

Monthly Indicators



For residential real estate activity in Allendale, Alpine, Bergenfield, Bogota, Carlstadt, Clifftside 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.

March 2025

U.S. existing-home sales rebounded from the previous month, rising 4.2% to a seasonally adjusted annual rate of 4.26 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast sales would fall to a rate of 3.95 million for the month. Purchase activity increased in the South and the West but decreased in the Northeast, while sales in the Midwest remained unchanged from one month earlier.

- Single Family Closed Sales decreased 8.4 percent to 272.
- Townhouse-Condo Closed Sales decreased 0.7 percent to 150.
- Adult Communities Closed Sales decreased 41.7 percent to 7.

- Single Family Median Sales Price was up 14.3 percent to \$800,000.
- Townhouse-Condo Median Sales Price was up 1.2 percent to \$480,750.
- Adult Communities Median Sales Price was up 0.3 percent to \$435,000.

Heading into March there were 1.24 million properties for sale, a 5.1% increase from the previous month and a 17% jump from one year ago, for a 3.5-month supply at the current sales pace, according to NAR. While mortgage rates have remained in the mid-to-high 6% range, the additional supply appears to have helped bring some buyers out of the woodwork, even as sales prices continue to rise nationwide.

Monthly Snapshot

- 6.9% **- 23.8%** **+ 9.8%**

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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		507	546	+ 7.7%	1,358	1,317	- 3.0%
Pending Sales		401	405	+ 1.0%	964	920	- 4.6%
Closed Sales		297	272	- 8.4%	802	808	+ 0.7%
Median Sales Price		\$700,000	\$800,000	+ 14.3%	\$699,000	\$800,000	+ 14.4%
Average Sales Price		\$886,358	\$1,009,874	+ 13.9%	\$876,779	\$1,055,050	+ 20.3%
Pct. of List Price Received		102.7%	103.3%	+ 0.6%	102.2%	102.5%	+ 0.3%
Days on Market Until Sale		41	41	0.0%	40	41	+ 2.5%
Housing Affordability Index		66	58	- 12.1%	66	58	- 12.1%
Inventory of Homes for Sale		896	685	- 23.5%	--	--	--
Months Supply of Inventory		2.4	1.8	- 25.0%	--	--	--

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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		241	237	- 1.7%	686	661	- 3.6%
Pending Sales		199	182	- 8.5%	504	492	- 2.4%
Closed Sales		151	150	- 0.7%	423	403	- 4.7%
Median Sales Price		\$475,000	\$480,750	+ 1.2%	\$448,000	\$499,500	+ 11.5%
Average Sales Price		\$591,869	\$599,962	+ 1.4%	\$556,343	\$616,614	+ 10.8%
Pct. of List Price Received		99.7%	99.7%	0.0%	100.0%	99.6%	- 0.4%
Days on Market Until Sale		48	100	+ 108.3%	46	104	+ 126.1%
Housing Affordability Index		97	113	+ 16.5%	102	108	+ 5.9%
Inventory of Homes for Sale		476	358	- 24.8%	--	--	--
Months Supply of Inventory		2.7	2.0	- 25.9%	--	--	--

