

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 2024

U.S. existing-home sales rose 3.4% month-over-month and 2.9% year-over-year to a seasonally adjusted annual rate of 3.96 million units, exceeding economists' expectations for the month and marking the first annual gain since July 2021, according to the National Association of REALTORS® (NAR). Lower mortgage rates in late summer and early fall helped sales increase across all four regions.

- Single Family Closed Sales increased 11.2 percent to 367.
- Townhouse-Condo Closed Sales increased 12.2 percent to 166.
- Adult Communities Closed Sales decreased 50.0 percent to 3.
- Single Family Median Sales Price was up 10.7 percent to \$739,000.
- Townhouse-Condo Median Sales Price was up 12.9 percent to \$480,000.
- Adult Communities Median Sales Price was down 10.0 percent to \$475,000.

The number of homes for sale continues to improve nationwide, climbing 0.7% month-over-month and 19.1% year-over-year to 1.37 million units heading into November, for a 4.2-month supply at the current sales pace, according to NAR. Despite a wider selection of properties on the market, sales prices have remained strong at the national level, with a median existing-home price of \$407,200 as of last measure, a 4% increase from the same time last year.

Monthly Snapshot

+ 11.2% **- 19.6%** **+ 9.5%**

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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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	11-2023		11-2024	Percent Change	YTD 2023		YTD 2024	Percent Change
		11-2023	11-2024	YTD 2023	YTD 2024				
New Listings		389	368	- 5.4%	5,720	6,075	+ 6.2%		
Pending Sales		321	405	+ 26.2%	4,425	4,450	+ 0.6%		
Closed Sales		330	367	+ 11.2%	4,307	4,170	- 3.2%		
Median Sales Price		\$667,500	\$739,000	+ 10.7%	\$680,000	\$750,000	+ 10.3%		
Average Sales Price		\$838,178	\$956,997	+ 14.2%	\$867,590	\$961,797	+ 10.9%		
Pct. of List Price Received		101.7%	102.5%	+ 0.8%	102.4%	103.9%	+ 1.5%		
Days on Market Until Sale		32	35	+ 9.4%	36	31	- 13.9%		
Housing Affordability Index		66	62	- 6.1%	65	61	- 6.2%		
Inventory of Homes for Sale		943	776	- 17.7%	--	--	--		
Months Supply of Inventory		2.4	2.0	- 16.7%	--	--	--		

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	11-2023		11-2024	Percent Change	YTD 2023		YTD 2024	Percent Change
		11-2023	11-2024	YTD 2023	YTD 2024				
New Listings		169	206	+ 21.9%	2,584	2,704	+ 4.6%		
Pending Sales		150	149	- 0.7%	1,967	2,030	+ 3.2%		
Closed Sales		148	166	+ 12.2%	1,916	1,981	+ 3.4%		
Median Sales Price		\$425,000	\$480,000	+ 12.9%	\$430,000	\$475,000	+ 10.5%		
Average Sales Price		\$533,036	\$596,012	+ 11.8%	\$540,560	\$593,089	+ 9.7%		
Pct. of List Price Received		100.2%	100.4%	+ 0.2%	100.1%	100.7%	+ 0.6%		
Days on Market Until Sale		49	44	- 10.2%	48	42	- 12.5%		
Housing Affordability Index		104	95	- 8.7%	102	96	- 5.9%		
Inventory of Homes for Sale		526	407	- 22.6%	--	--	--		
Months Supply of Inventory		3.0	2.3	- 23.3%	--	--	--		

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.

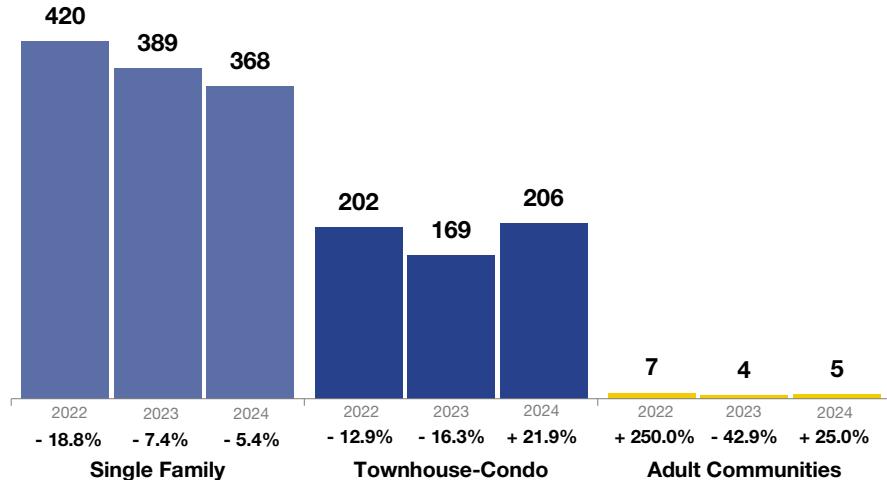
Key Metrics	Historical Sparklines	11-2023		11-2024		Percent Change	YTD 2023		YTD 2024		Percent Change
		11-2023	11-2024	11-2023	11-2024		YTD 2023	YTD 2024	YTD 2023	YTD 2024	
New Listings		4	5	+ 25.0%	76	72	- 5.3%				
Pending Sales		9	4	- 55.6%	73	69	- 5.5%				
Closed Sales		6	3	- 50.0%	76	68	- 10.5%				
Median Sales Price		\$527,500	\$475,000	- 10.0%	\$450,000	\$437,000	- 2.9%				
Average Sales Price		\$503,801	\$421,333	- 16.4%	\$500,978	\$540,458	+ 7.9%				
Pct. of List Price Received		100.8%	101.4%	+ 0.6%	99.9%	101.2%	+ 1.3%				
Days on Market Until Sale		51	42	- 17.6%	61	47	- 23.0%				
Housing Affordability Index		97	112	+ 15.5%	114	122	+ 7.0%				
Inventory of Homes for Sale		14	8	- 42.9%	--	--	--				
Months Supply of Inventory		2.2	1.3	- 40.9%	--	--	--				

New Listings

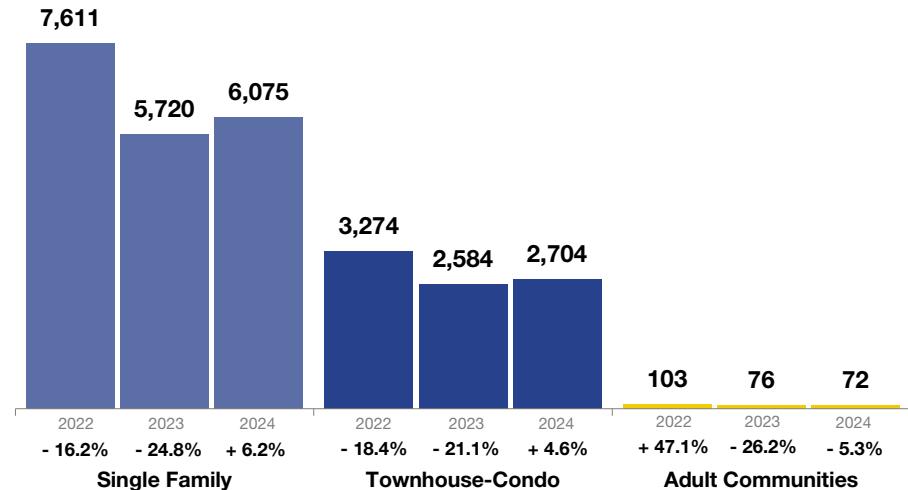


A count of the properties that have been newly listed on the market in a given month.

