

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.

February 2025

U.S. existing-home sales fell for the first time since September, slipping 4.9% month-over-month to a seasonally adjusted annual rate of 4.08 million units, according to the National Association of REALTORS® (NAR), as elevated home prices and higher interest rates continue to impact buyer activity. Despite the drop, sales were up 2% compared to the same period last year, marking the fourth consecutive monthly year-over-year increase.

- Single Family Closed Sales decreased 8.7 percent to 211.
- Townhouse-Condo Closed Sales increased 7.1 percent to 136.
- Adult Communities Closed Sales increased 33.3 percent to 4.
- Single Family Median Sales Price was up 11.1 percent to \$800,000.
- Townhouse-Condo Median Sales Price was up 8.9 percent to \$463,000.
- Adult Communities Median Sales Price was down 0.9 percent to \$342,000.

The limited number of properties for sale has continued to push home prices higher nationwide. At last measure, the national median existing-home price was \$396,900, a 4.8% increase from one year earlier, with prices up in all four regions, according to NAR. Meanwhile, total housing inventory heading into February stood at 1.18 million units, up 3.5% month-over-month and 16.8% year-over-year, for a 3.5-month supply at the current sales pace.

Monthly Snapshot

- 3.0% **- 29.4%** **+ 3.4%**

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	2
Townhouse-Condo Market Overview	3
Adult Community Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Days on Market Until Sale	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
Total Market Overview	15



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	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		436	378	- 13.3%	851	763	- 10.3%
Pending Sales		328	262	- 20.1%	563	514	- 8.7%
Closed Sales		231	211	- 8.7%	505	531	+ 5.1%
Median Sales Price		\$720,000	\$800,000	+ 11.1%	\$690,000	\$800,000	+ 15.9%
Average Sales Price		\$911,489	\$1,058,813	+ 16.2%	\$871,146	\$1,080,517	+ 24.0%
Pct. of List Price Received		101.1%	102.3%	+ 1.2%	102.0%	102.1%	+ 0.1%
Days on Market Until Sale		44	40	- 9.1%	39	41	+ 5.1%
Housing Affordability Index		63	58	- 7.9%	66	58	- 12.1%
Inventory of Homes for Sale		904	629	- 30.4%	--	--	--
Months Supply of Inventory		2.3	1.6	- 30.4%	--	--	--

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	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		220	201	- 8.6%	445	420	- 5.6%
Pending Sales		160	163	+ 1.9%	305	314	+ 3.0%
Closed Sales		127	136	+ 7.1%	272	253	- 7.0%
Median Sales Price		\$425,000	\$463,000	+ 8.9%	\$438,000	\$502,500	+ 14.7%
Average Sales Price		\$545,033	\$589,919	+ 8.2%	\$536,621	\$626,526	+ 16.8%
Pct. of List Price Received		99.6%	99.6%	0.0%	100.1%	99.6%	- 0.5%
Days on Market Until Sale		47	105	+ 123.4%	45	106	+ 135.6%
Housing Affordability Index		107	116	+ 8.4%	103	107	+ 3.9%
Inventory of Homes for Sale		490	351	- 28.4%	--	--	--
Months Supply of Inventory		2.8	1.9	- 32.1%	--	--	--

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.

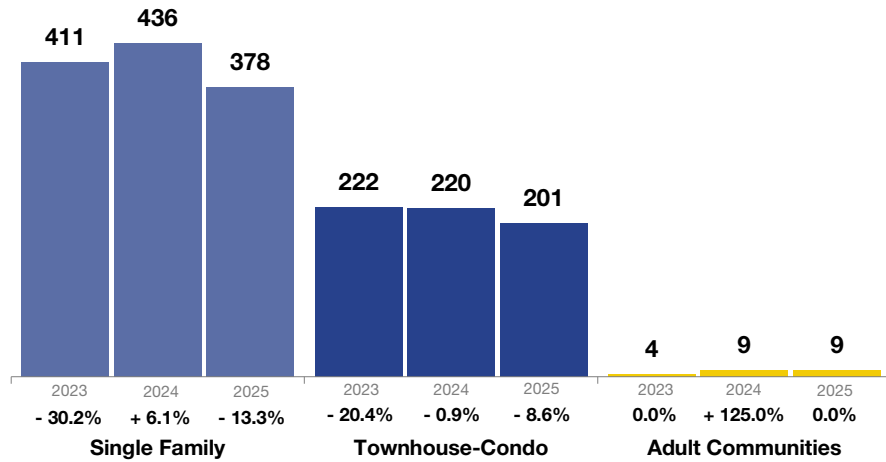
Key Metrics	Historical Sparklines	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		9	9	0.0%	20	19	- 5.0%
Pending Sales		8	2	- 75.0%	13	11	- 15.4%
Closed Sales		3	4	+ 33.3%	9	6	- 33.3%
Median Sales Price		\$345,000	\$342,000	- 0.9%	\$470,000	\$342,000	- 27.2%
Average Sales Price		\$370,667	\$463,045	+ 24.9%	\$527,222	\$437,697	- 17.0%
Pct. of List Price Received		99.4%	100.1%	+ 0.7%	99.5%	101.2%	+ 1.7%
Days on Market Until Sale		11	66	+ 500.0%	81	71	- 12.3%
Housing Affordability Index		153	157	+ 2.6%	112	157	+ 40.2%
Inventory of Homes for Sale		14	11	- 21.4%	--	--	--
Months Supply of Inventory		1.9	1.9	0.0%	--	--	--

New Listings

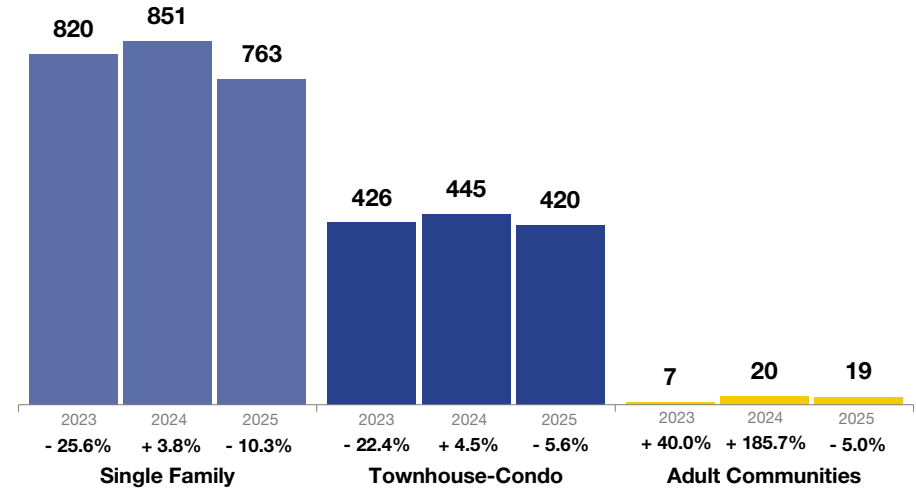
A count of the properties that have been newly listed on the market in a given month.



