

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.

January 2025

U.S. existing-home sales advanced for the third straight month, climbing 2.2% to a seasonally adjusted annual rate of 4.24 million units, a 10-month high, according to the National Association of REALTORS® (NAR). Sales were up 9.3% year-over-year, driven largely by purchases of homes priced \$500,000 and above. Month-over-month, sales rose in the South, Northeast, and the West but fell in the Midwest, with all four regions reporting year-over-year gains.

- Single Family Closed Sales increased 16.4 percent to 319.
- Townhouse-Condo Closed Sales decreased 20.7 percent to 115.
- Adult Communities Closed Sales decreased 66.7 percent to 2.
- Single Family Median Sales Price was up 22.1 percent to \$815,000.
- Townhouse-Condo Median Sales Price was up 22.2 percent to \$537,500.
- Adult Communities Median Sales Price was down 38.6 percent to \$387,000.

According to NAR, total housing inventory was 1.15 million units heading into January, a 13.5% decrease from the previous month but a 16.2% increase from the same period one year earlier, for a 3.3-month supply at the current sales pace. Housing supply remains down compared to pre-pandemic levels, and the limited number of homes on the market continues to push sales prices higher nationwide, with the median existing-home price rising 6% year-over-year to \$404,400.

Monthly Snapshot

+ 1.6% **- 30.1%** **+ 22.1%**

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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		415	380	- 8.4%	415	380	- 8.4%
Pending Sales		233	249	+ 6.9%	233	249	+ 6.9%
Closed Sales		274	319	+ 16.4%	274	319	+ 16.4%
Median Sales Price		\$667,500	\$815,000	+ 22.1%	\$667,500	\$815,000	+ 22.1%
Average Sales Price		\$837,135	\$1,092,916	+ 30.6%	\$837,135	\$1,092,916	+ 30.6%
Pct. of List Price Received		102.8%	102.0%	- 0.8%	102.8%	102.0%	- 0.8%
Days on Market Until Sale		35	42	+ 20.0%	35	42	+ 20.0%
Housing Affordability Index		69	56	- 18.8%	69	56	- 18.8%
Inventory of Homes for Sale		882	591	- 33.0%	--	--	--
Months Supply of Inventory		2.3	1.5	- 34.8%	--	--	--

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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		225	220	- 2.2%	225	220	- 2.2%
Pending Sales		145	153	+ 5.5%	145	153	+ 5.5%
Closed Sales		145	115	- 20.7%	145	115	- 20.7%
Median Sales Price		\$440,000	\$537,500	+ 22.2%	\$440,000	\$537,500	+ 22.2%
Average Sales Price		\$529,253	\$662,066	+ 25.1%	\$529,253	\$662,066	+ 25.1%
Pct. of List Price Received		100.5%	99.6%	- 0.9%	100.5%	99.6%	- 0.9%
Days on Market Until Sale		43	107	+ 148.8%	43	107	+ 148.8%
Housing Affordability Index		105	84	- 20.0%	105	84	- 20.0%
Inventory of Homes for Sale		478	362	- 24.3%	--	--	--
Months Supply of Inventory		2.7	2.0	- 25.9%	--	--	--

Adult Community Market Overview



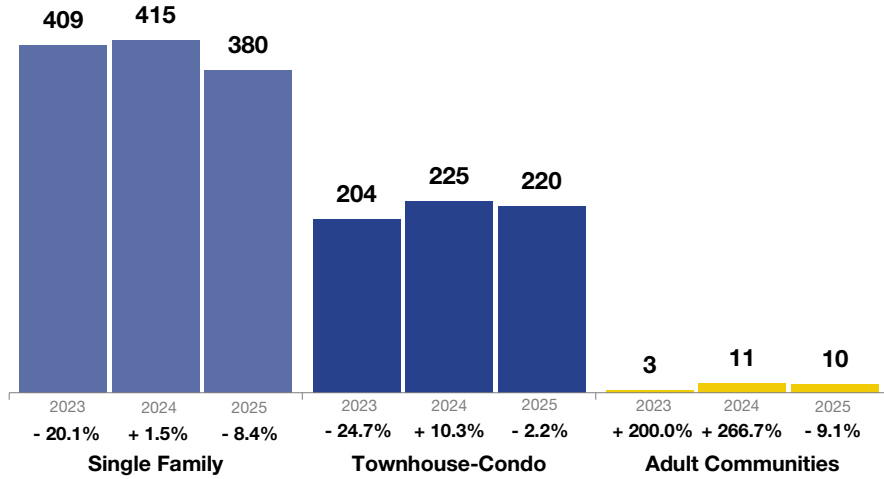
Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		11	10	- 9.1%	11	10	- 9.1%
Pending Sales		5	9	+ 80.0%	5	9	+ 80.0%
Closed Sales		6	2	- 66.7%	6	2	- 66.7%
Median Sales Price		\$630,000	\$387,000	- 38.6%	\$630,000	\$387,000	- 38.6%
Average Sales Price		\$605,500	\$387,000	- 36.1%	\$605,500	\$387,000	- 36.1%
Pct. of List Price Received		99.6%	103.2%	+ 3.6%	99.6%	103.2%	+ 3.6%
Days on Market Until Sale		116	79	- 31.9%	116	79	- 31.9%
Housing Affordability Index		86	136	+ 58.1%	86	136	+ 58.1%
Inventory of Homes for Sale		16	5	- 68.8%	--	--	--
Months Supply of Inventory		2.4	0.8	- 66.7%	--	--	--