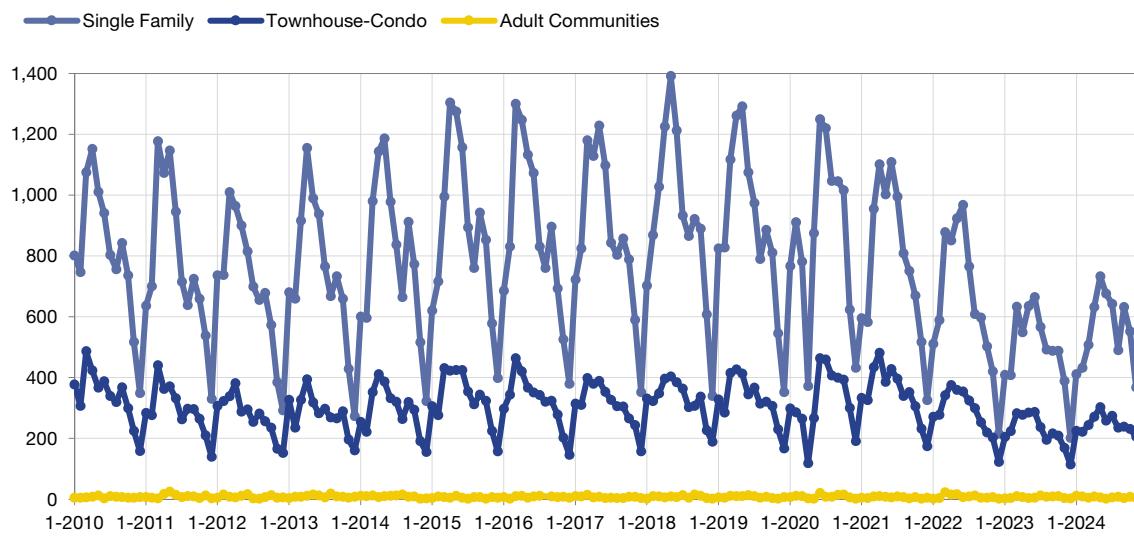
November



Year to Date



Historical New Listings by Month



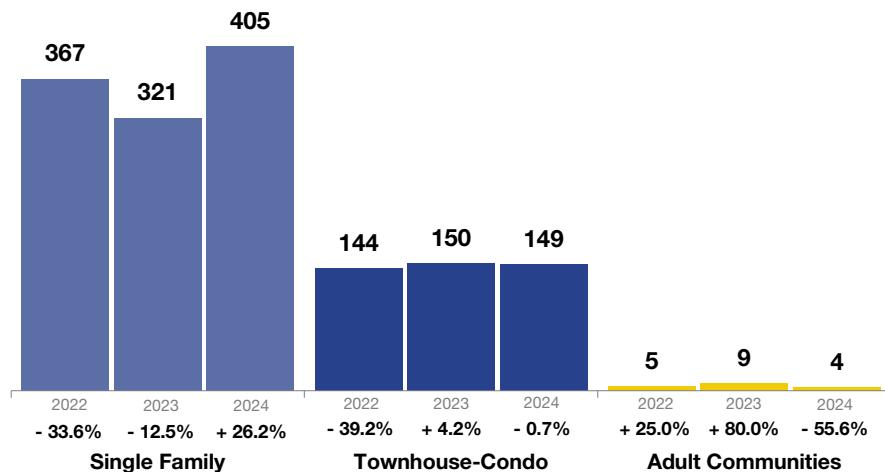
	Single Family	Townhouse-Condo	Adult Communities
December 2023	201	114	3
January 2024	411	225	11
February 2024	432	221	9
March 2024	507	243	5
April 2024	632	271	9
May 2024	733	302	6
June 2024	676	258	1
July 2024	642	274	6
August 2024	490	235	8
September 2024	632	238	4
October 2024	552	231	8
November 2024	368	206	5
12-Month Avg.	523	235	6

Pending Sales

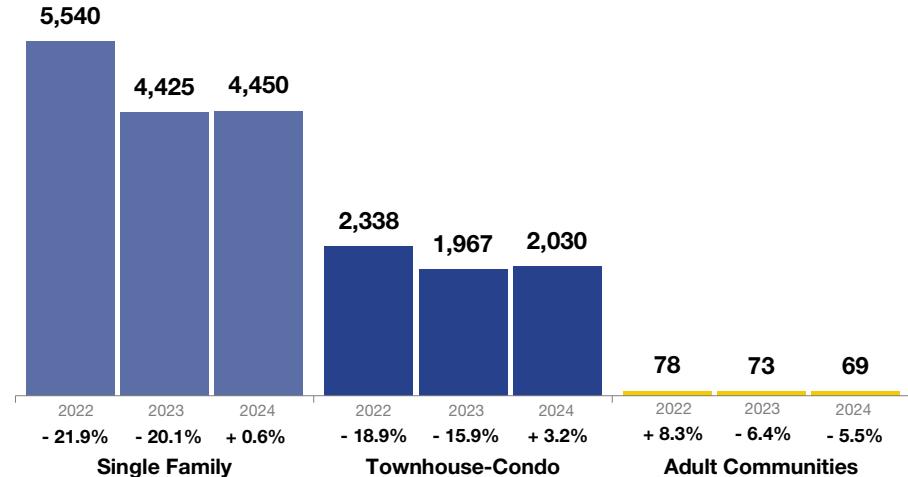


A count of the properties on which offers have been accepted in a given month.

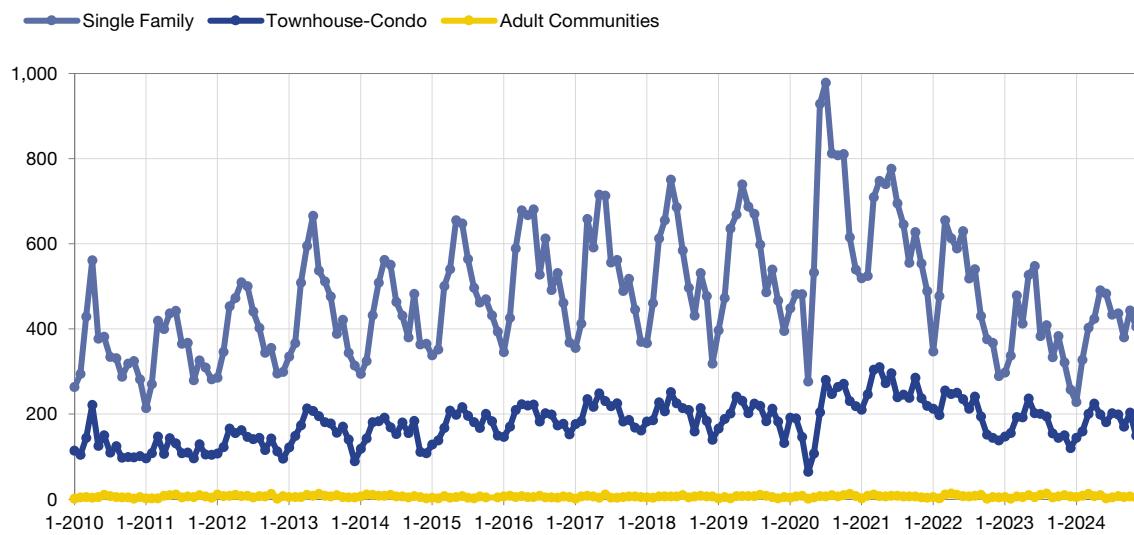
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Year to Date



