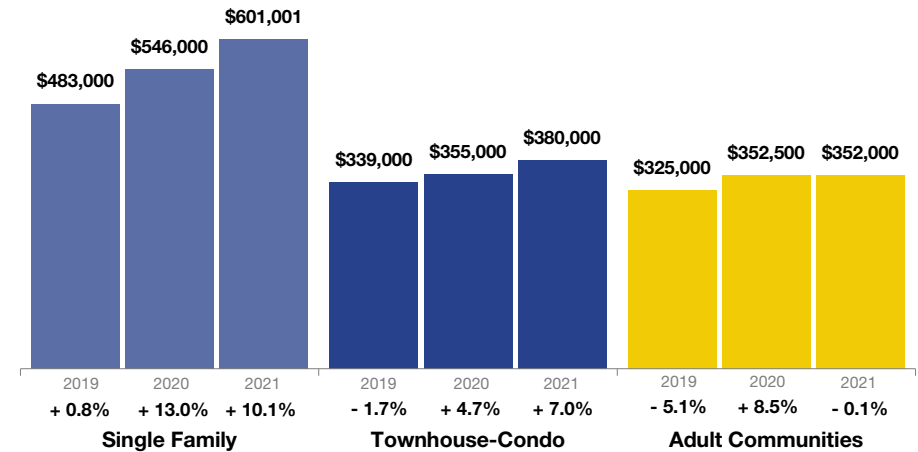


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

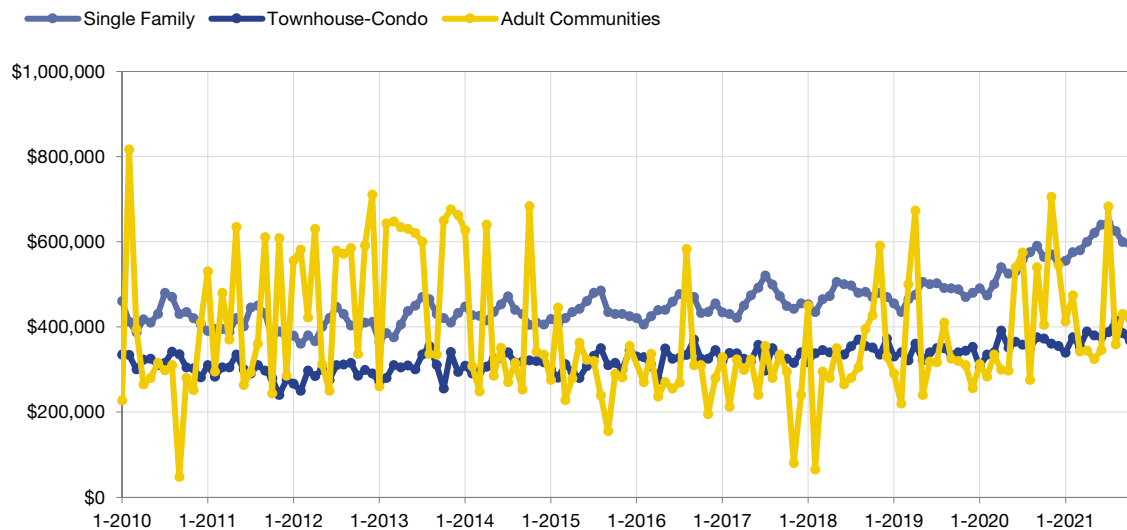
November



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
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	\$599,500	\$389,000	\$344,500
May 2021	\$620,000	\$380,000	\$324,500
June 2021	\$640,000	\$376,000	\$345,000
July 2021	\$643,750	\$387,000	\$682,944
August 2021	\$625,000	\$415,000	\$359,000
September 2021	\$599,000	\$385,000	\$430,000
October 2021	\$595,000	\$367,500	\$419,000
November 2021	\$600,000	\$377,750	\$749,000
12-Month Med.*	\$600,000	\$376,750	\$360,000