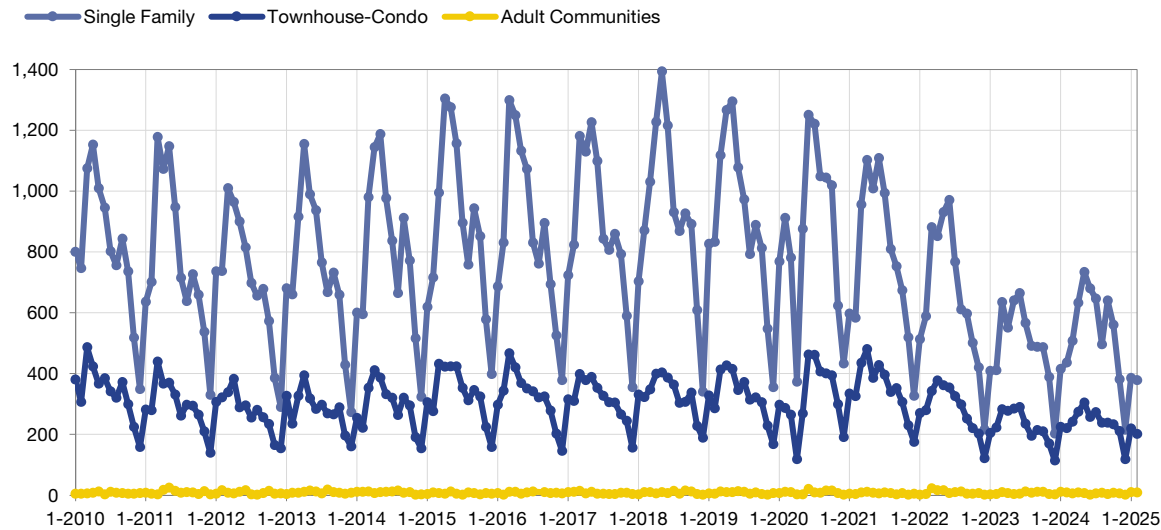
February



Year to Date



Historical New Listings 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.

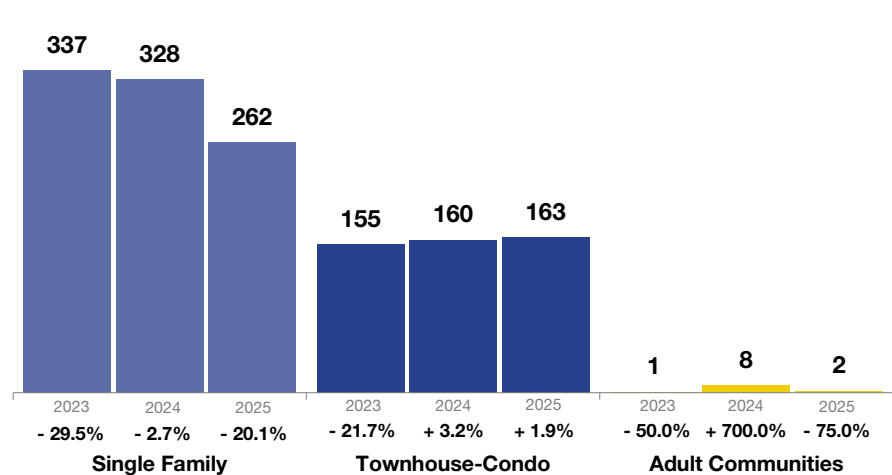
	Single Family	Townhouse-Condo	Adult Communities
March 2024	507	241	6
April 2024	633	274	9
May 2024	734	304	7
June 2024	680	257	1
July 2024	646	273	6
August 2024	496	238	8
September 2024	640	238	4
October 2024	560	233	8
November 2024	381	211	6
December 2024	215	118	1
January 2025	385	219	10
February 2025	378	201	9
12-Month Avg.	521	234	6

Pending Sales

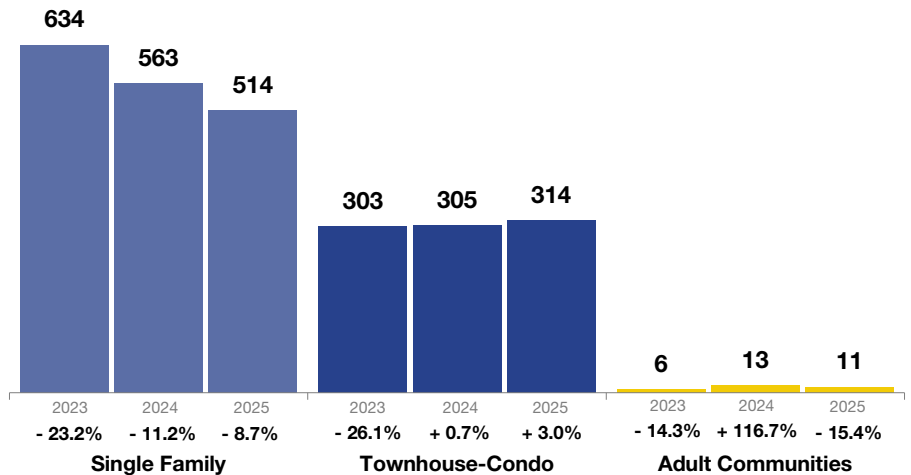
A count of the properties on which offers have been accepted in a given month.