Historical Pending Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2023	257	120	6
January 2024	228	144	5
February 2024	327	159	8
March 2024	402	200	12
April 2024	423	224	7
May 2024	490	199	9
June 2024	483	181	2
July 2024	433	202	4
August 2024	436	199	7
September 2024	380	170	5
October 2024	443	203	6
November 2024	405	149	4
12-Month Avg.	392	179	6

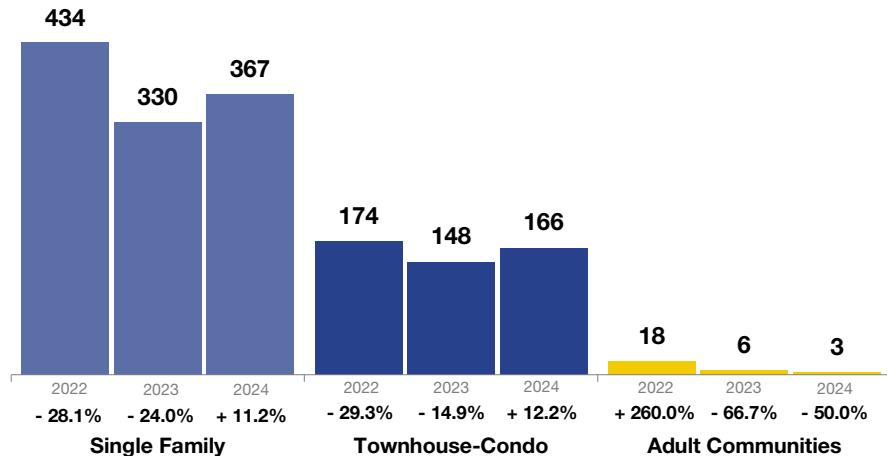
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Closed Sales

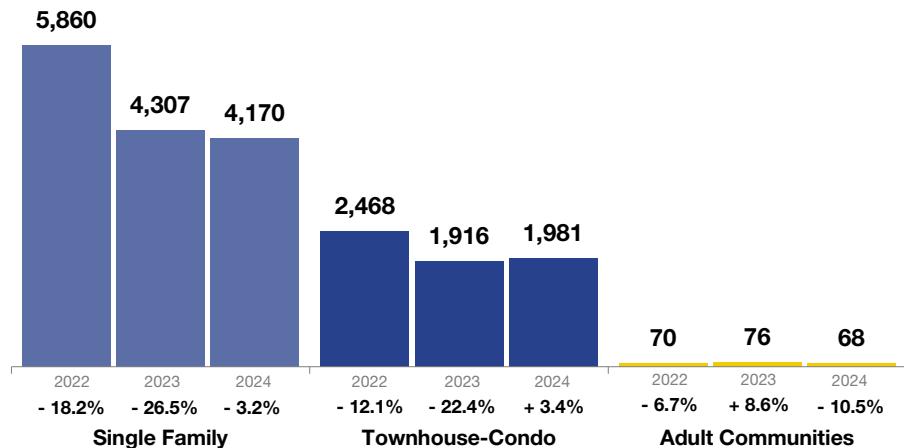


A count of the actual sales that closed in a given month.

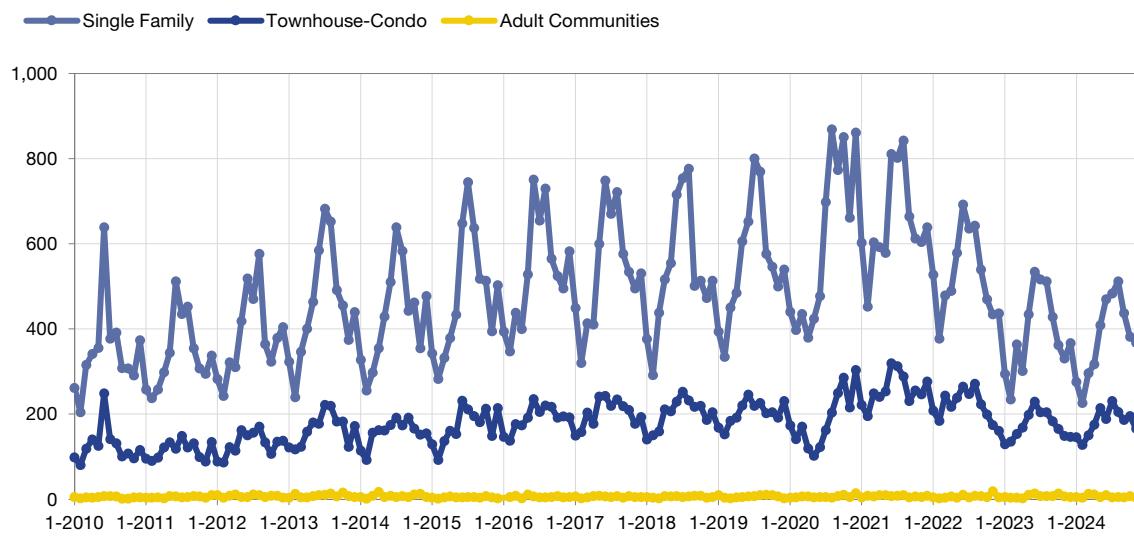
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Year to Date



Historical Closed Sales 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.

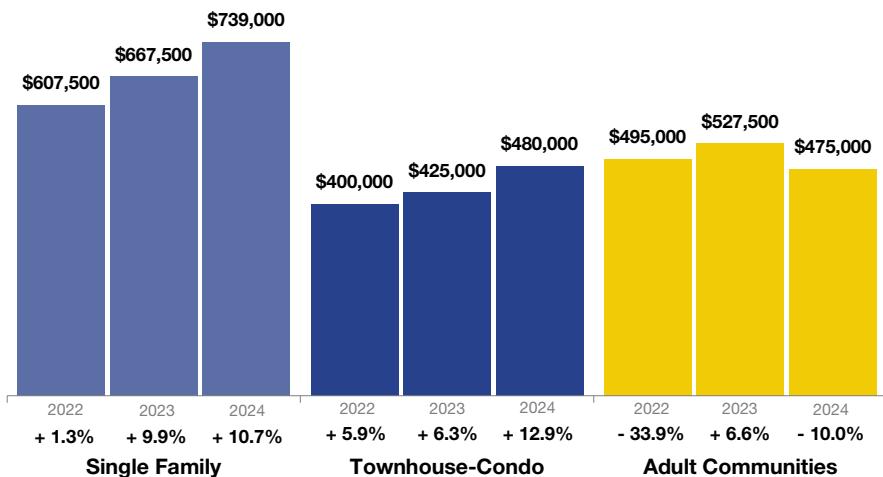
	Single Family	Townhouse-Condo	Adult Communities
December 2023	366	146	5
January 2024	275	145	5
February 2024	226	127	3
March 2024	296	150	12
April 2024	317	175	11
May 2024	408	214	5
June 2024	469	188	9
July 2024	483	230	4
August 2024	511	205	5
September 2024	437	186	4
October 2024	381	195	7
November 2024	367	166	3
12-Month Avg.	378	177	6