Adult Community Market Overview

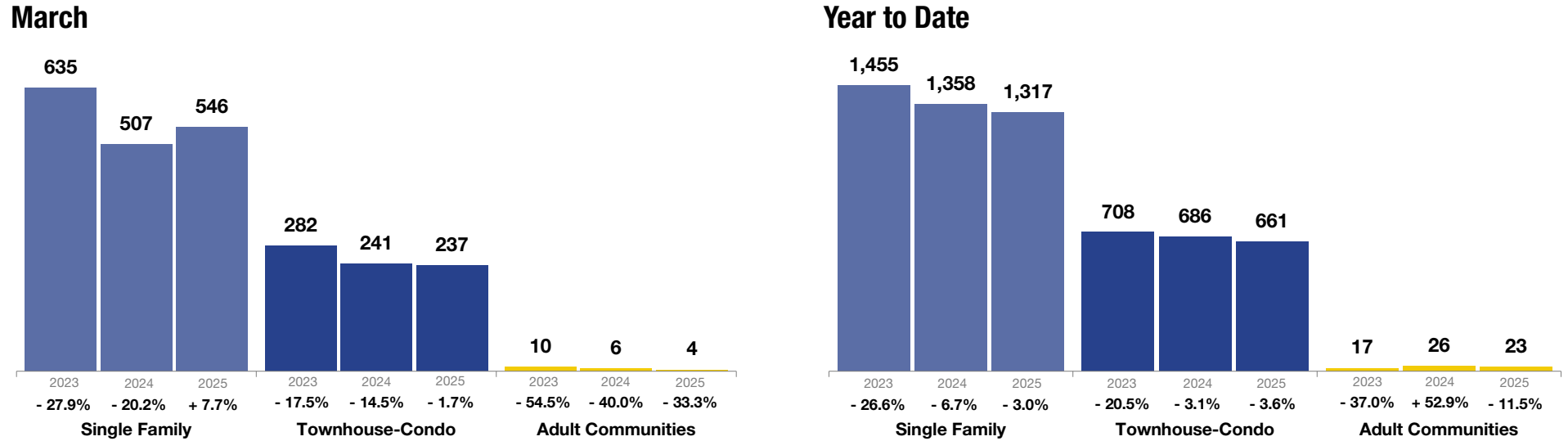


Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		6	4	- 33.3%	26	23	- 11.5%
Pending Sales		12	7	- 41.7%	25	18	- 28.0%
Closed Sales		12	7	- 41.7%	21	13	- 38.1%
Median Sales Price		\$433,500	\$435,000	+ 0.3%	\$442,000	\$390,000	- 11.8%
Average Sales Price		\$532,125	\$479,143	- 10.0%	\$530,024	\$460,014	- 13.2%
Pct. of List Price Received		102.0%	101.0%	- 1.0%	100.9%	101.1%	+ 0.2%
Days on Market Until Sale		42	57	+ 35.7%	59	63	+ 6.8%
Housing Affordability Index		123	125	+ 1.6%	121	139	+ 14.9%
Inventory of Homes for Sale		8	7	- 12.5%	--	--	--
Months Supply of Inventory		1.0	1.3	+ 30.0%	--	--	--