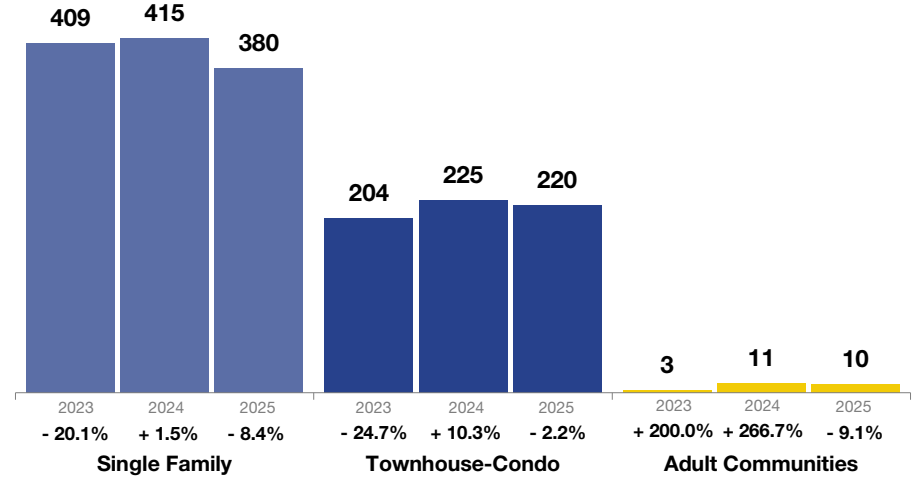
New Listings

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

January

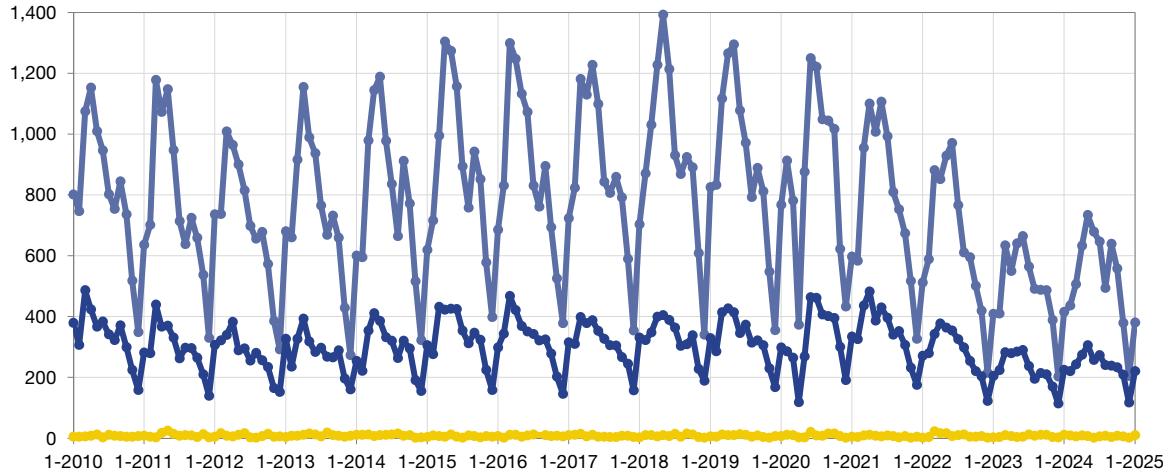


Year to Date



Historical New Listings by Month

Single Family Townhouse-Condo Adult Communities



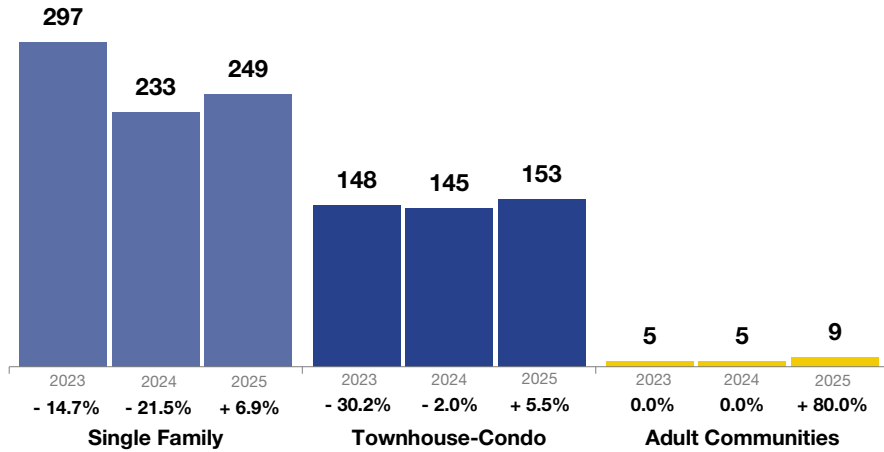
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
February 2024	436	220	9
March 2024	506	242	6
April 2024	633	274	9
May 2024	734	305	7
June 2024	679	257	1
July 2024	646	273	6
August 2024	494	240	8
September 2024	639	238	4
October 2024	558	233	8
November 2024	379	209	6
December 2024	205	117	1
January 2025	380	220	10
12-Month Avg.	524	236	6