Median Sales Price

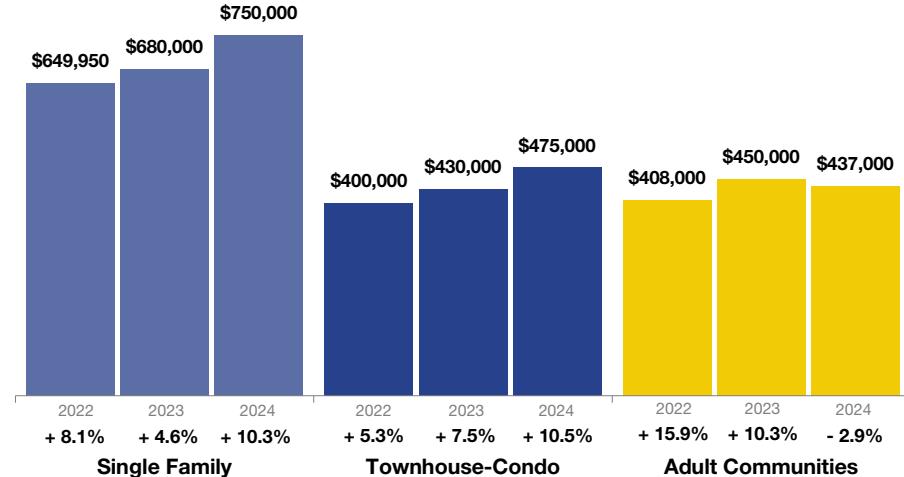


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

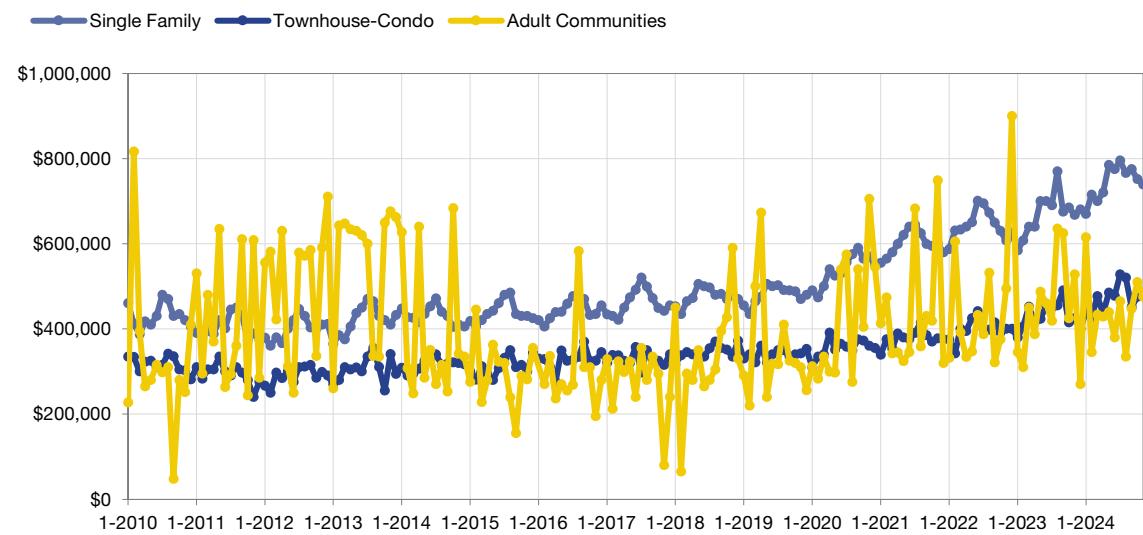
November



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 2023	\$680,000	\$400,000	\$270,000
January 2024	\$670,000	\$440,000	\$615,000
February 2024	\$714,920	\$425,000	\$345,000
March 2024	\$700,000	\$476,500	\$433,500
April 2024	\$720,000	\$436,000	\$429,000
May 2024	\$784,500	\$484,750	\$439,000
June 2024	\$775,000	\$477,500	\$380,000
July 2024	\$795,000	\$527,500	\$465,000
August 2024	\$766,000	\$520,000	\$335,000
September 2024	\$775,000	\$451,250	\$447,500
October 2024	\$751,500	\$475,000	\$510,000
November 2024	\$739,000	\$480,000	\$475,000
12-Month Med.*	\$749,000	\$474,000	\$430,000

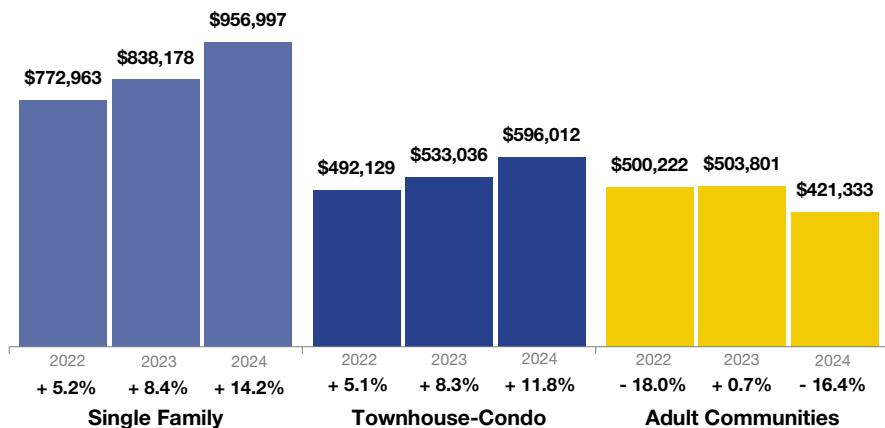
* Median Sales Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Average Sales Price