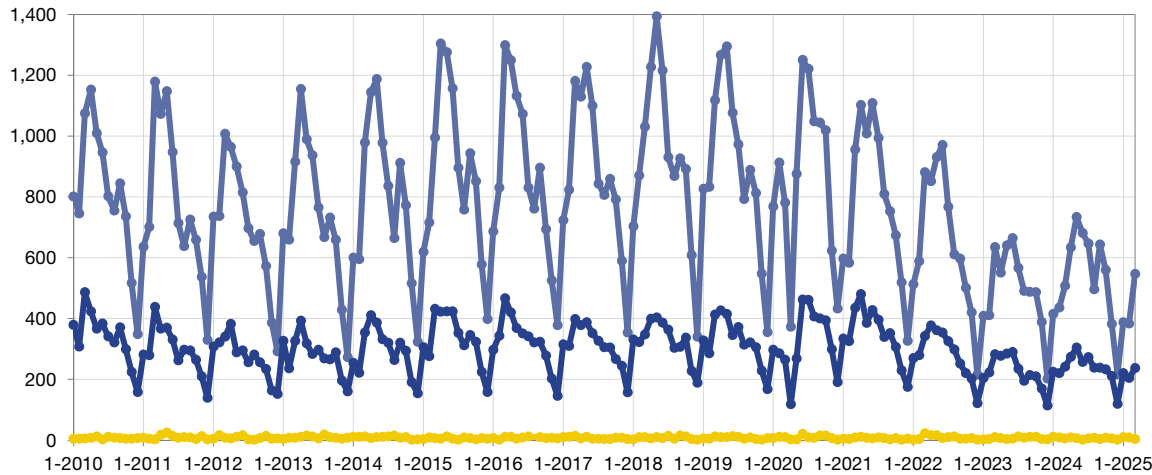
New Listings

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



Historical New Listings by Month

Single Family Townhouse-Condo Adult Communities



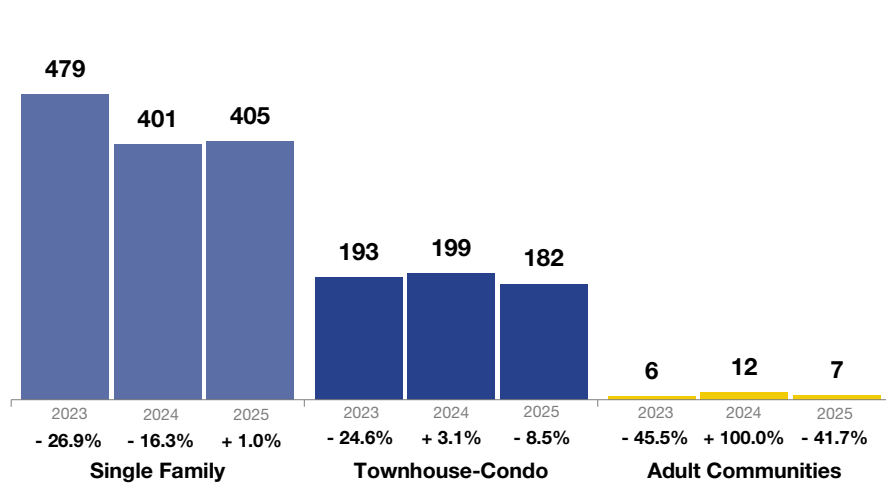
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2024	634	274	9
May 2024	734	304	7
June 2024	681	257	1
July 2024	646	273	6
August 2024	496	238	8
September 2024	643	238	4
October 2024	560	233	8
November 2024	382	211	6
December 2024	216	119	1
January 2025	388	220	10
February 2025	383	204	9
March 2025	546	237	4
12-Month Avg.	526	234	6