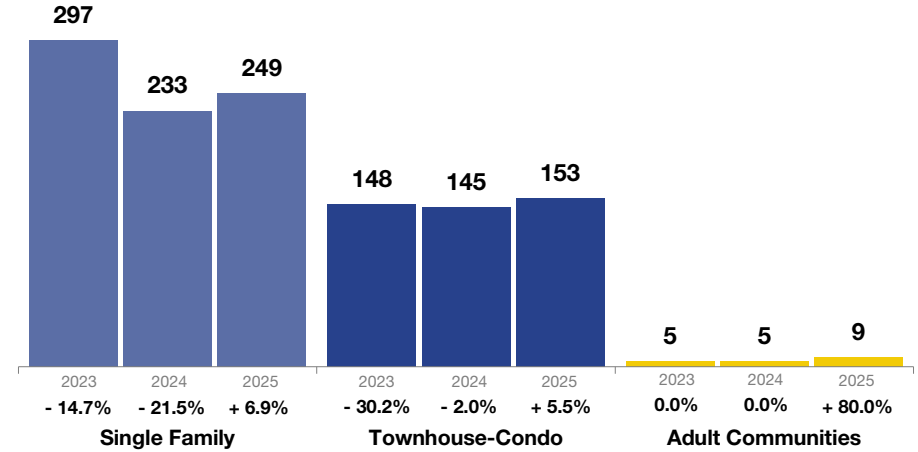
Pending Sales

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

January

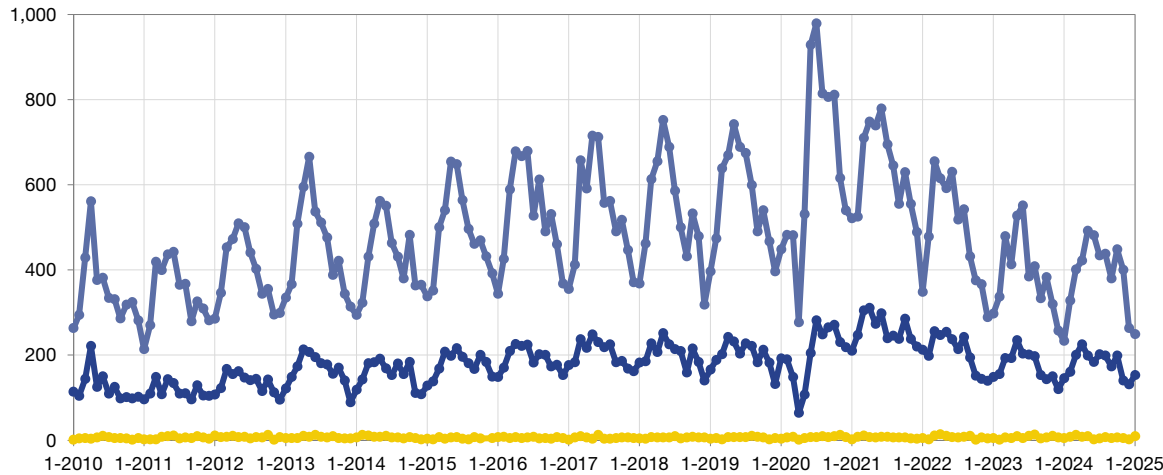


Year to Date



Historical Pending Sales by Month

— Single Family — Townhouse-Condo — Adult Communities



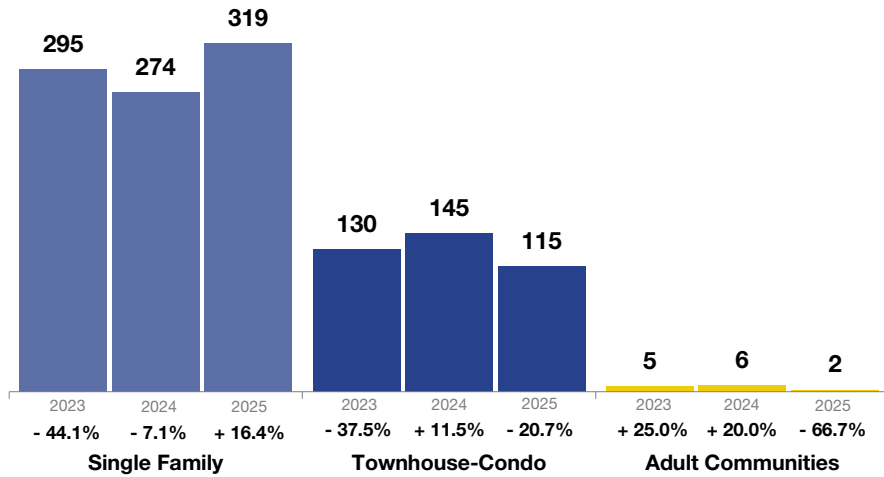
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
February 2024	328	160	8
March 2024	401	200	12
April 2024	422	225	8
May 2024	492	199	9
June 2024	481	184	2
July 2024	434	202	4
August 2024	438	199	7
September 2024	380	173	5
October 2024	448	199	6
November 2024	400	140	5
December 2024	263	131	2
January 2025	249	153	9
12-Month Avg.	395	180	6

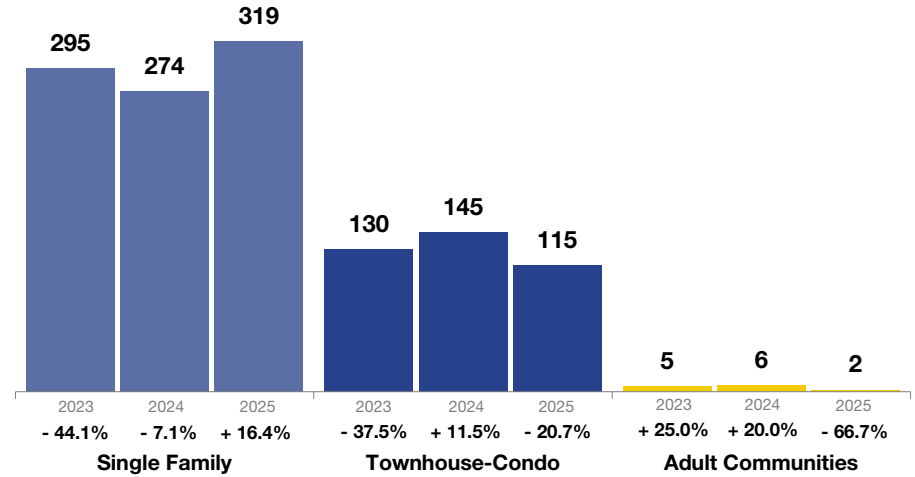
Closed Sales

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

January

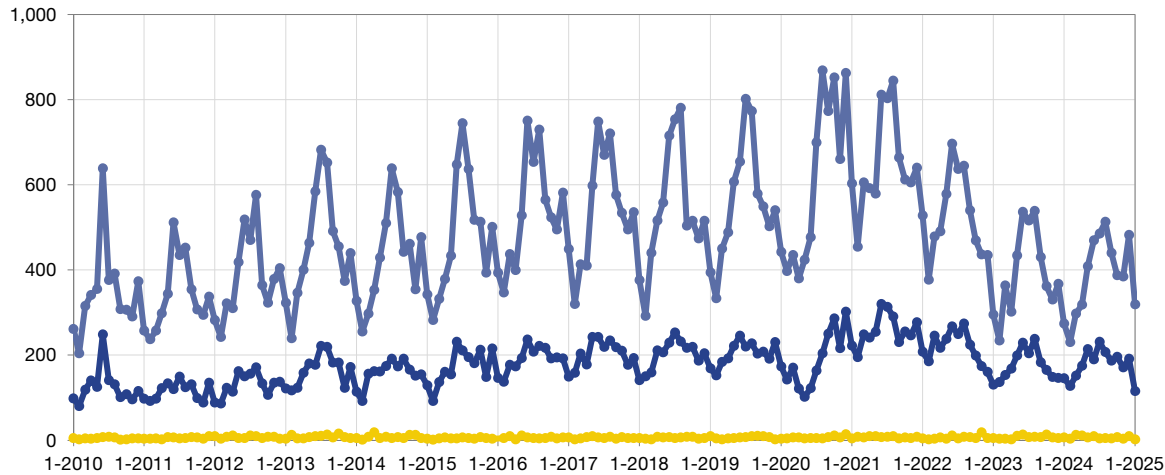


Year to Date



Historical Closed Sales 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.

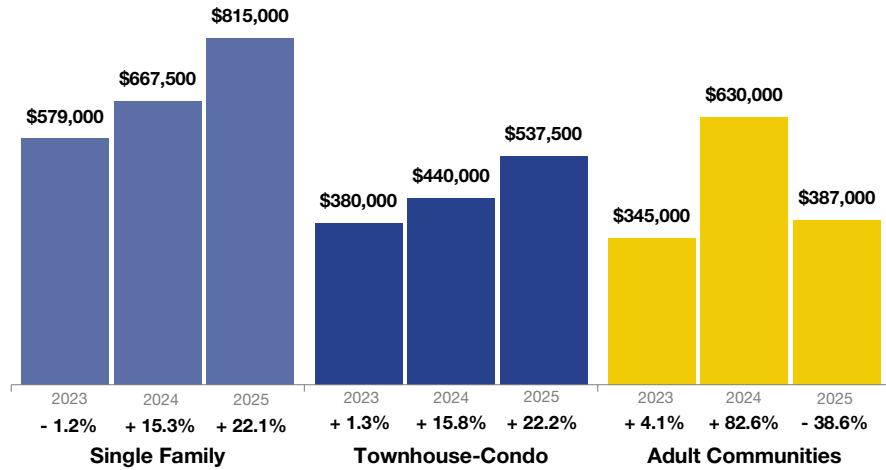
	Single Family	Townhouse-Condo	Adult Communities
February 2024	230	127	3
March 2024	297	151	12
April 2024	318	175	11
May 2024	408	214	6
June 2024	469	190	9
July 2024	485	231	4
August 2024	513	207	5
September 2024	440	187	4
October 2024	387	196	7
November 2024	384	171	3
December 2024	482	191	9
January 2025	319	115	2
12-Month Avg.	394	180	6