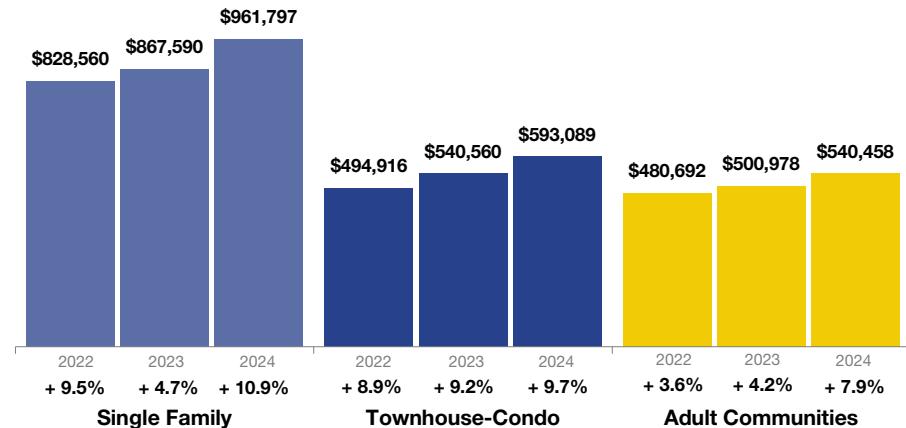


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

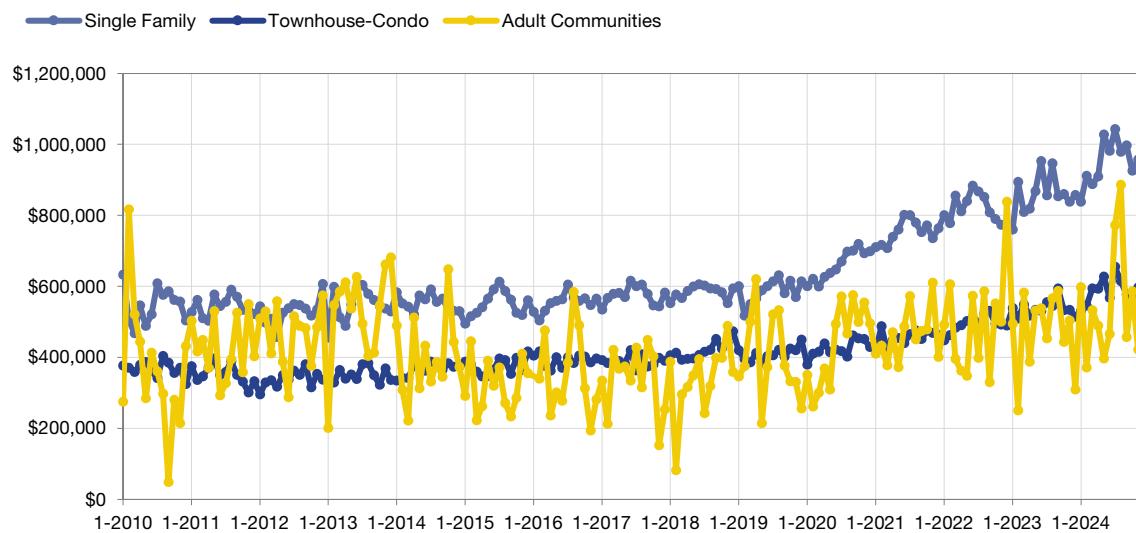
November



Year to Date



Historical Average Sales Price by Month



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 2023	\$856,998	\$514,193	\$308,771
January 2024	\$838,327	\$529,253	\$597,600
February 2024	\$911,151	\$545,033	\$370,667
March 2024	\$888,001	\$593,381	\$532,125
April 2024	\$909,294	\$593,107	\$489,136
May 2024	\$1,027,821	\$627,468	\$396,600
June 2024	\$981,107	\$567,287	\$465,654
July 2024	\$1,042,916	\$654,972	\$772,500
August 2024	\$979,122	\$614,095	\$886,000
September 2024	\$997,071	\$577,166	\$456,250
October 2024	\$925,498	\$576,387	\$586,038
November 2024	\$956,997	\$596,012	\$421,333
12-Month Avg.*	\$953,339	\$587,673	\$524,589

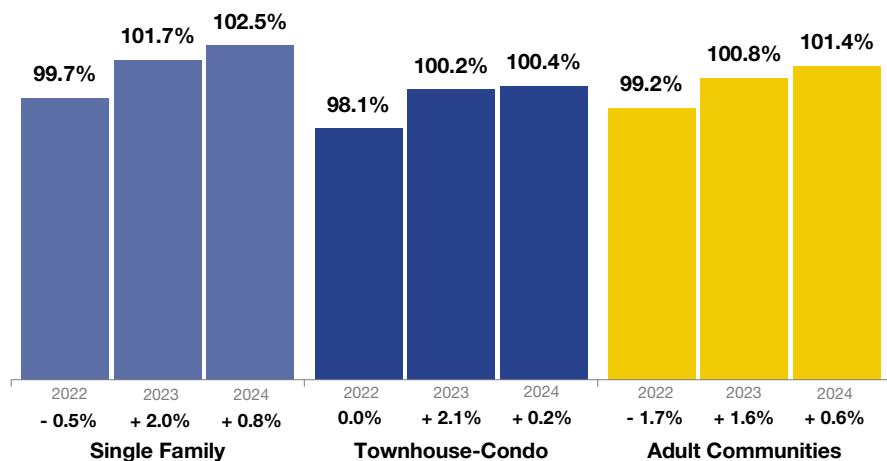
* Avg. Sales Price for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Percent of List Price Received

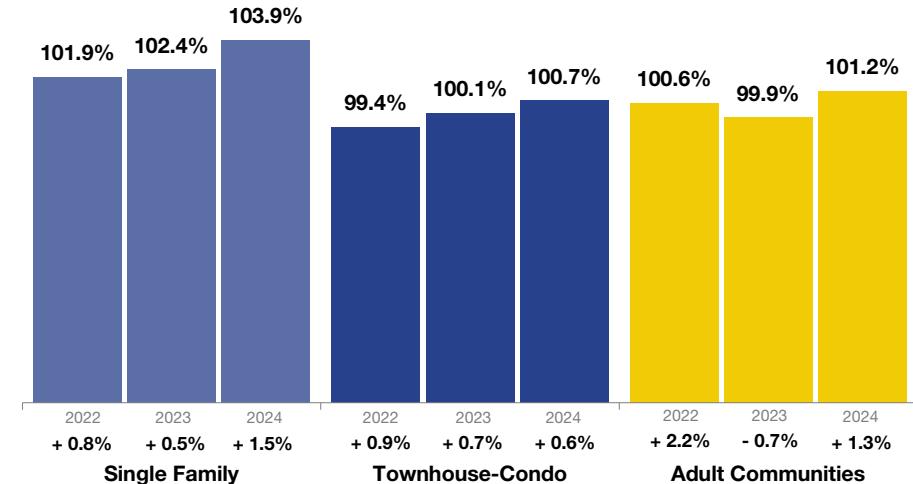


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

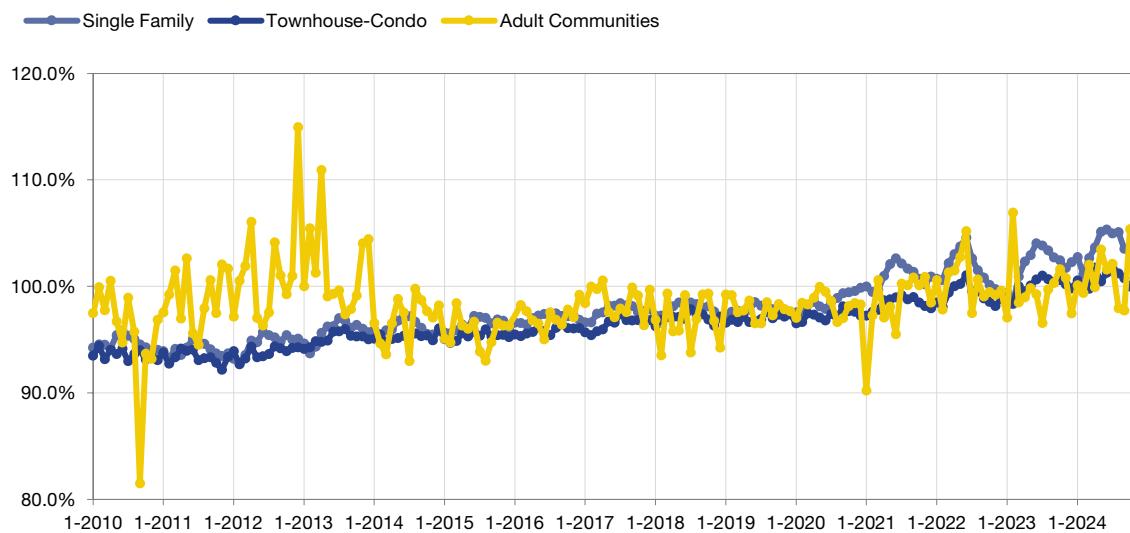
November



Year to Date



Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2023	102.3%	99.8%	97.5%
January 2024	102.7%	100.5%	100.1%
February 2024	101.1%	99.6%	99.4%
March 2024	102.7%	99.8%	102.0%
April 2024	103.6%	101.7%	99.9%
May 2024	105.1%	100.5%	103.5%
June 2024	105.3%	101.3%	101.6%
July 2024	104.9%	101.7%	102.1%
August 2024	105.1%	101.2%	97.9%
September 2024	103.5%	100.8%	97.7%
October 2024	103.2%	100.0%	105.3%
November 2024	102.5%	100.4%	101.4%
12-Month Avg.*	103.8%	100.7%	101.0%