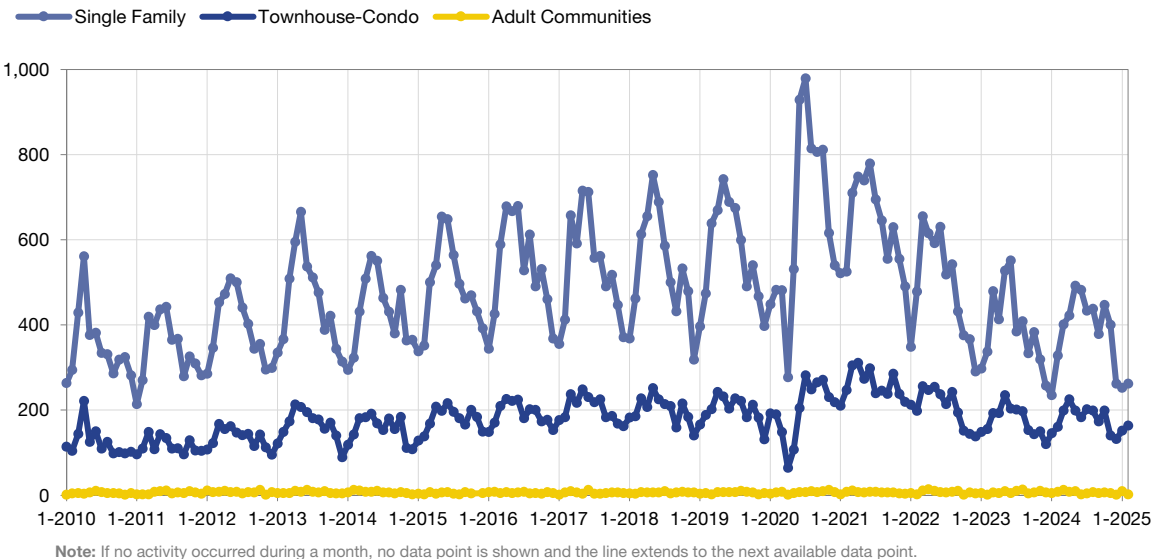
February



Year to Date



Historical Pending Sales by Month



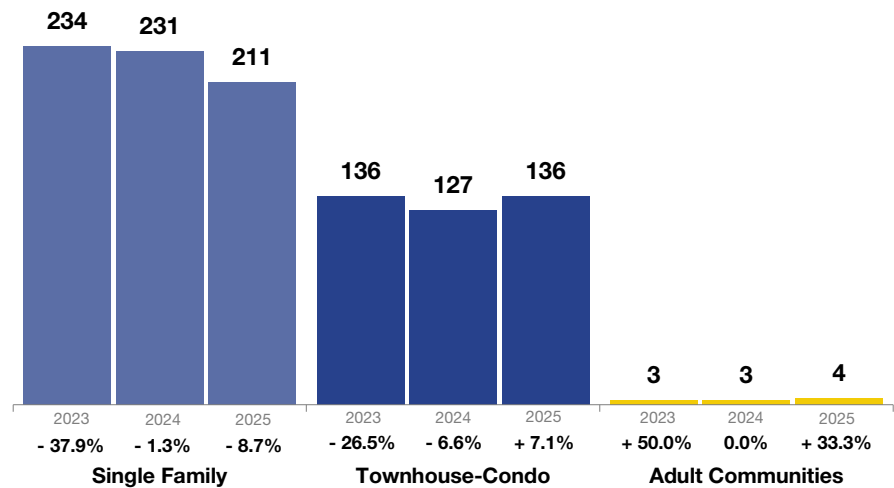
	Single Family	Townhouse-Condo	Adult Communities
March 2024	401	199	12
April 2024	422	225	8
May 2024	492	199	9
June 2024	482	183	2
July 2024	433	202	4
August 2024	438	199	7
September 2024	378	173	5
October 2024	447	199	6
November 2024	400	140	5
December 2024	262	132	1
January 2025	252	151	9
February 2025	262	163	2
12-Month Avg.	389	180	6

Closed Sales

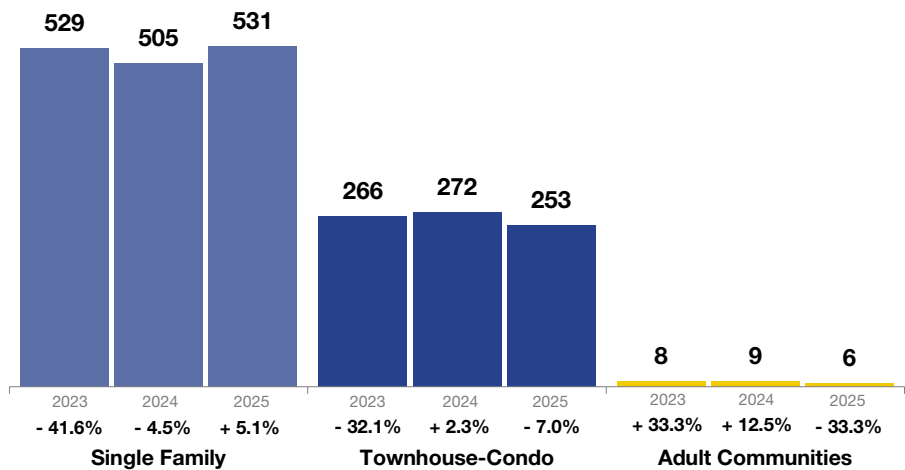


A count of the actual sales that closed in a given month.

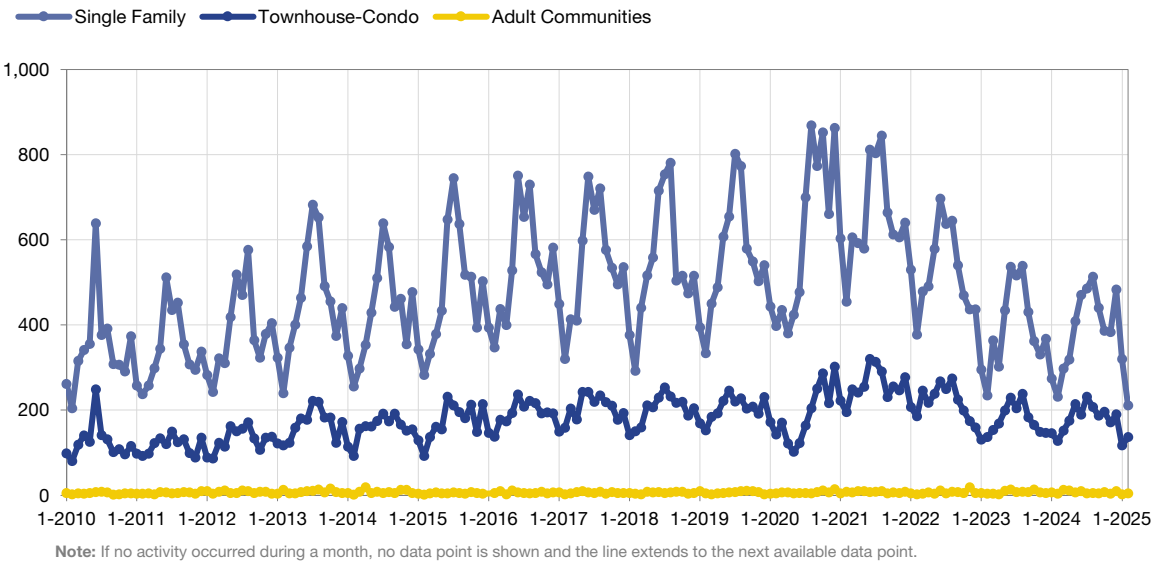
February



Year to Date



Historical Closed Sales by Month



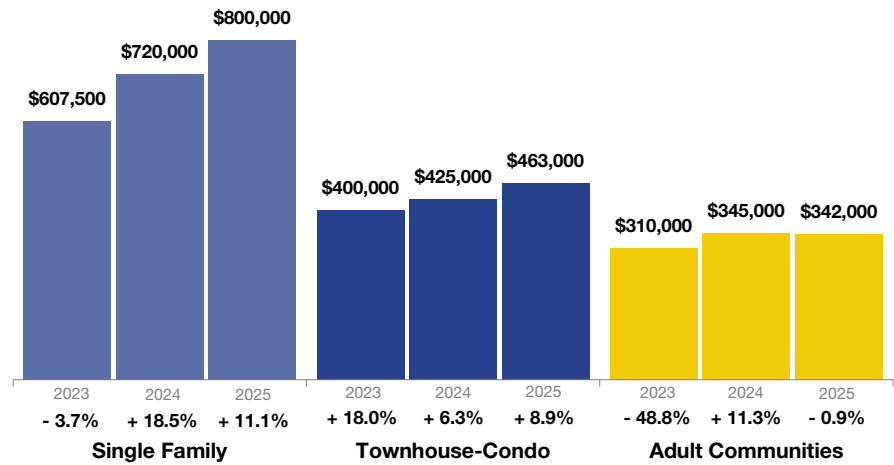
	Single Family	Townhouse-Condo	Adult Communities
March 2024	297	151	12
April 2024	318	175	11
May 2024	408	214	6
June 2024	470	189	9
July 2024	485	231	4
August 2024	513	207	5
September 2024	440	187	4
October 2024	386	196	7
November 2024	383	171	3
December 2024	483	190	9
January 2025	320	117	2
February 2025	211	136	4
12-Month Avg.	393	180	6