Median Sales Price

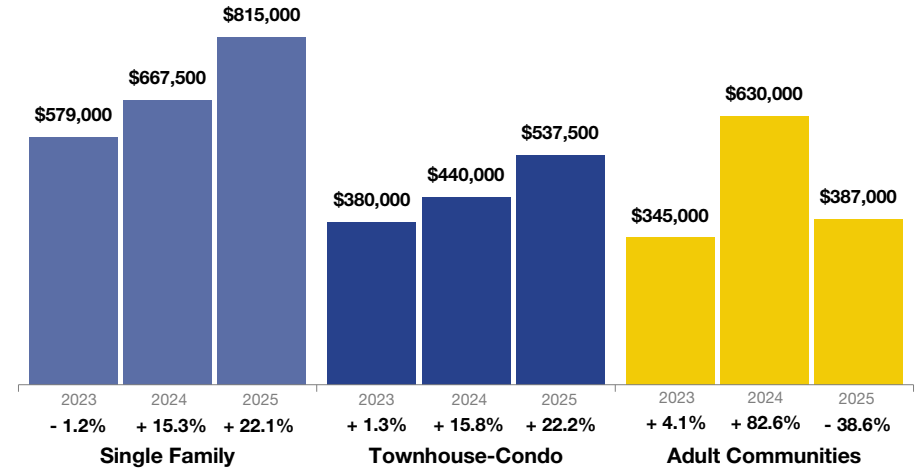


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

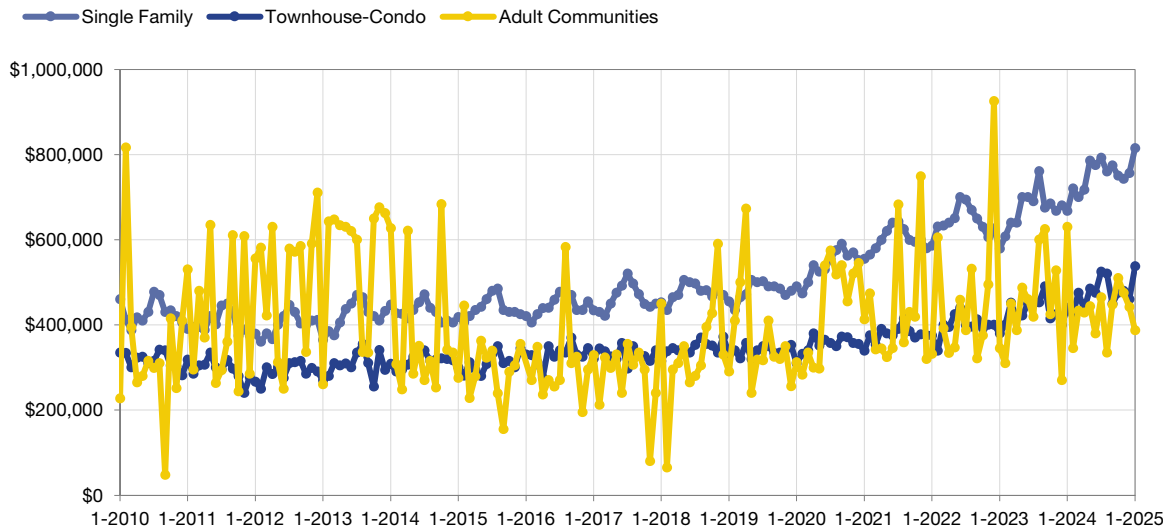
January



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.

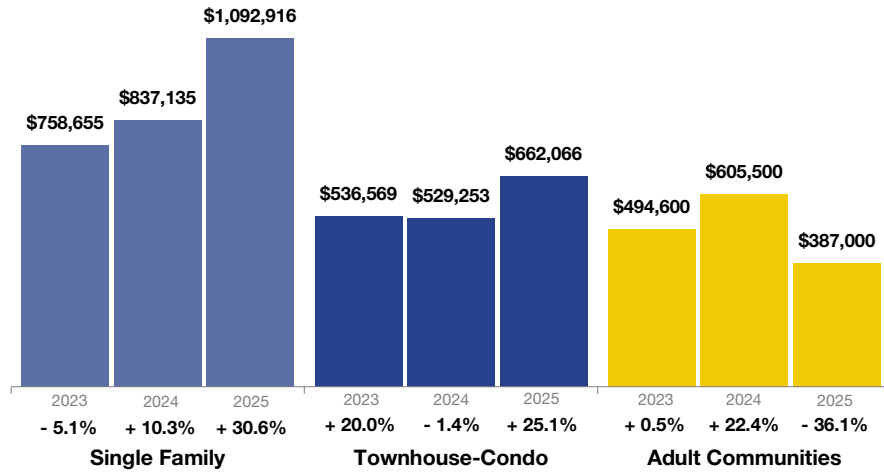
	Single Family	Townhouse-Condo	Adult Communities
February 2024	\$720,000	\$425,000	\$345,000
March 2024	\$700,000	\$475,000	\$433,500
April 2024	\$717,500	\$436,000	\$429,000
May 2024	\$785,500	\$484,750	\$444,000
June 2024	\$775,000	\$475,000	\$380,000
July 2024	\$792,000	\$525,000	\$465,000
August 2024	\$760,000	\$520,000	\$335,000
September 2024	\$774,000	\$450,000	\$447,500
October 2024	\$750,000	\$475,000	\$510,000
November 2024	\$742,500	\$480,000	\$475,000
December 2024	\$756,000	\$460,000	\$442,084
January 2025	\$815,000	\$537,500	\$387,000
12-Month Med.*	\$755,000	\$480,000	\$435,000