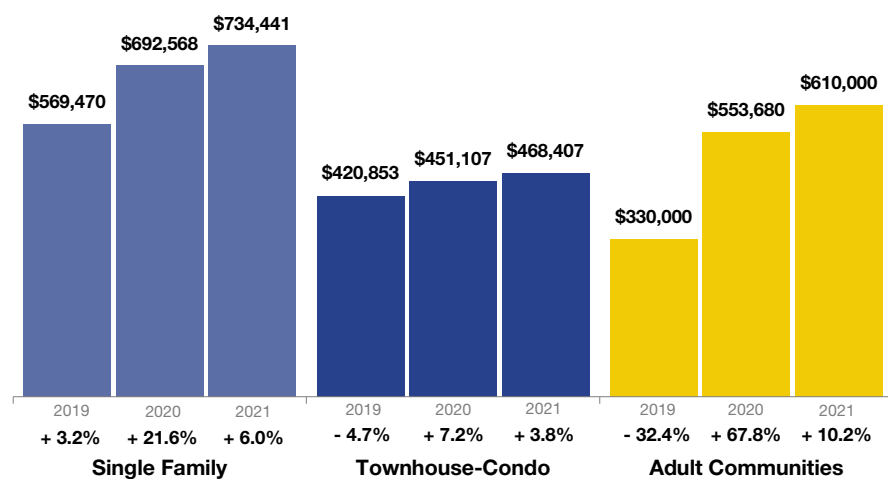
* Median Sales Price for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

Average Sales Price

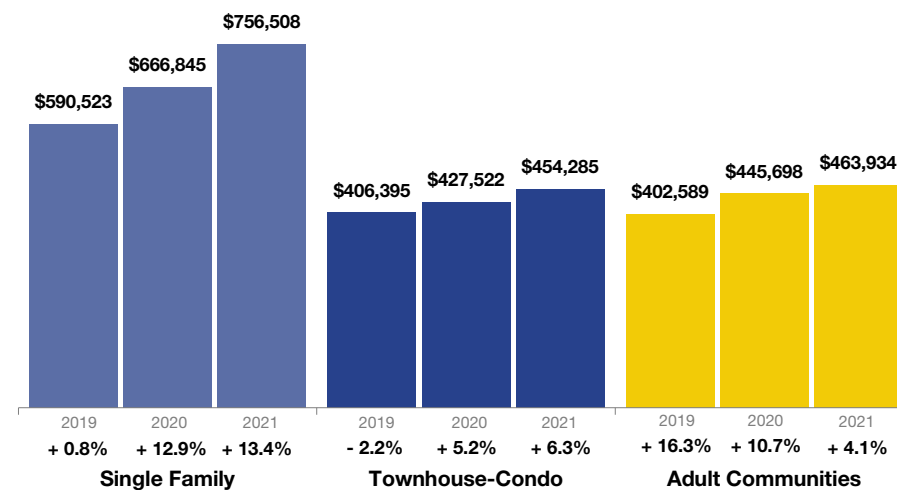
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