Median Sales Price

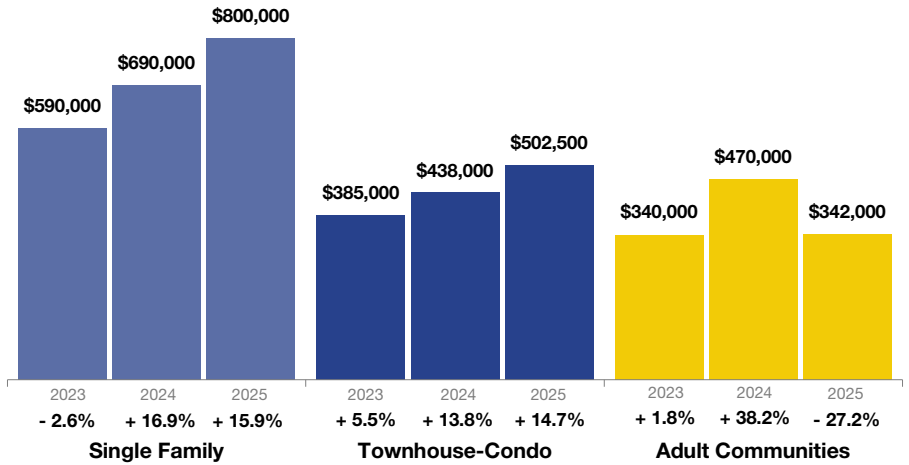


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

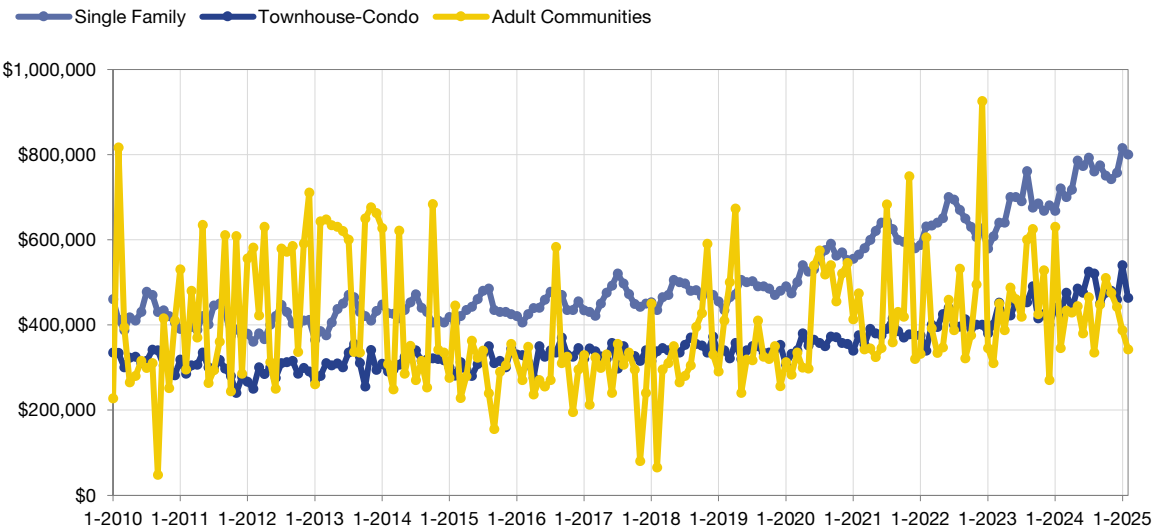
February



Year to Date



Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
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	\$773,000	\$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	\$742,000	\$480,000	\$475,000
December 2024	\$757,000	\$459,500	\$442,084
January 2025	\$815,000	\$540,000	\$387,000
February 2025	\$800,000	\$463,000	\$342,000
12-Month Med.*	\$760,000	\$481,500	\$435,000

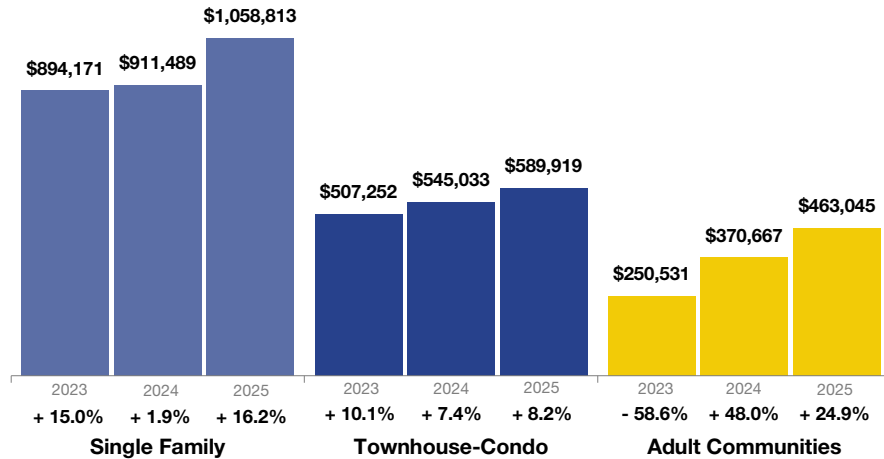
* Median Sales Price for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Average Sales Price

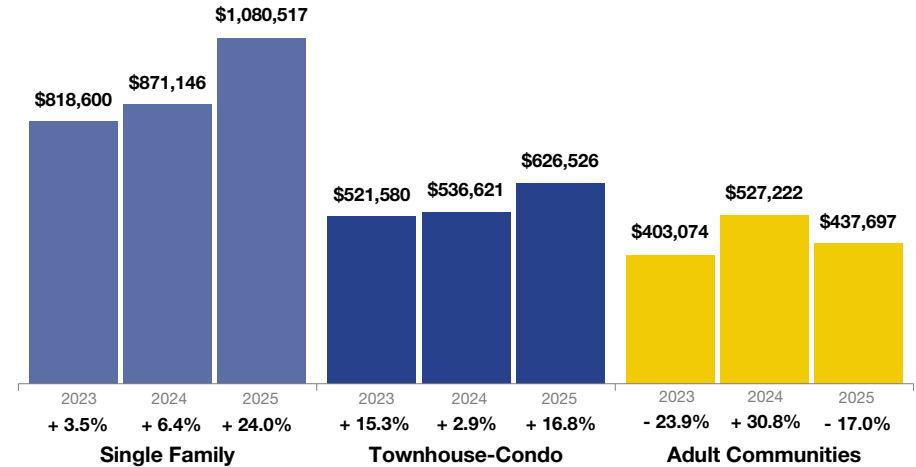
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