* Median Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

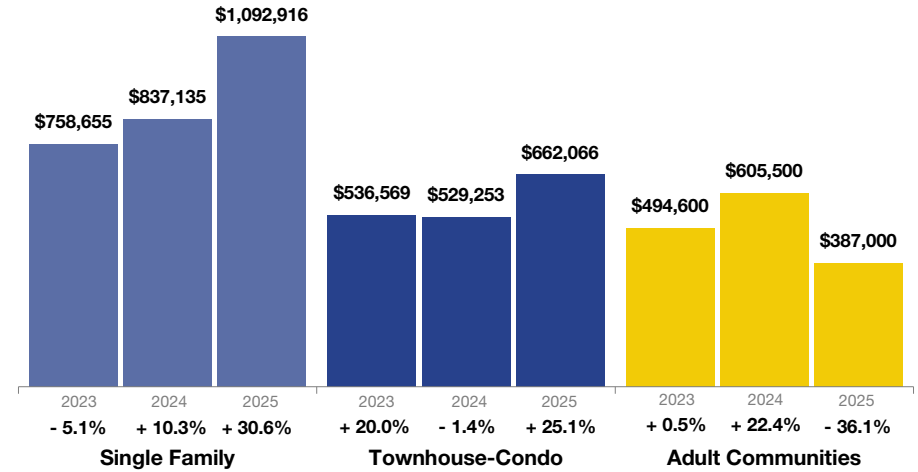
Average Sales Price

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

January

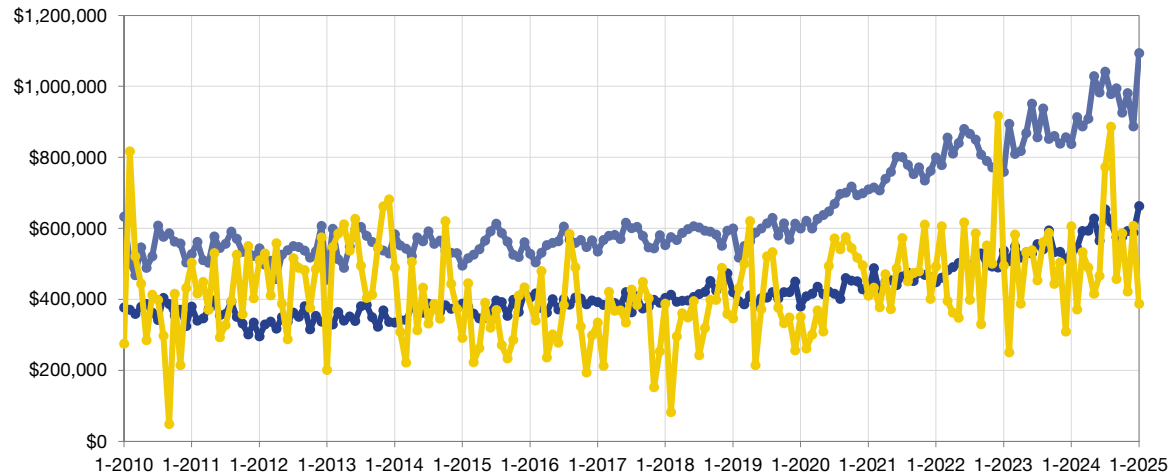


Year to Date



Historical Average Sales Price by Month

Single Family (Blue line), Townhouse-Condo (Dark Blue line), Adult Communities (Yellow line)



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
February 2024	\$913,017	\$545,033	\$370,667
March 2024	\$886,358	\$591,869	\$532,125
April 2024	\$908,023	\$593,107	\$489,136
May 2024	\$1,028,593	\$627,468	\$415,500
June 2024	\$982,375	\$564,889	\$465,654
July 2024	\$1,040,997	\$653,371	\$772,500
August 2024	\$977,693	\$616,838	\$886,000
September 2024	\$994,248	\$575,122	\$456,250
October 2024	\$925,441	\$575,870	\$586,038
November 2024	\$980,719	\$591,596	\$421,333
December 2024	\$887,191	\$587,442	\$606,545
January 2025	\$1,092,916	\$662,066	\$387,000
12-Month Avg.*	\$971,546	\$599,751	\$540,081

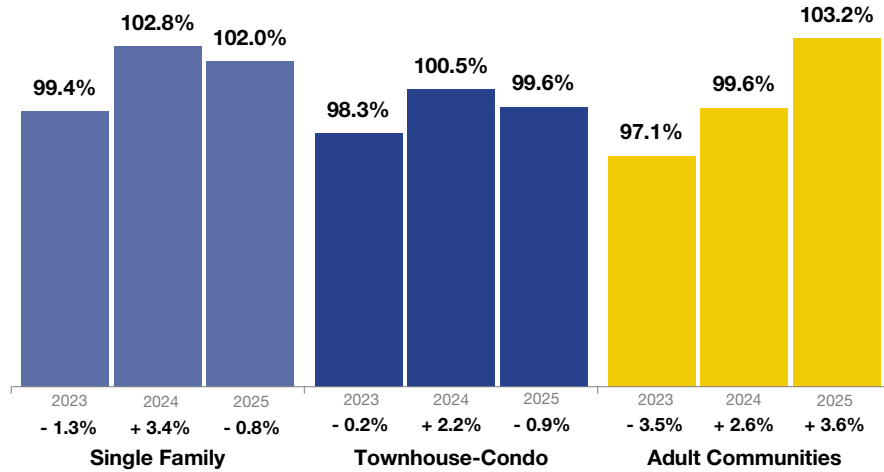
* Avg. Sales Price for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Percent of List Price Received

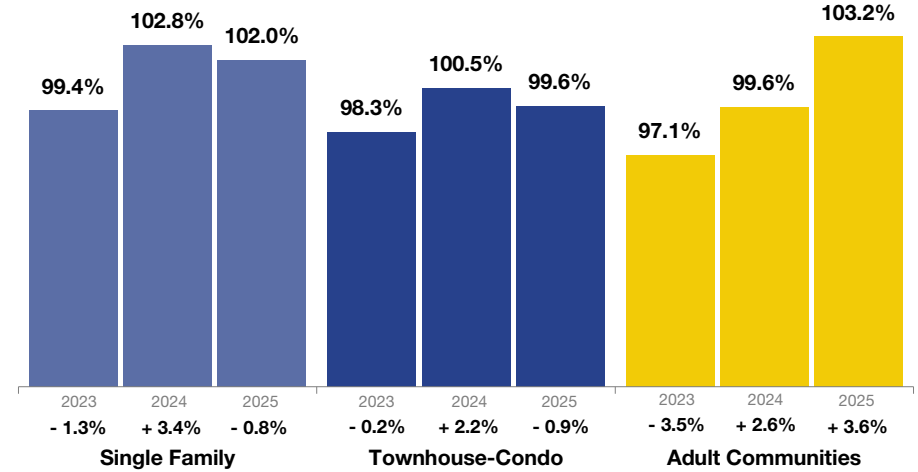


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

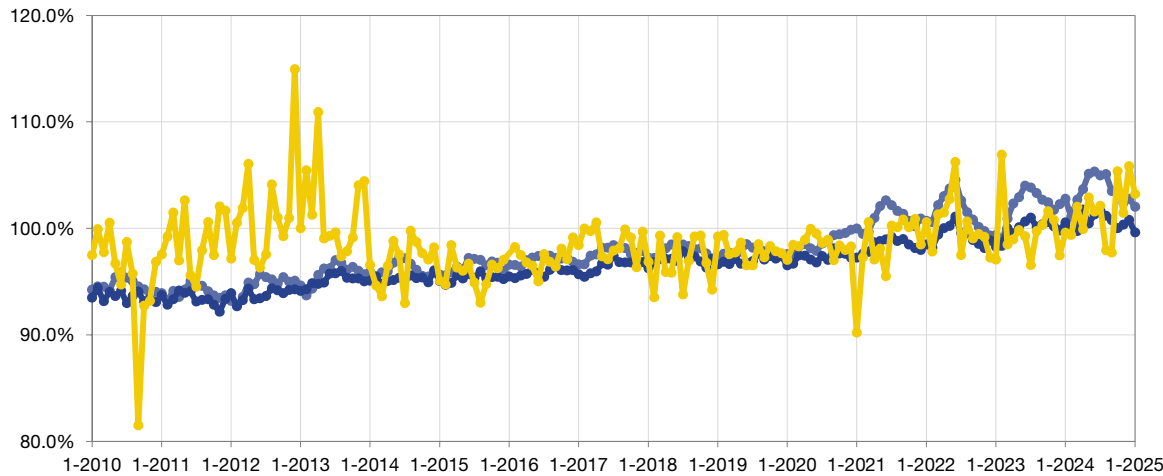


Year to Date



Historical Percent of List Price Received by Month

Single Family (Blue line), Townhouse-Condo (Dark Blue line), Adult Communities (Yellow line)