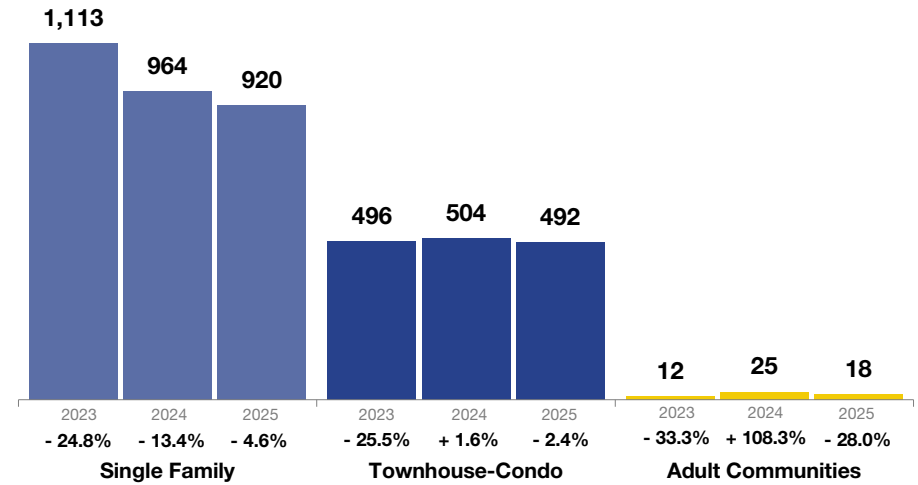
Pending Sales

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

March

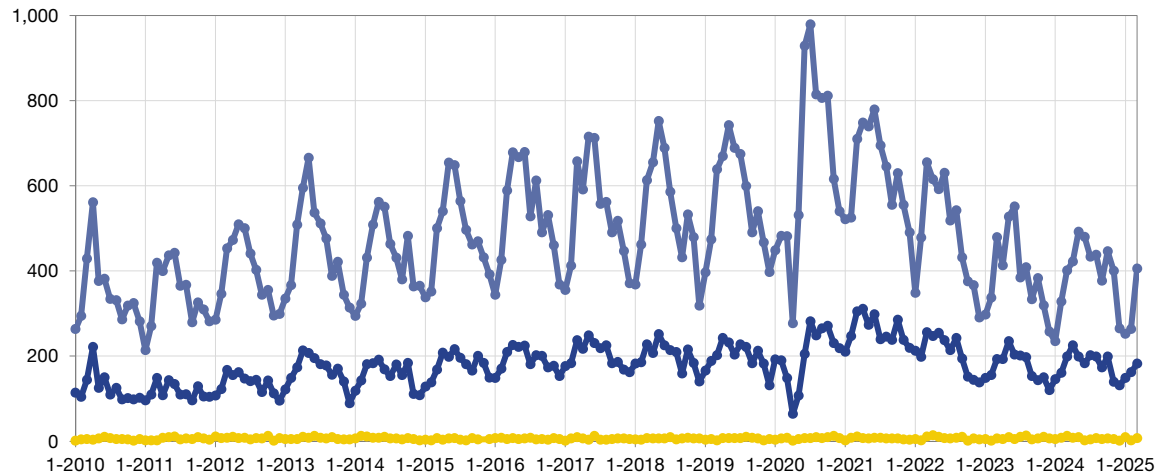


Year to Date



Historical Pending Sales by Month

— Single Family — Townhouse-Condo — Adult Communities

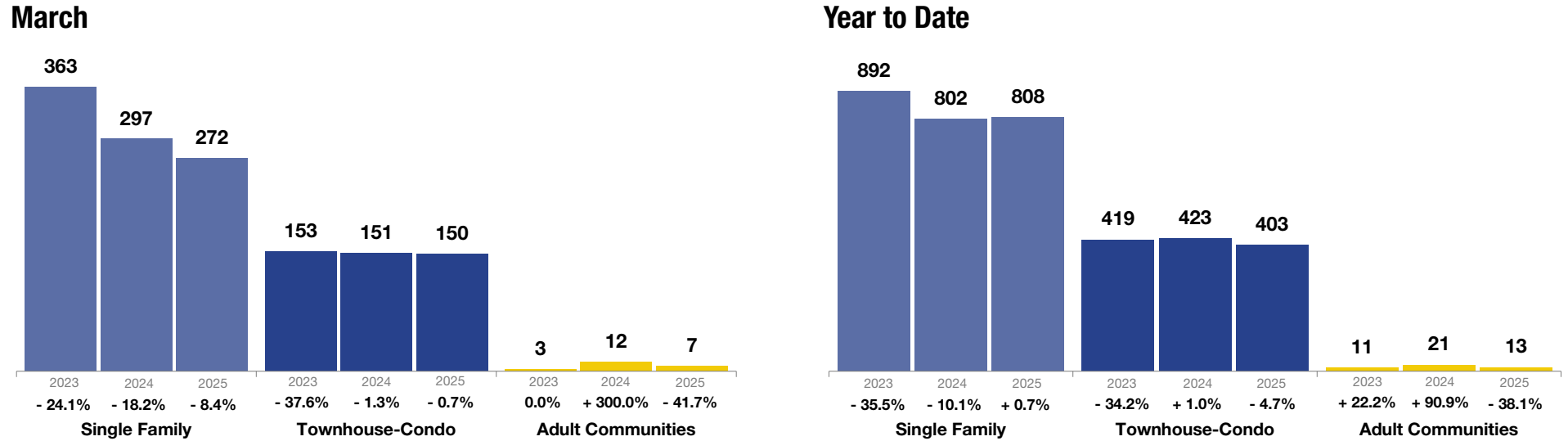


Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

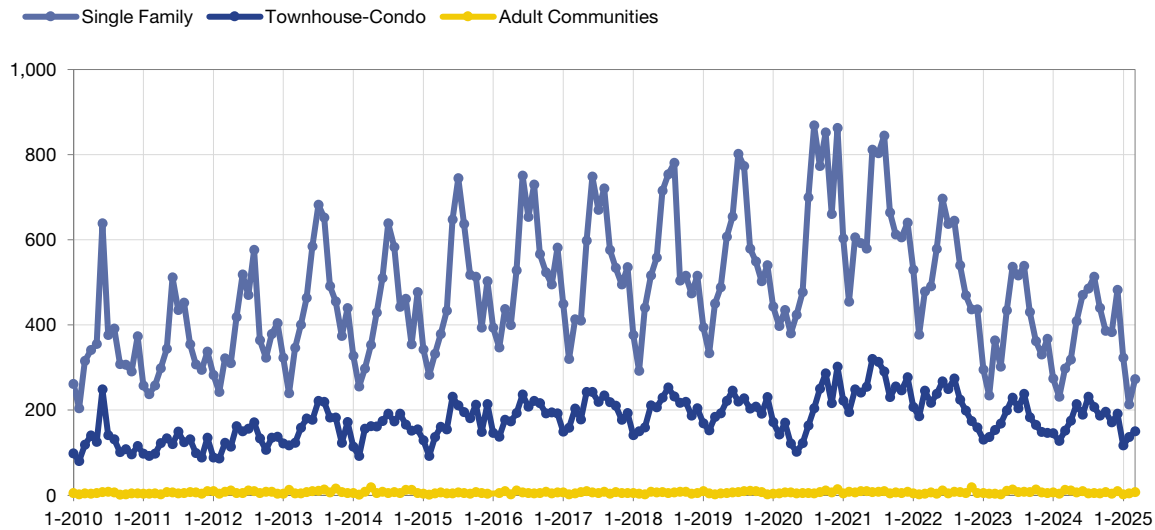
	Single Family	Townhouse-Condo	Adult Communities
April 2024	422	225	8
May 2024	492	199	9
June 2024	480	183	2
July 2024	433	202	4
August 2024	438	199	7
September 2024	377	173	5
October 2024	446	199	6
November 2024	400	139	5