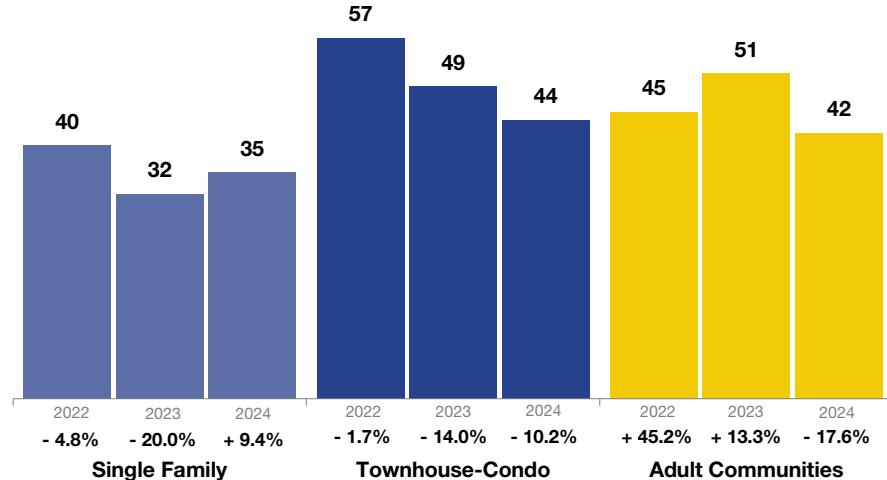
* Pct. of List Price Received for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Days on Market Until Sale

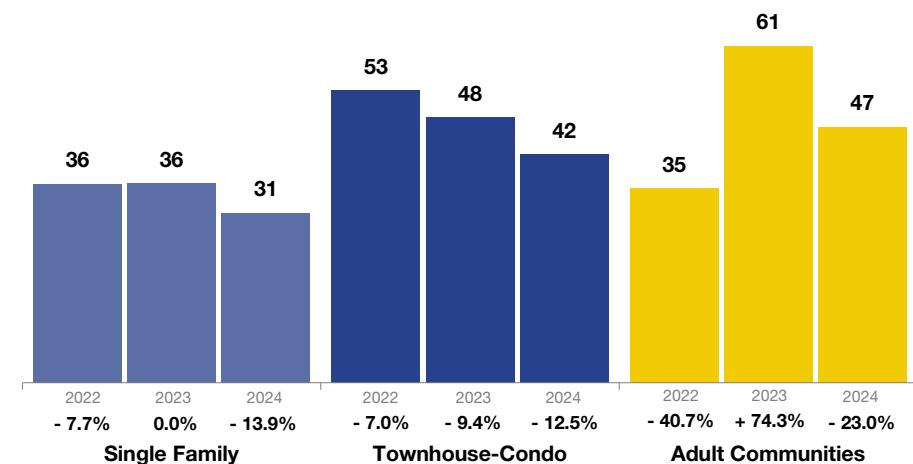


Average number of days between when a property is listed and when an offer is accepted in a given month.

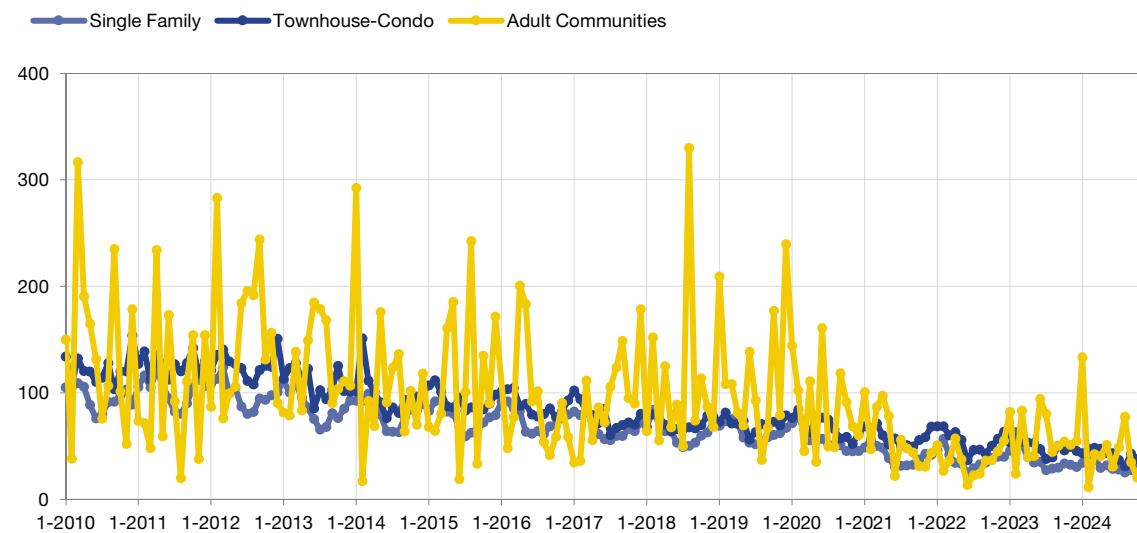
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Year to Date



Historical Days on Market Until Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2023	30	45	54
January 2024	34	43	133
February 2024	43	47	11
March 2024	40	48	42
April 2024	29	47	40
May 2024	32	43	51
June 2024	28	43	30
July 2024	28	37	49
August 2024	25	31	77
September 2024	27	43	35
October 2024	30	38	20
November 2024	35	44	42
12-Month Avg.*	31	42	47

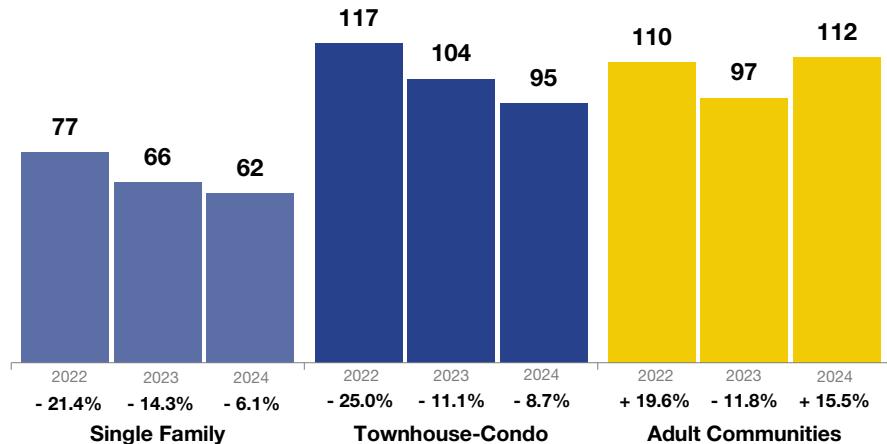
* Days on Market for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Housing Affordability Index