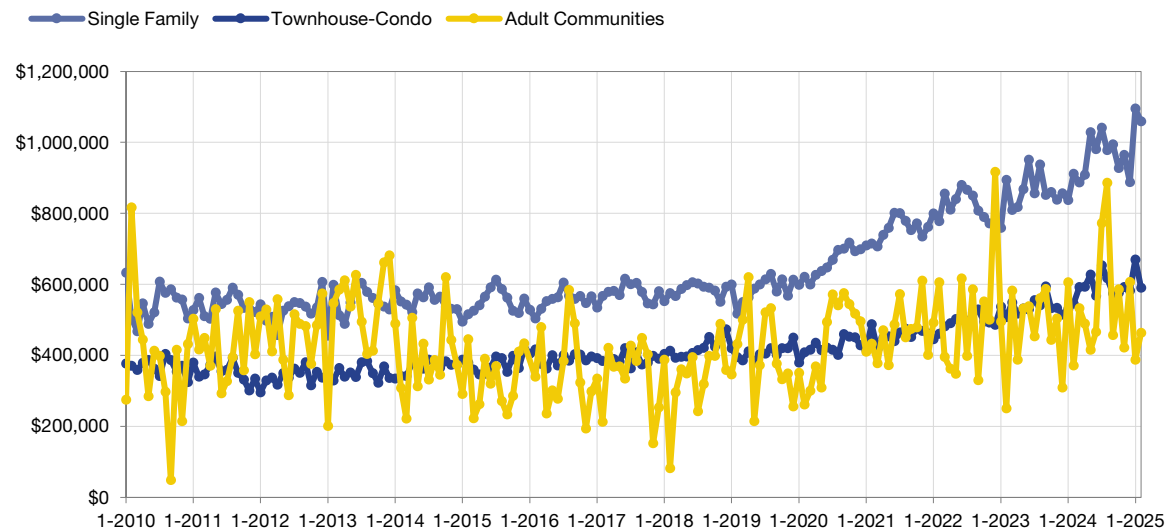
February



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
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	\$980,583	\$567,137	\$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	\$927,001	\$575,870	\$586,038
November 2024	\$964,351	\$591,596	\$421,333
December 2024	\$887,269	\$582,245	\$606,545
January 2025	\$1,094,828	\$669,444	\$387,000
February 2025	\$1,058,813	\$589,919	\$463,045
12-Month Avg.*	\$977,084	\$602,561	\$542,714

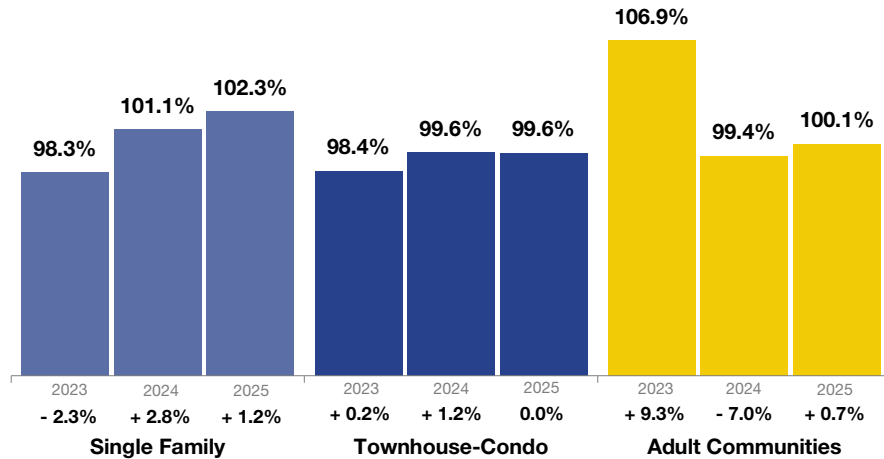
* Avg. Sales Price for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Percent of List Price Received