December 2024	265	131	1
January 2025	252	148	9
February 2025	263	162	2
March 2025	405	182	7
12-Month Avg.	389	179	5

Closed Sales

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



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.

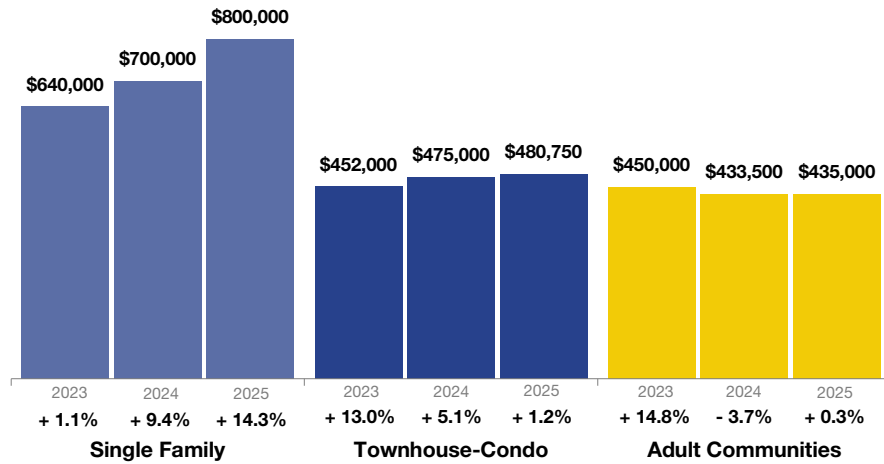
	Single Family	Townhouse-Condo	Adult Communities
April 2024	318	175	11
May 2024	408	214	6
June 2024	470	189	9
July 2024	485	231	4
August 2024	513	207	5
September 2024	440	187	4
October 2024	386	196	7
November 2024	383	171	3
December 2024	482	191	9
January 2025	323	117	2
February 2025	213	136	4
March 2025	272	150	7
12-Month Avg.	391	180	6