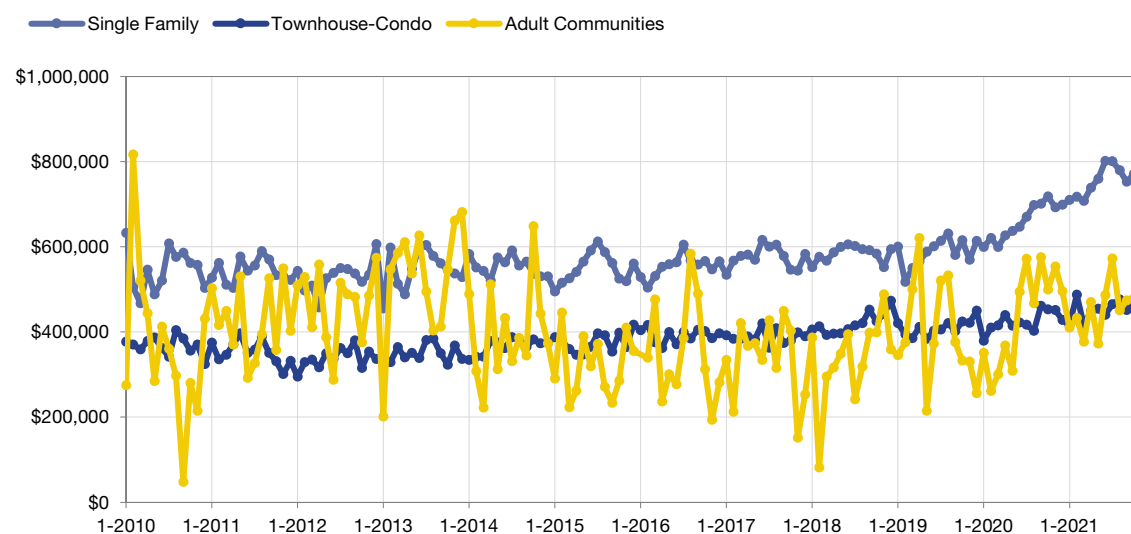
November



Year to Date



Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
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	\$707,651	\$416,923	\$377,150
April 2021	\$738,587	\$448,455	\$470,167
May 2021	\$759,396	\$454,039	\$372,267
June 2021	\$801,582	\$439,888	\$486,714
July 2021	\$800,578	\$465,043	\$572,322
August 2021	\$779,890	\$475,951	\$450,527
September 2021	\$752,373	\$450,857	\$473,500
October 2021	\$770,566	\$474,686	\$478,000
November 2021	\$734,441	\$468,407	\$610,000
12-Month Avg.*	\$750,250	\$451,727	\$468,846

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

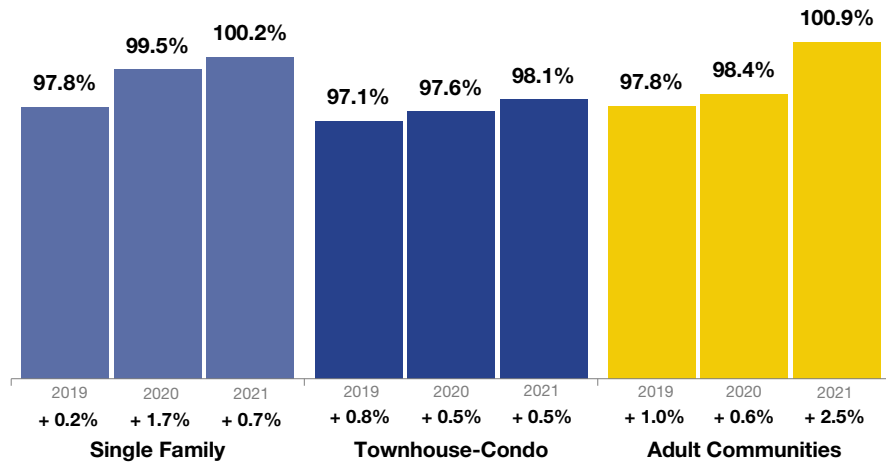
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Percent of List Price Received