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

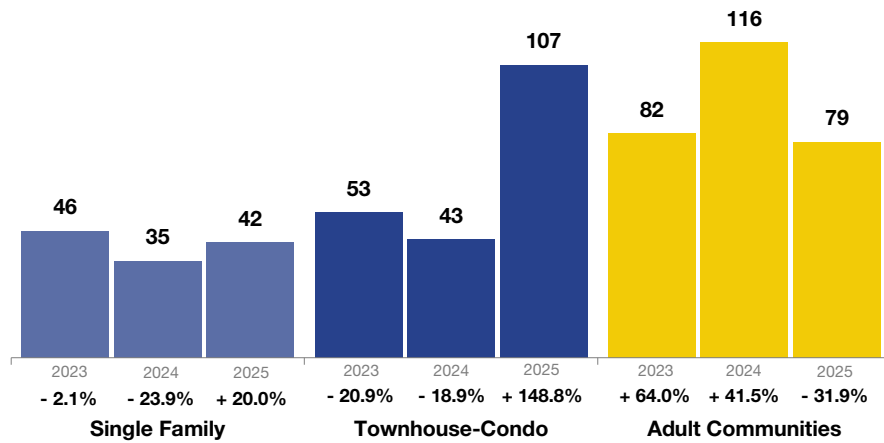
	Single Family	Townhouse-Condo	Adult Communities
February 2024	101.1%	99.6%	99.4%
March 2024	102.7%	99.7%	102.0%
April 2024	103.7%	101.7%	99.9%
May 2024	105.1%	100.5%	102.9%
June 2024	105.3%	101.3%	101.6%
July 2024	105.0%	101.7%	102.1%
August 2024	105.1%	101.2%	97.9%
September 2024	103.5%	100.8%	97.7%
October 2024	103.2%	100.0%	105.3%
November 2024	102.4%	100.3%	101.4%
December 2024	102.8%	100.8%	105.8%
January 2025	102.0%	99.6%	103.2%
12-Month Avg.*	103.7%	100.7%	101.9%

* Pct. of List Price Received for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

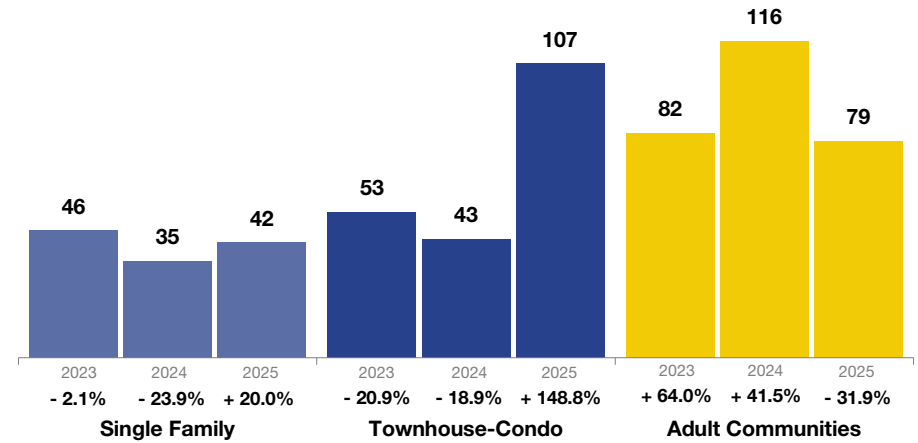
Days on Market Until Sale

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

January

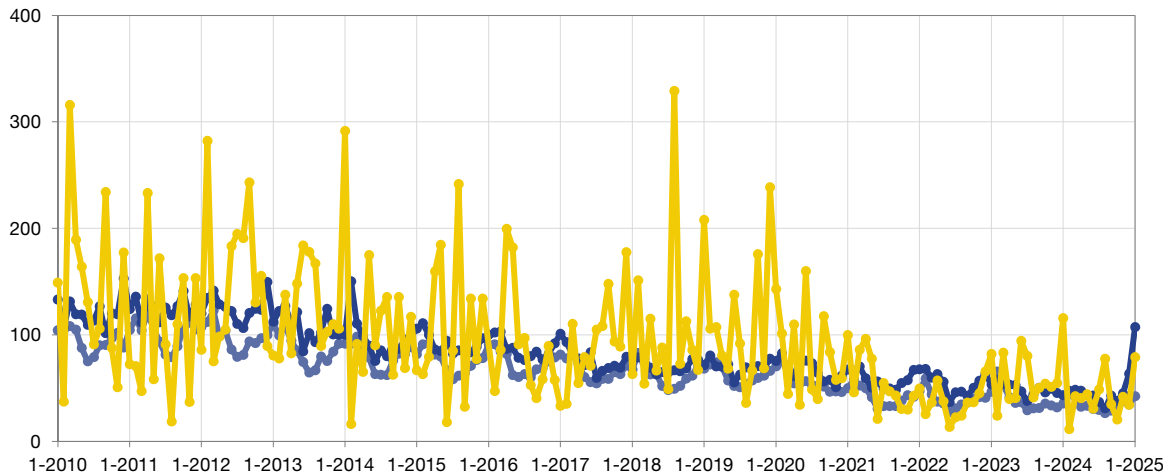


Year to Date



Historical Days on Market Until Sale by Month

Single Family (blue line), Townhouse-Condo (dark blue line), Adult Communities (yellow line)



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
February 2024	44	47	11
March 2024	41	48	42
April 2024	32	47	40
May 2024	33	43	44
June 2024	30	43	30
July 2024	29	37	49
August 2024	26	31	77
September 2024	29	43	35
October 2024	32	38	20
November 2024	38	45	42
December 2024	34	63	34
January 2025	42	107	79
12-Month Avg.*	33	47	40

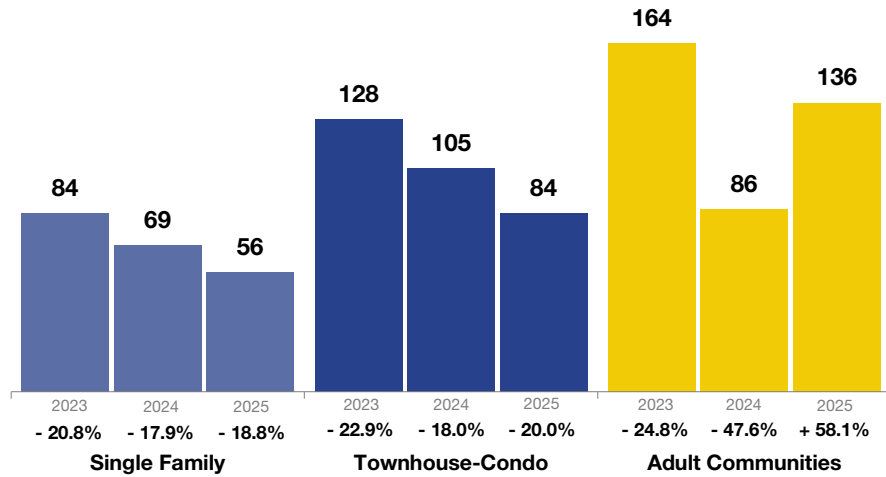
* Days on Market for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Housing Affordability Index