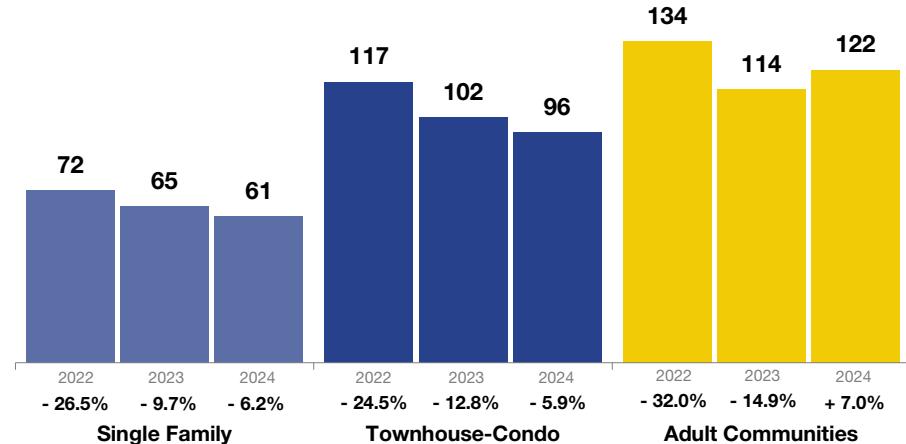


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

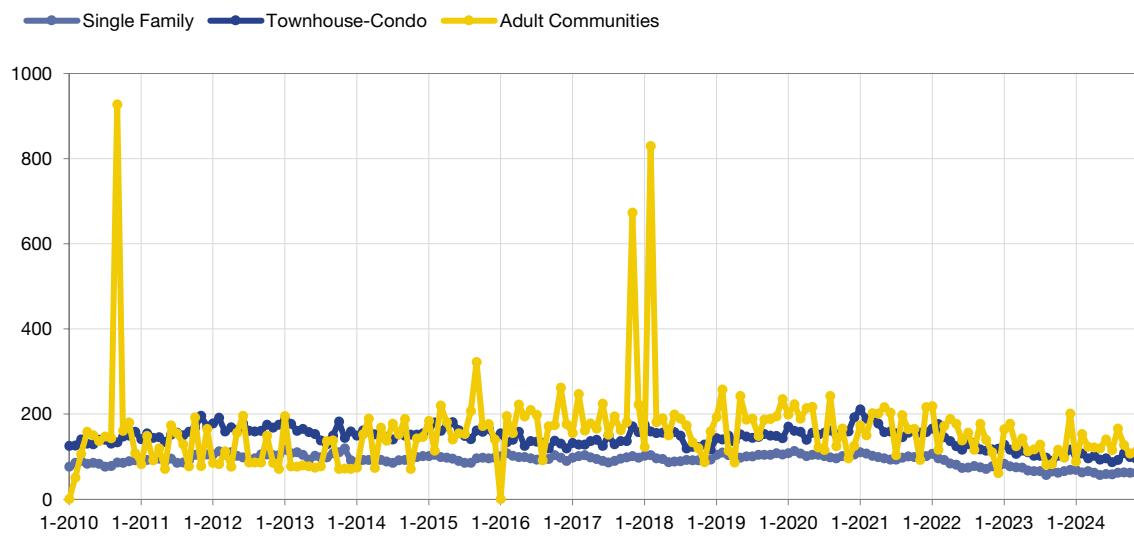
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Year to Date



Historical Housing Affordability Index 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 2023	69	116	201
January 2024	69	105	88
February 2024	63	107	153
March 2024	66	96	123
April 2024	62	102	121
May 2024	57	93	119
June 2024	59	96	140
July 2024	58	87	115
August 2024	62	92	166
September 2024	63	108	127
October 2024	62	99	107
November 2024	62	95	112
12-Month Avg.*	63	100	131

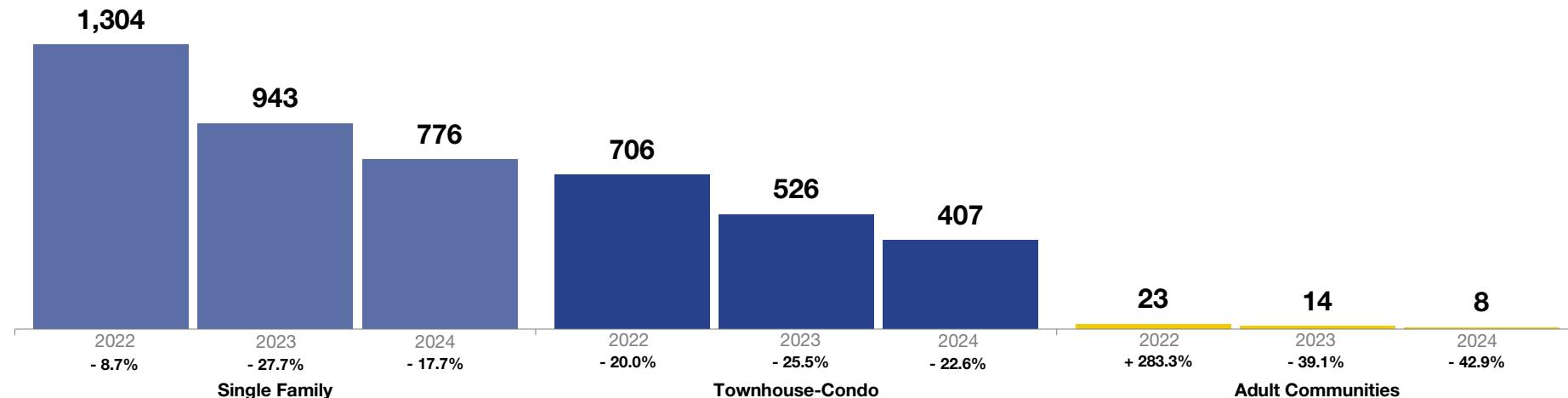
* Affordability Index for all properties from December 2023 through November 2024. This is not the average of the individual figures above.