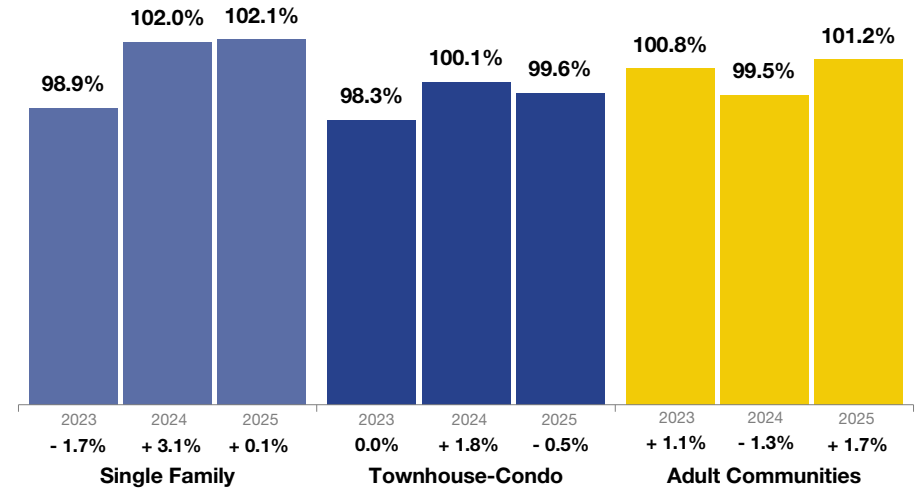


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

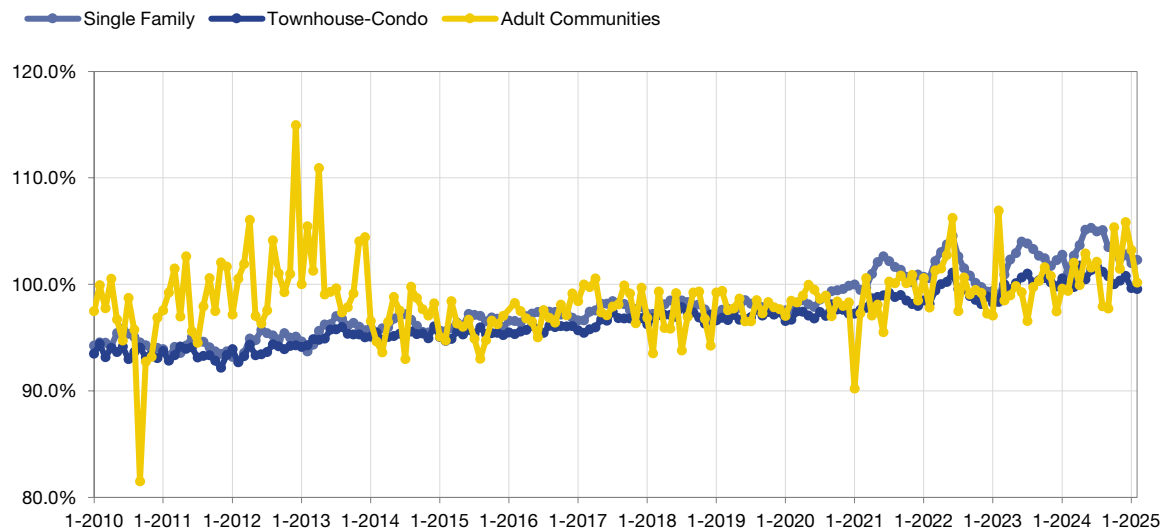
February



Year to Date



Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
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	103.1%	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%
February 2025	102.3%	99.6%	100.1%
12-Month Avg.*	103.7%	100.7%	101.9%

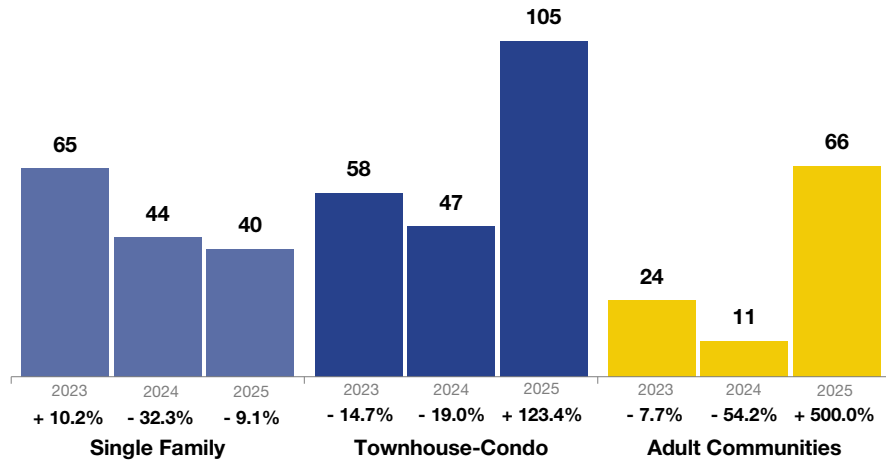
* Pct. of List Price Received for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Days on Market Until Sale

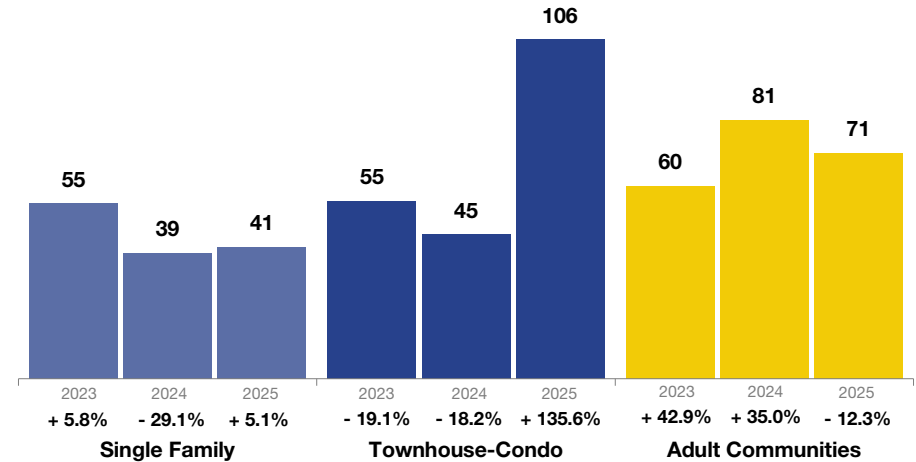


Average number of days between when a property is listed and when an offer is accepted in a given month.

February

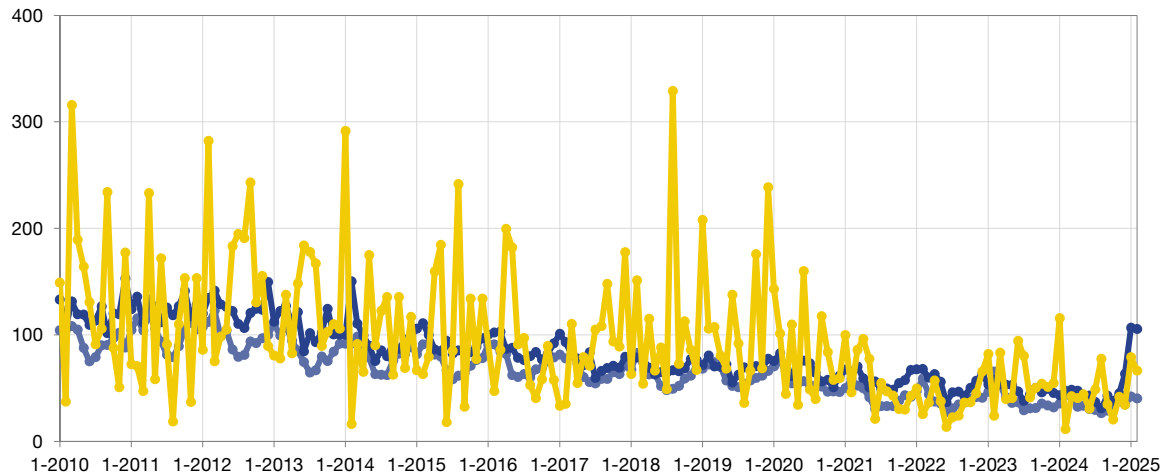


Year to Date



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
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
February 2025	40	105	66
12-Month Avg.*	33	51	42

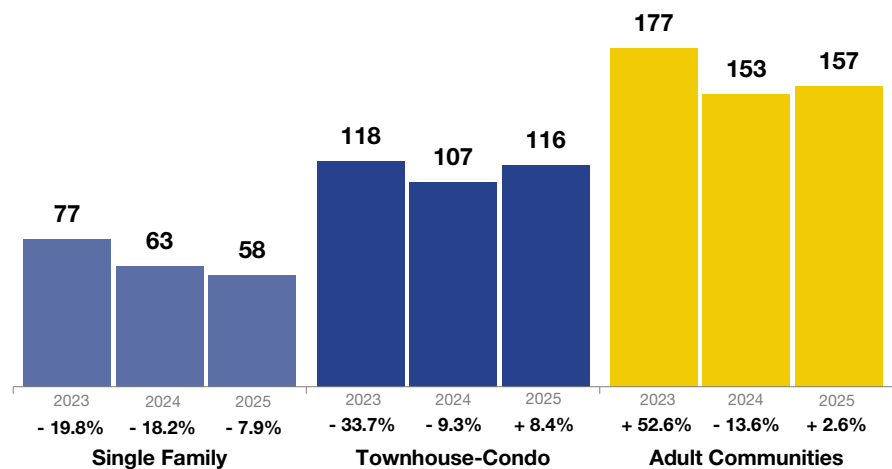
* Days on Market for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Housing Affordability Index