Median Sales Price

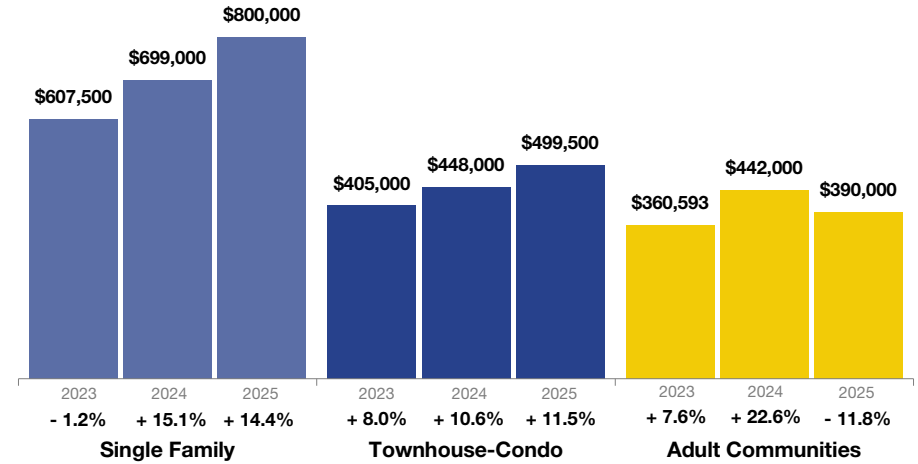


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

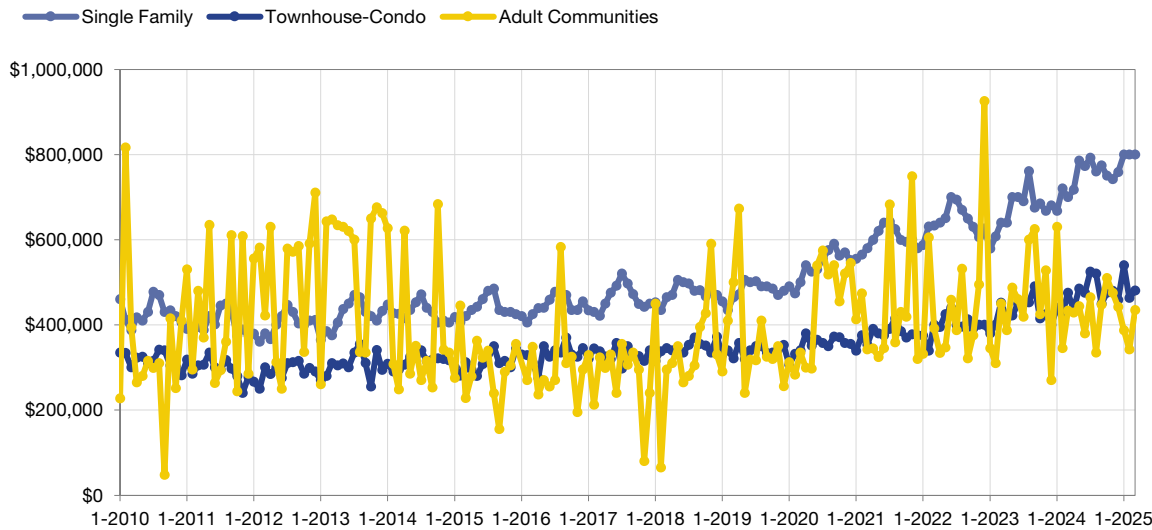
March



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
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	\$758,500	\$459,000	\$442,084
January 2025	\$800,000	\$540,000	\$387,000
February 2025	\$800,000	\$463,000	\$342,000
March 2025	\$800,000	\$480,750	\$435,000
12-Month Med.*	\$767,750	\$482,500	\$435,000