Inventory of Homes for Sale

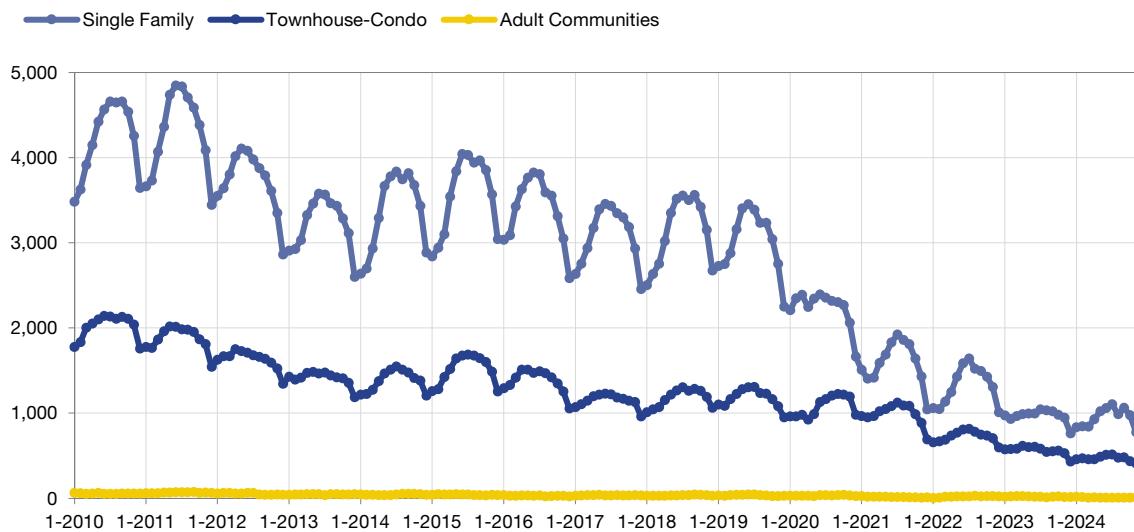


The number of properties available for sale in active status at the end of a given month.

November



Historical Inventory of Homes for Sale by Month



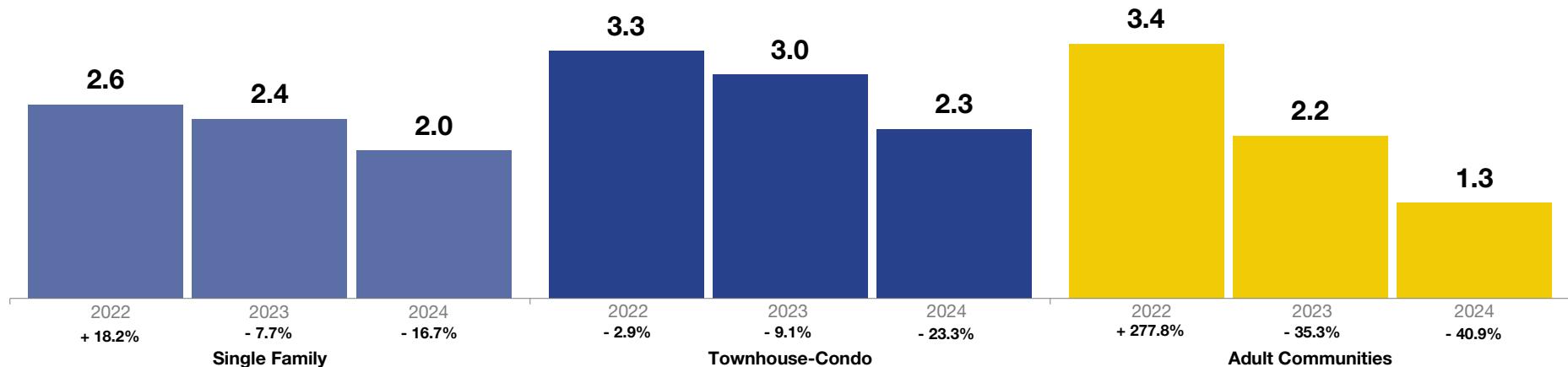
	Single Family	Townhouse-Condo	Adult Communities
December 2023	762	430	11
January 2024	833	455	15
February 2024	843	466	14
March 2024	839	455	7
April 2024	926	457	9
May 2024	1,018	488	5
June 2024	1,058	507	4
July 2024	1,102	514	6
August 2024	985	475	7
September 2024	1,060	477	6
October 2024	973	434	7
November 2024	776	407	8
12-Month Avg.	931	464	8

Months Supply of Inventory

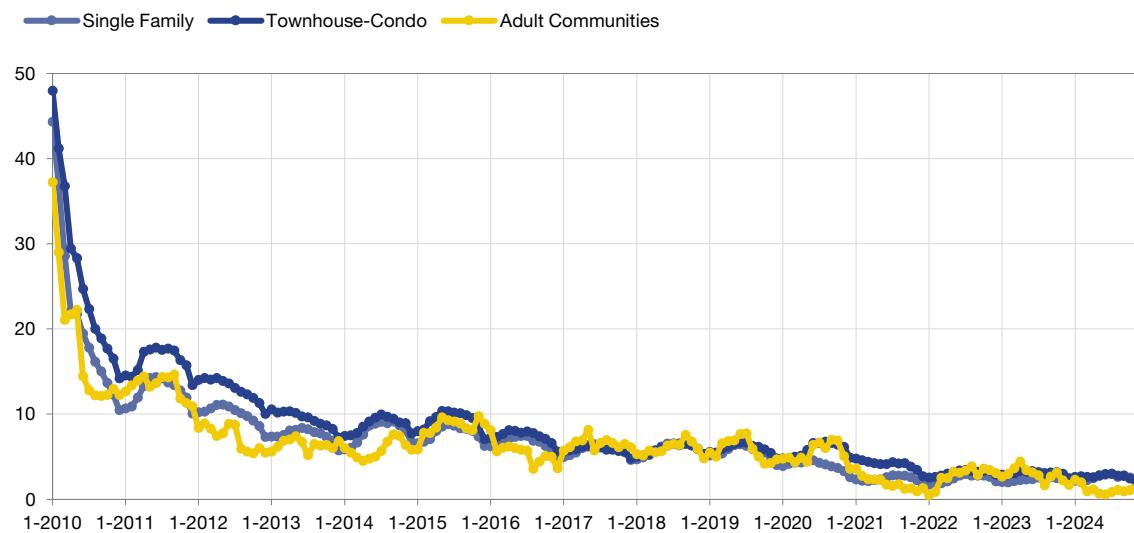


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

November



Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2023	2.0	2.5	1.7
January 2024	2.2	2.6	2.3
February 2024	2.2	2.7	2.0
March 2024	2.2	2.6	0.9
April 2024	2.4	2.6	1.1
May 2024	2.7	2.8	0.6
June 2024	2.9	2.9	0.5
July 2024	2.9	3.0	0.8
August 2024	2.6	2.7	1.1
September 2024	2.8	2.7	0.9
October 2024	2.5	2.4	1.1
November 2024	2.0	2.3	1.3
12-Month Avg.*	2.5	2.7	1.2

* Months Supply for all properties from December 2023 through November 2024. 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	11-2023		11-2024	Percent Change	YTD 2023		YTD 2024	Percent Change
		11-2023	11-2024	YTD 2023	YTD 2024				
New Listings		567	581	+ 2.5%	8,403	8,876	+ 5.6%		
Pending Sales		486	562	+ 15.6%	6,478	6,570	+ 1.4%		
Closed Sales		484	538	+ 11.2%	6,304	6,241	- 1.0%		
Median Sales Price		\$616,500	\$675,000	+ 9.5%	\$625,000	\$685,000	+ 9.6%		
Average Sales Price		\$740,725	\$842,560	+ 13.7%	\$763,527	\$839,323	+ 9.9%		
Pct. of List Price Received		101.2%	101.8%	+ 0.6%	101.6%	102.9%	+ 1.3%		
Days on Market Until Sale		38	38	0.0%	40	34	- 15.0%		
Housing Affordability Index		71	68	- 4.2%	70	67	- 4.3%		
Inventory of Homes for Sale		1,487	1,196	- 19.6%	--	--	--		
Months Supply of Inventory		2.6	2.1	- 19.2%	--	--	--		