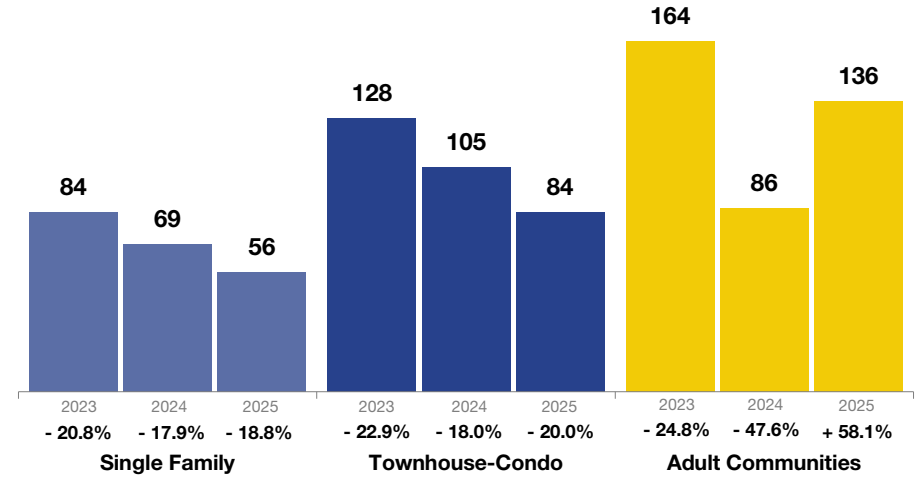


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

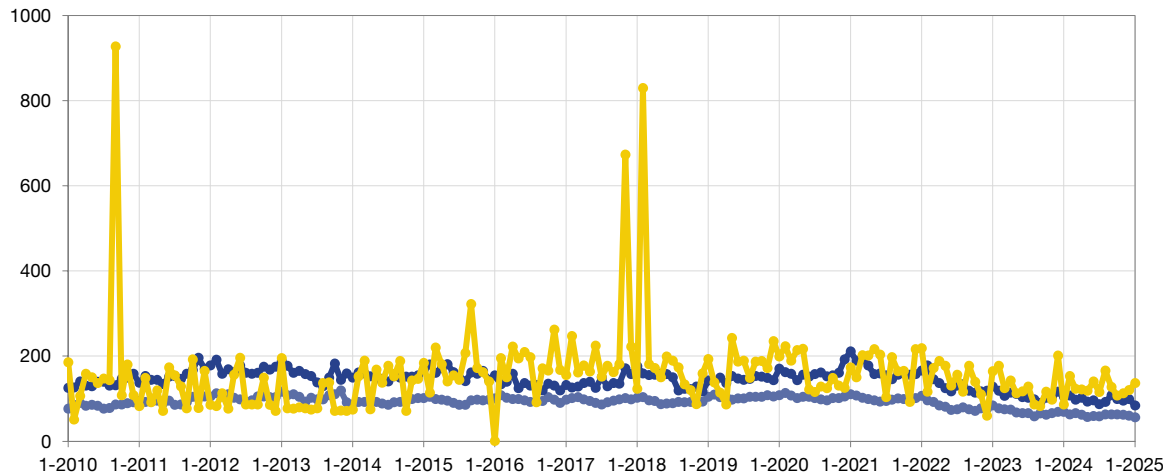


Year to Date



Historical Housing Affordability Index by Month

Legend: Single Family (blue line), Townhouse-Condo (dark blue line), Adult Communities (yellow line)



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

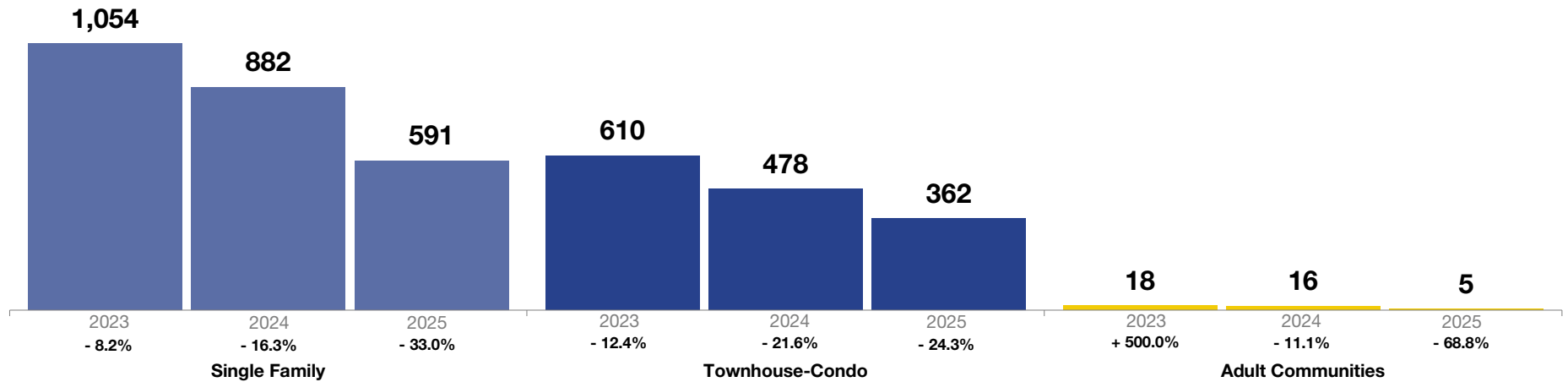
	Single Family	Townhouse-Condo	Adult Communities
February 2024	63	107	153
March 2024	66	97	123
April 2024	62	102	121
May 2024	57	93	118
June 2024	59	96	140
July 2024	58	87	115
August 2024	63	92	166
September 2024	63	108	127
October 2024	63	99	107
November 2024	62	95	112
December 2024	60	99	120
January 2025	56	84	136
12-Month Avg.*	61	97	128

* Affordability Index for all properties from February 2024 through January 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