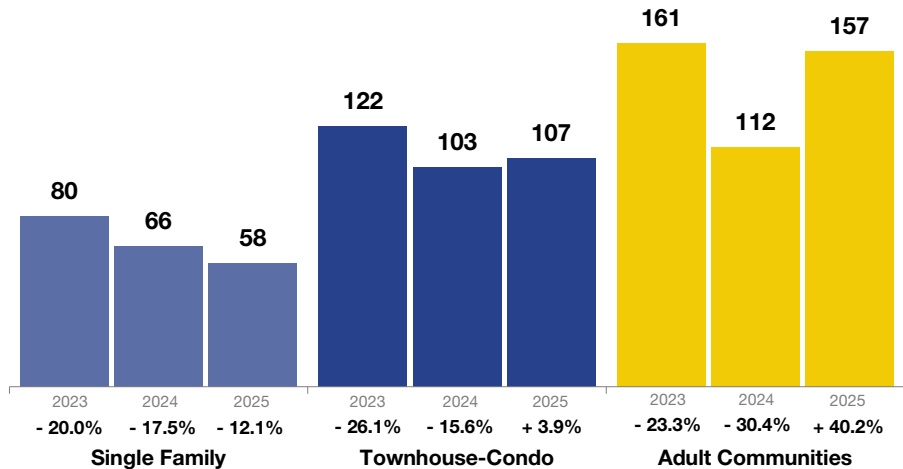


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

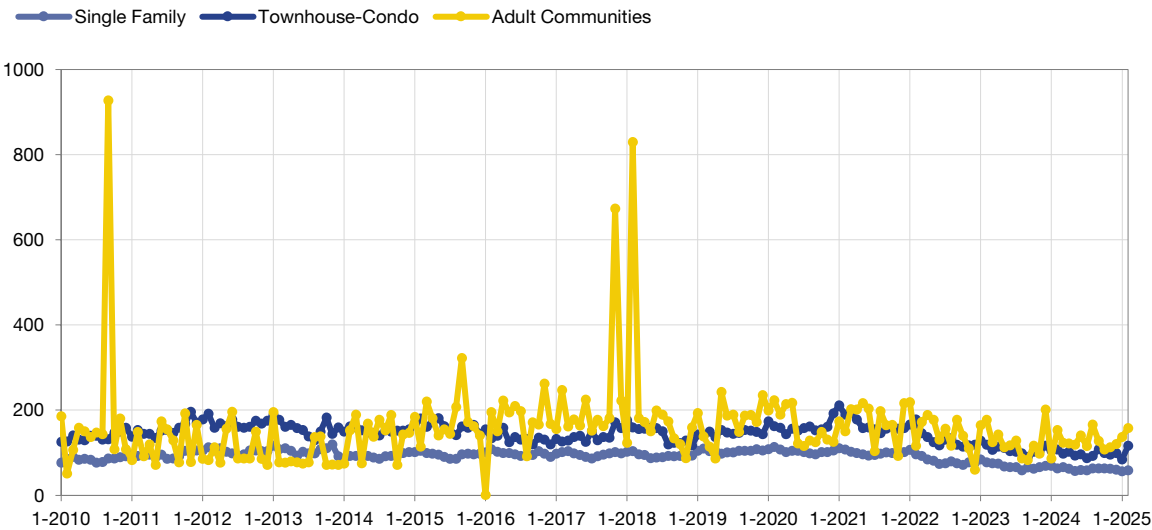
February



Year to Date



Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
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
February 2025	58	116	157
12-Month Avg.*	61	97	129

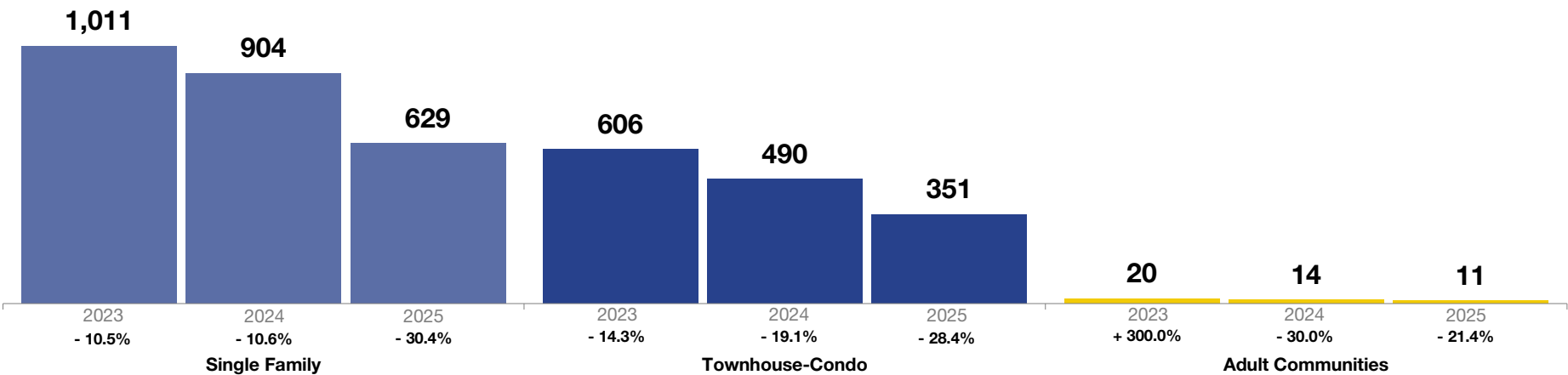
* Affordability Index for all properties from March 2024 through February 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

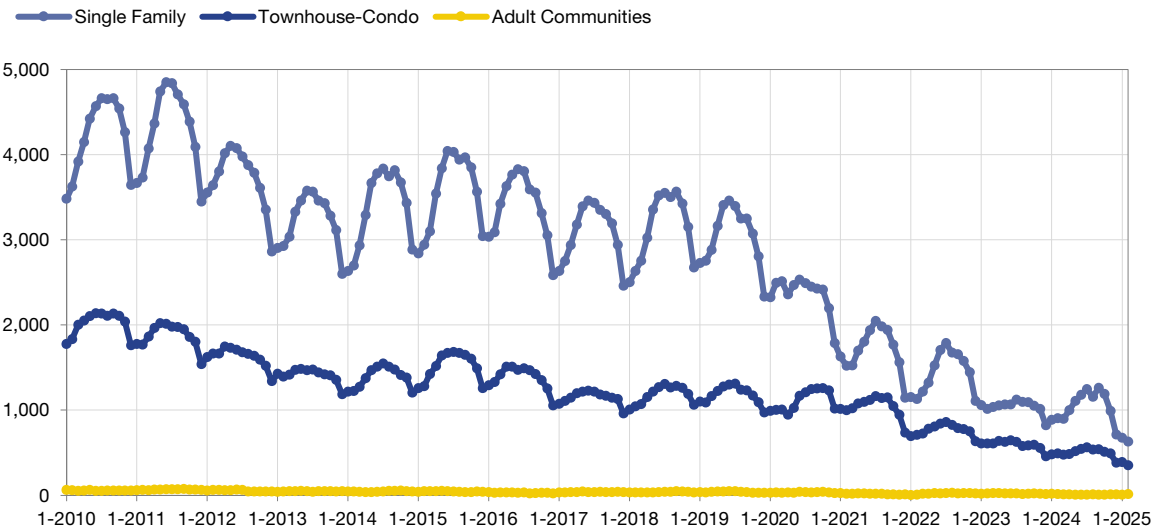


The number of properties available for sale in active status at the end of a given month.