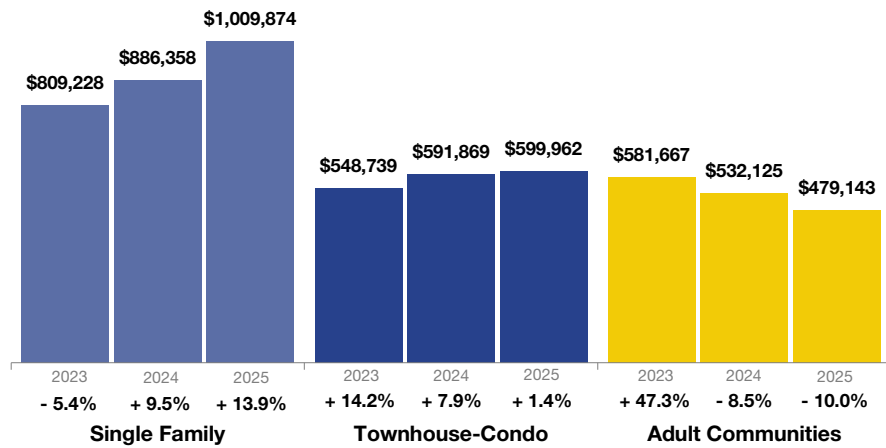
* Median Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Average Sales Price