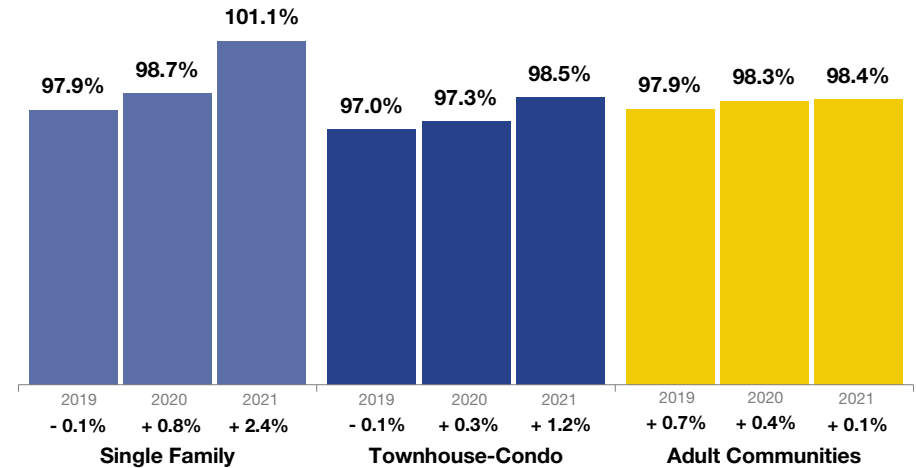


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November

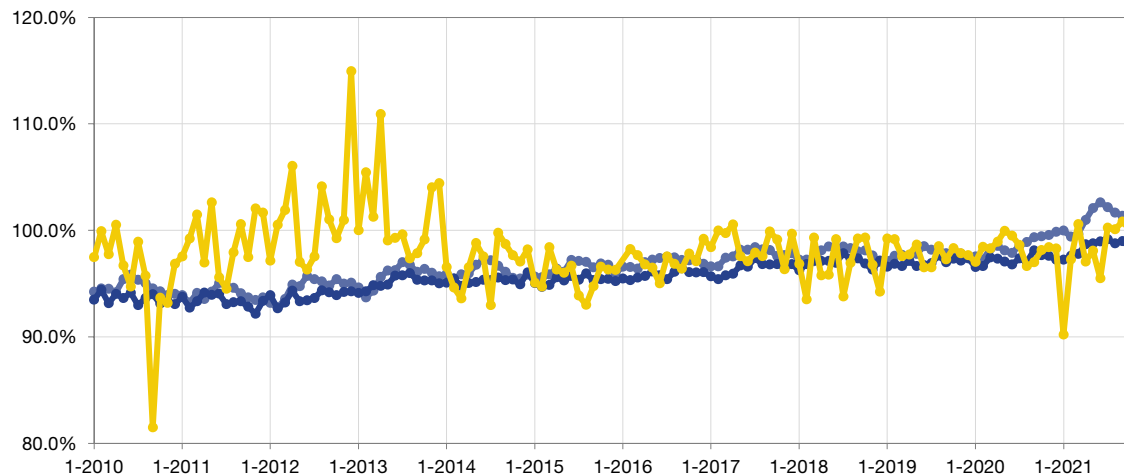


Year to Date



Historical Percent of List Price Received 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
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	102.6%	98.9%	95.5%
July 2021	102.2%	99.1%	100.2%
August 2021	101.6%	98.8%	100.1%
September 2021	101.3%	99.0%	100.8%
October 2021	100.7%	98.4%	100.1%
November 2021	100.2%	98.1%	100.9%
12-Month Avg.*	101.0%	98.3%	98.4%

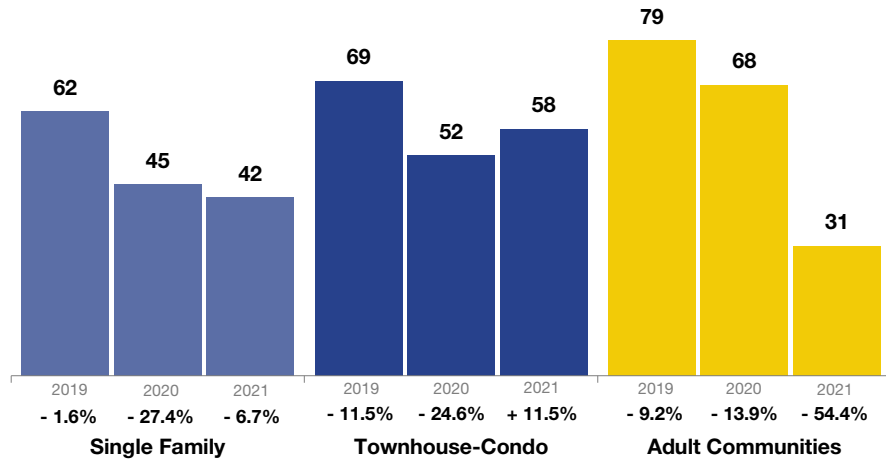
* Pct. of List Price Received for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

Days on Market Until Sale

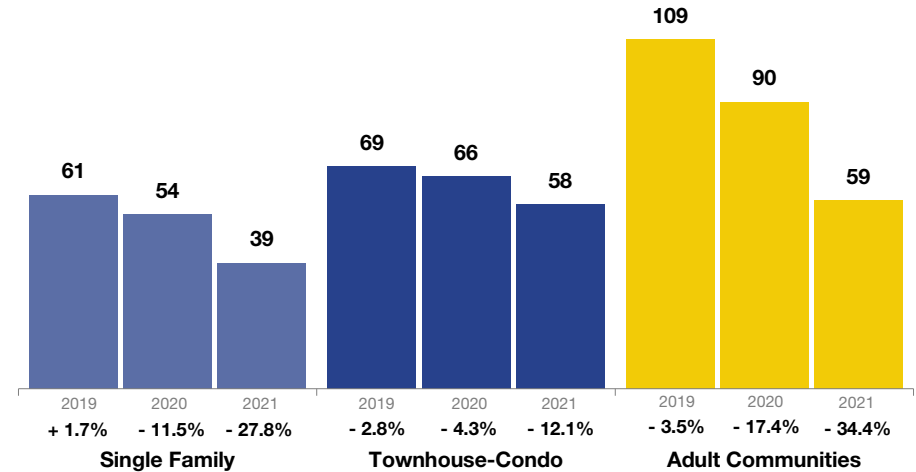


Average number of days between when a property is listed and when an offer is accepted in a given month.