February



Historical Inventory of Homes for Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
March 2024	895	476	8
April 2024	997	484	9
May 2024	1,106	516	7
June 2024	1,176	541	5
July 2024	1,246	560	7
August 2024	1,154	535	8
September 2024	1,262	539	7
October 2024	1,190	509	7
November 2024	991	489	8
December 2024	710	380	8
January 2025	675	387	7
February 2025	629	351	11
12-Month Avg.	1,003	481	8

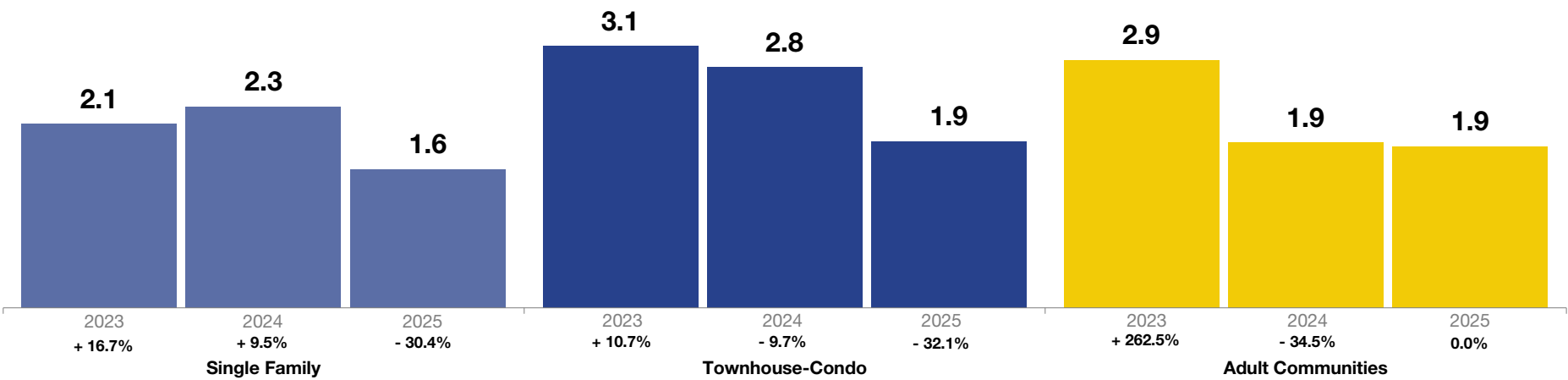
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Months Supply of Inventory

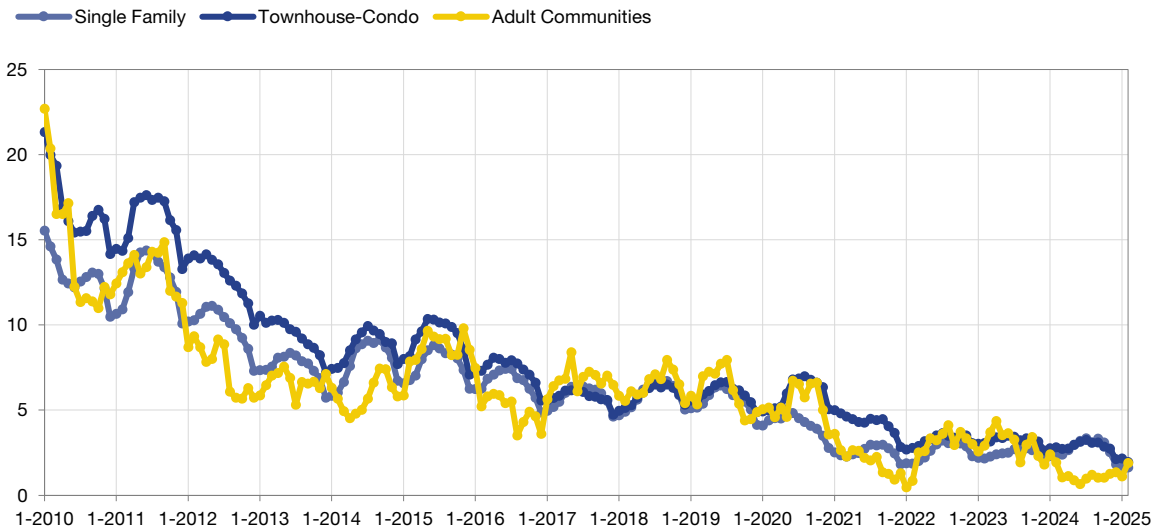


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

February



Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
March 2024	2.4	2.7	1.0
April 2024	2.6	2.7	1.1
May 2024	2.9	3.0	0.9
June 2024	3.2	3.1	0.6
July 2024	3.3	3.2	1.0
August 2024	3.1	3.1	1.2
September 2024	3.3	3.1	1.0
October 2024	3.1	2.8	1.0
November 2024	2.5	2.7	1.2
December 2024	1.8	2.1	1.3
January 2025	1.7	2.1	1.1
February 2025	1.6	1.9	1.9
12-Month Avg.*	2.6	2.7	1.1

* Months Supply for all properties from March 2024 through February 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	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		669	592	- 11.5%	1,321	1,208	- 8.6%
Pending Sales		498	430	- 13.7%	885	842	- 4.9%
Closed Sales		363	352	- 3.0%	792	791	- 0.1%
Median Sales Price		\$640,000	\$662,000	+ 3.4%	\$630,000	\$715,000	+ 13.5%
Average Sales Price		\$777,369	\$869,297	+ 11.8%	\$751,275	\$930,085	+ 23.8%
Pct. of List Price Received		100.6%	101.2%	+ 0.6%	101.4%	101.3%	- 0.1%
Days on Market Until Sale		45	66	+ 46.7%	42	62	+ 47.6%
Housing Affordability Index		71	69	- 2.8%	72	64	- 11.1%
Inventory of Homes for Sale		1,413	998	- 29.4%	--	--	--
Months Supply of Inventory		2.5	1.7	- 32.0%	--	--	--