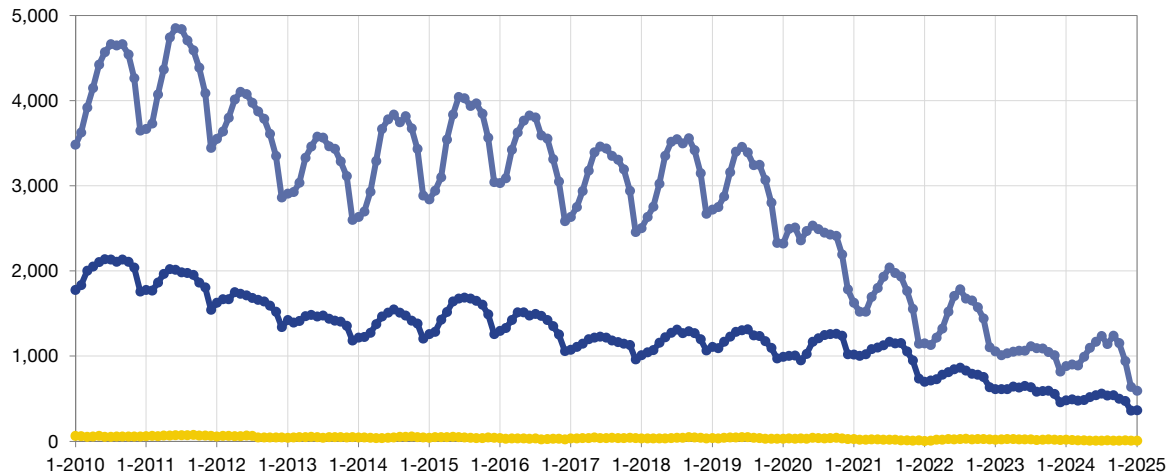
The number of properties available for sale in active status at the end of a given month.

January



Historical Inventory of Homes for Sale by Month

Single Family Townhouse-Condo Adult Communities



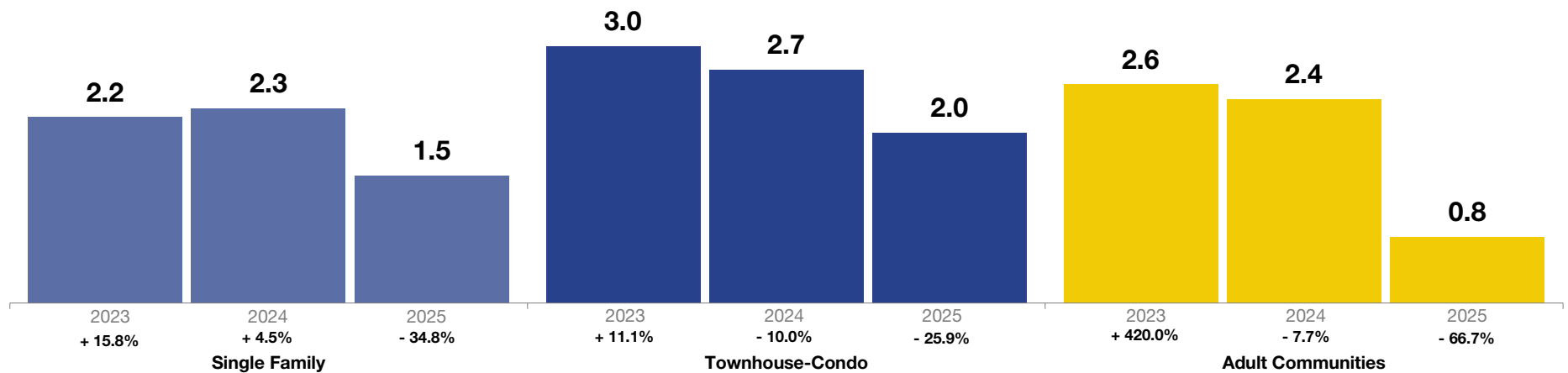
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
February 2024	898	490	14
March 2024	887	476	8
April 2024	989	483	9
May 2024	1,096	515	7
June 2024	1,166	539	5
July 2024	1,235	558	7
August 2024	1,139	534	8
September 2024	1,238	537	7
October 2024	1,150	497	7
November 2024	941	471	8
December 2024	635	360	6
January 2025	591	362	5
12-Month Avg.	997	485	8

Months Supply of Inventory

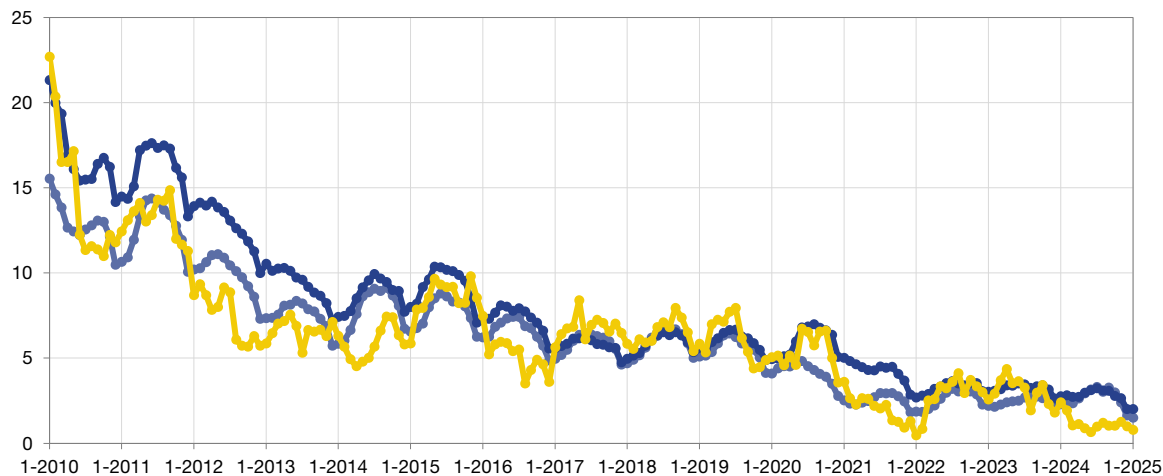
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



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
February 2024	2.3	2.8	1.9
March 2024	2.3	2.7	1.0
April 2024	2.6	2.7	1.1
May 2024	2.9	2.9	0.9
June 2024	3.1	3.1	0.6
July 2024	3.3	3.2	1.0
August 2024	3.0	3.1	1.2
September 2024	3.3	3.1	1.0
October 2024	3.0	2.8	1.0
November 2024	2.4	2.6	1.2
December 2024	1.6	2.0	1.0
January 2025	1.5	2.0	0.8
12-Month Avg.*	2.6	2.8	1.1

* Months Supply for all properties from February 2024 through January 2025. 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	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		652	612	- 6.1%	652	612	- 6.1%
Pending Sales		385	412	+ 7.0%	385	412	+ 7.0%
Closed Sales		429	436	+ 1.6%	429	436	+ 1.6%
Median Sales Price		\$615,000	\$751,000	+ 22.1%	\$615,000	\$751,000	+ 22.1%
Average Sales Price		\$729,195	\$976,758	+ 34.0%	\$729,195	\$976,758	+ 34.0%
Pct. of List Price Received		102.0%	101.4%	- 0.6%	102.0%	101.4%	- 0.6%
Days on Market Until Sale		39	59	+ 51.3%	39	59	+ 51.3%
Housing Affordability Index		75	60	- 20.0%	75	60	- 20.0%
Inventory of Homes for Sale		1,379	964	- 30.1%	--	--	--
Months Supply of Inventory		2.4	1.7	- 29.2%	--	--	--