November

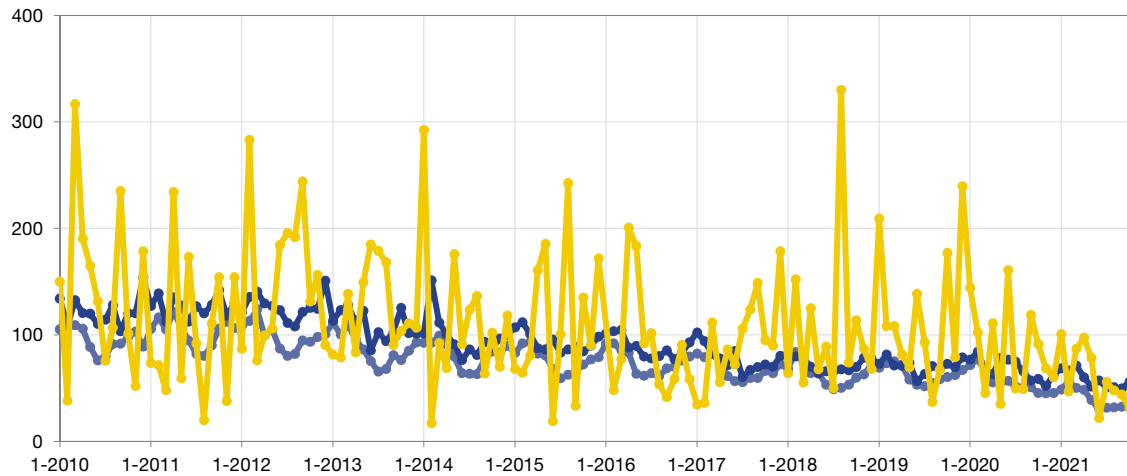


Year to Date



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
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	30	57	22
July 2021	31	50	56
August 2021	32	51	48
September 2021	32	50	44
October 2021	37	56	31
November 2021	42	58	31
12-Month Avg.*	40	58	59

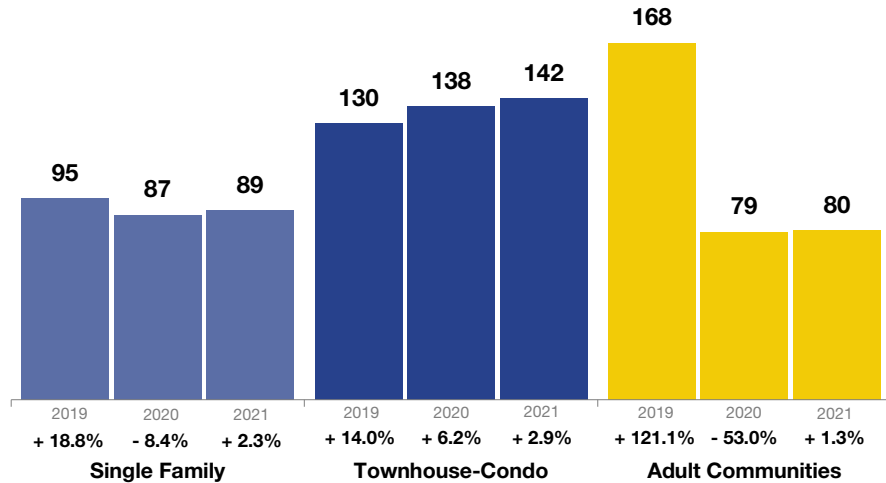
* Days on Market for all properties from December 2020 through November 2021. This is not the average of the individual figures above.

Housing Affordability Index

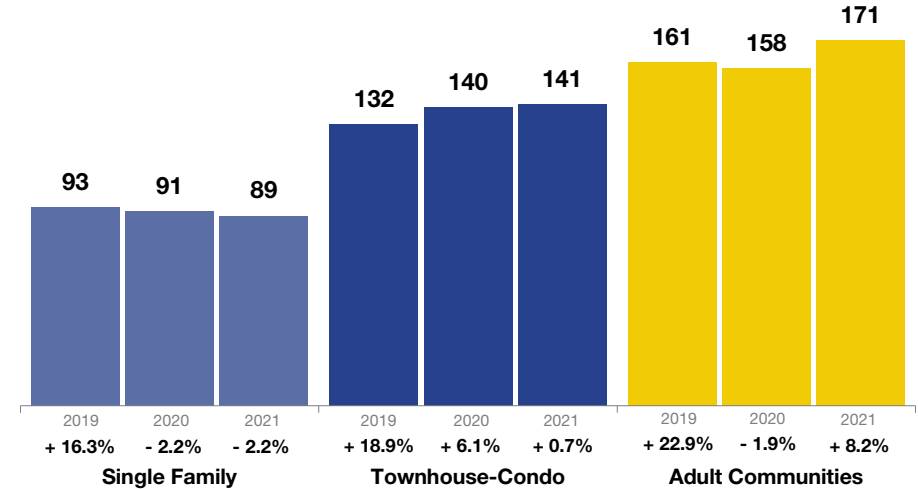


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

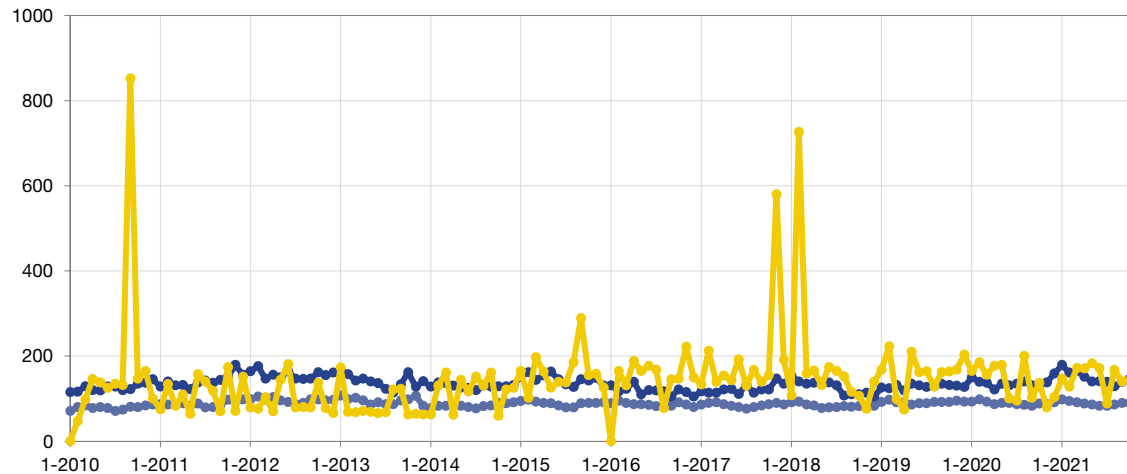


Year to Date



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.

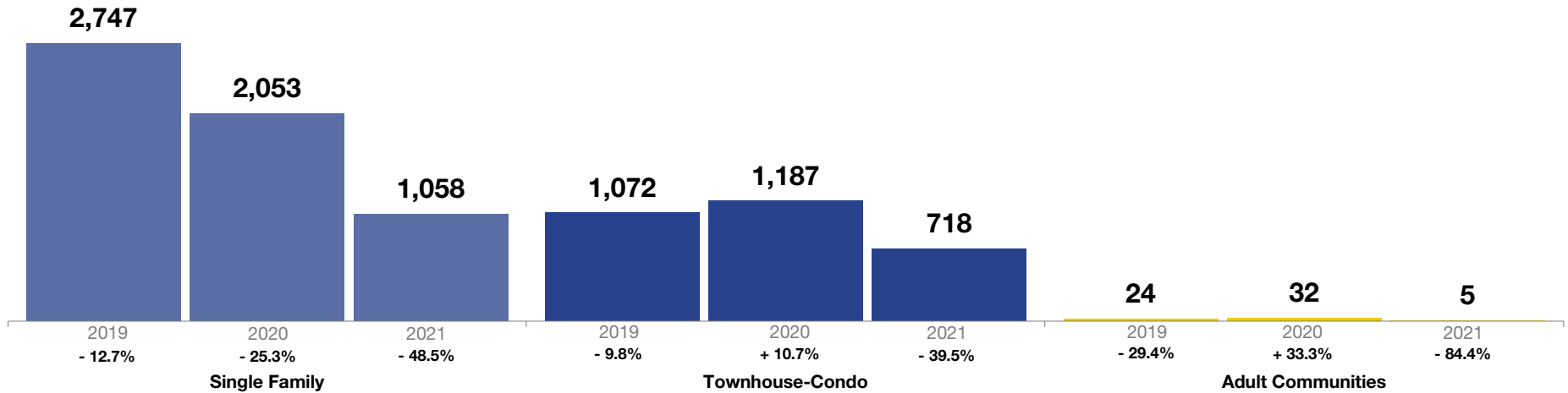
	Single Family	Townhouse-Condo	Adult Communities
December 2020	91	159	103
January 2021	98	179	147
February 2021	94	161	128
March 2021	91	166	172
April 2021	88	151	171
May 2021	86	140	183
June 2021	83	141	172
July 2021	83	139	88
August 2021	86	129	167
September 2021	90	139	140
October 2021	90	146	143
November 2021	89	142	80
12-Month Avg.*	89	149	141

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

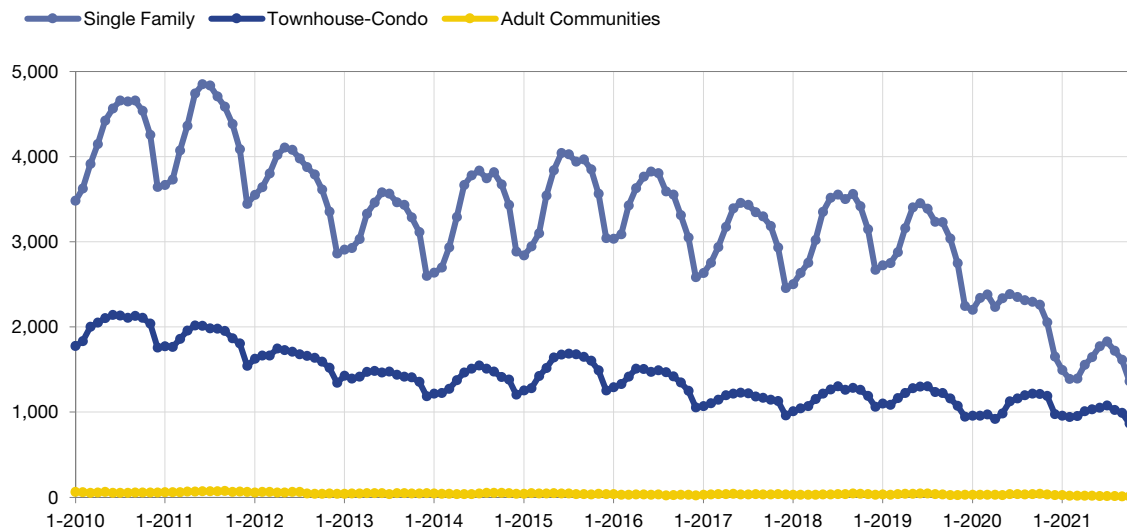
Inventory of Homes for Sale

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

November



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.

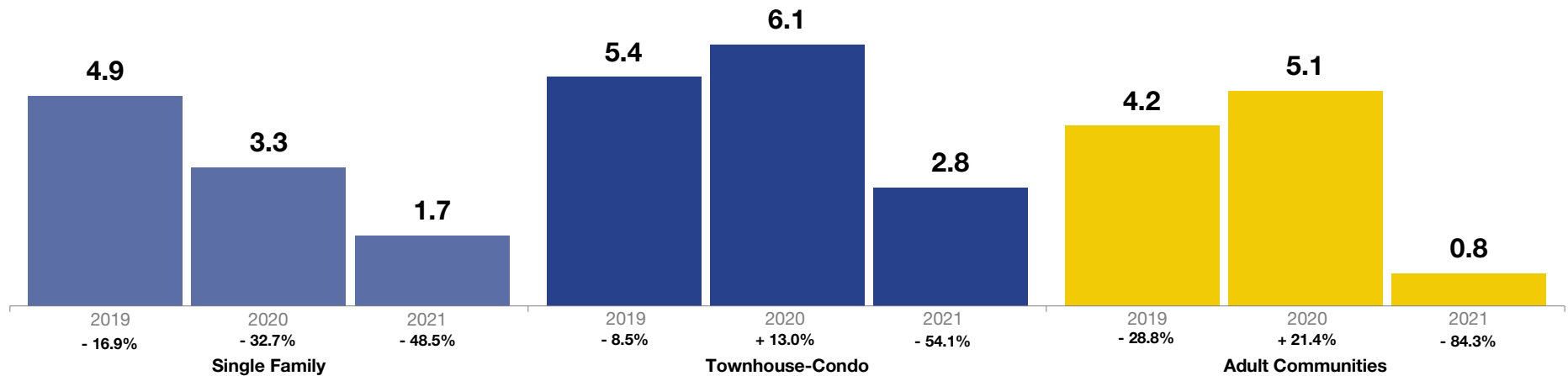
	Single Family	Townhouse-Condo	Adult Communities
December 2020	1,652	973	23
January 2021	1,495	957	23
February 2021	1,389	941	18
March 2021	1,391	953	16
April 2021	1,552	1,009	17
May 2021	1,644	1,030	17
June 2021	1,771	1,050	13
July 2021	1,828	1,077	12
August 2021	1,720	1,024	13
September 2021	1,613	988	9
October 2021	1,362	864	8
November 2021	1,058	718	5
12-Month Avg.	1,540	965	15

Months Supply of Inventory



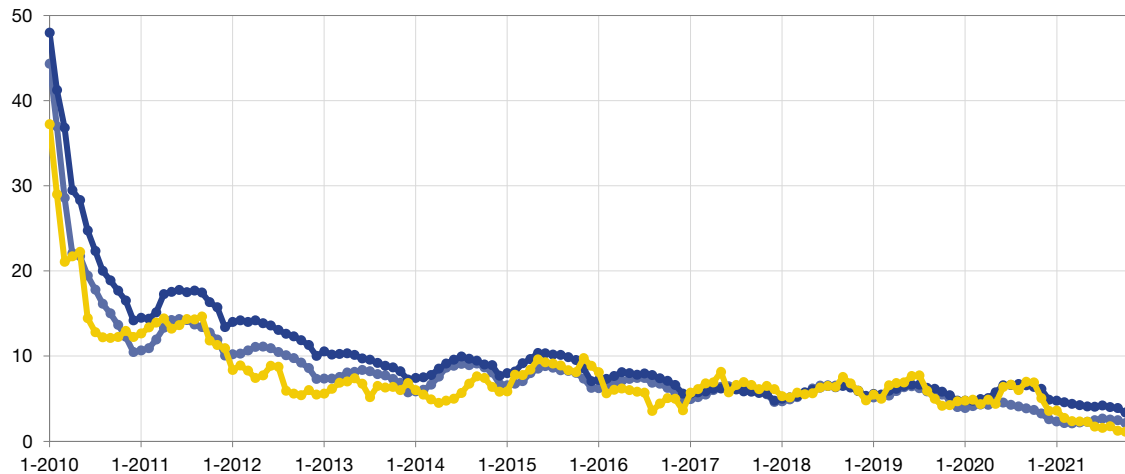
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

November



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
December 2020	2.6	4.8	3.5
January 2021	2.3	4.7	3.6
February 2021	2.1	4.6	2.7
March 2021	2.1	4.4	2.3
April 2021	2.2	4.2	2.3
May 2021	2.3	4.1	2.3
June 2021	2.5	4.0	1.7
July 2021	2.6	4.2	1.5
August 2021	2.5	4.0	1.7
September 2021	2.5	3.9	1.2
October 2021	2.1	3.4	1.1
November 2021	1.7	2.8	0.8
12-Month Avg.*	2.3	4.1	2.1

* Months Supply for all properties from December 2020 through November 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	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		928	719	- 22.5%	13,685	13,125	- 4.1%
Pending Sales		855	812	- 5.0%	9,447	10,108	+ 7.0%
Closed Sales		883	852	- 3.5%	8,412	10,052	+ 19.5%
Median Sales Price		\$540,000	\$550,000	+ 1.9%	\$512,000	\$550,000	+ 7.4%
Average Sales Price		\$632,735	\$656,178	+ 3.7%	\$609,953	\$669,594	+ 9.8%
Pct. of List Price Received		99.1%	99.6%	+ 0.5%	98.3%	100.3%	+ 2.0%
Days on Market Until Sale		47	47	0.0%	57	45	- 21.1%
Housing Affordability Index		92	98	+ 6.5%	97	98	+ 1.0%
Inventory of Homes for Sale		3,282	1,789	- 45.5%	--	--	--
Months Supply of Inventory		3.9	2.0	- 48.7%	--	--	--