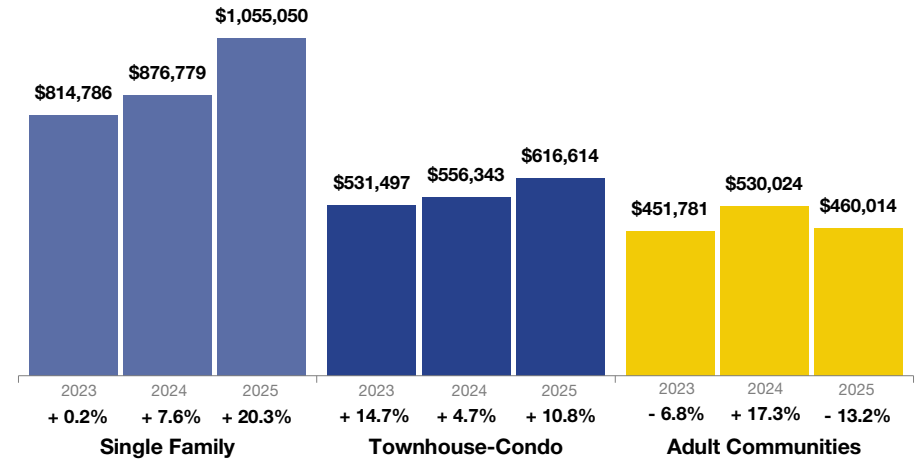


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

March

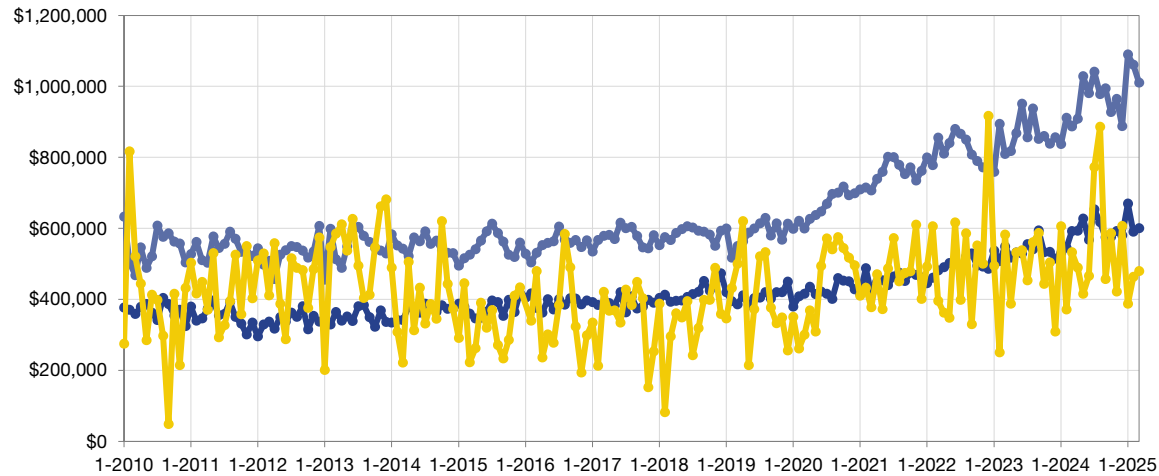


Year to Date



Historical Average Sales Price 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
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	\$887,824	\$580,348	\$606,545
January 2025	\$1,089,582	\$669,444	\$387,000
February 2025	\$1,060,373	\$589,919	\$463,045
March 2025	\$1,009,874	\$599,962	\$479,143
12-Month Avg.*	\$984,623	\$602,950	\$538,236

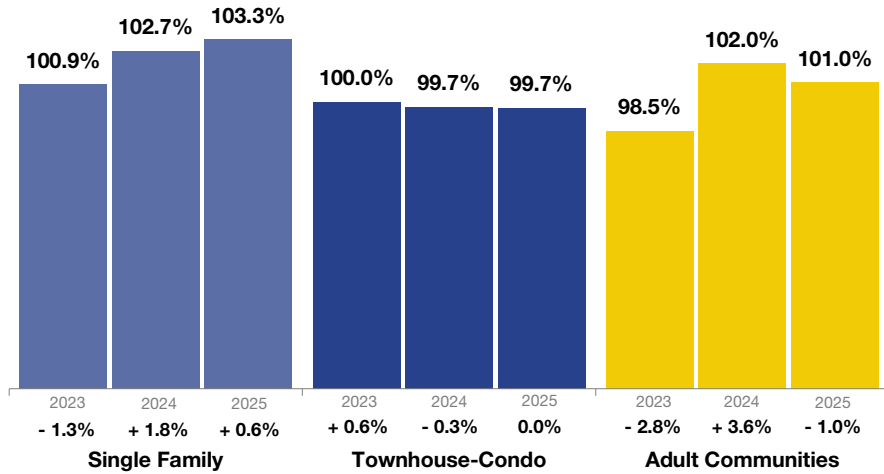
* Avg. Sales Price for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Percent of List Price Received

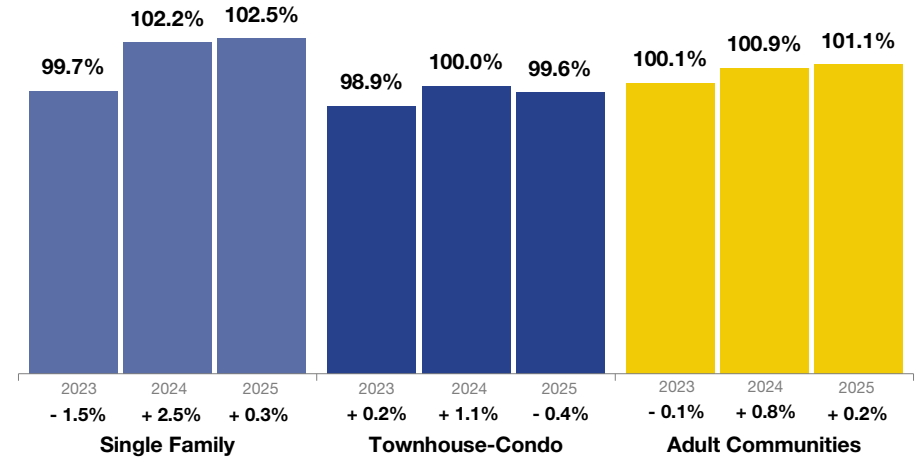


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

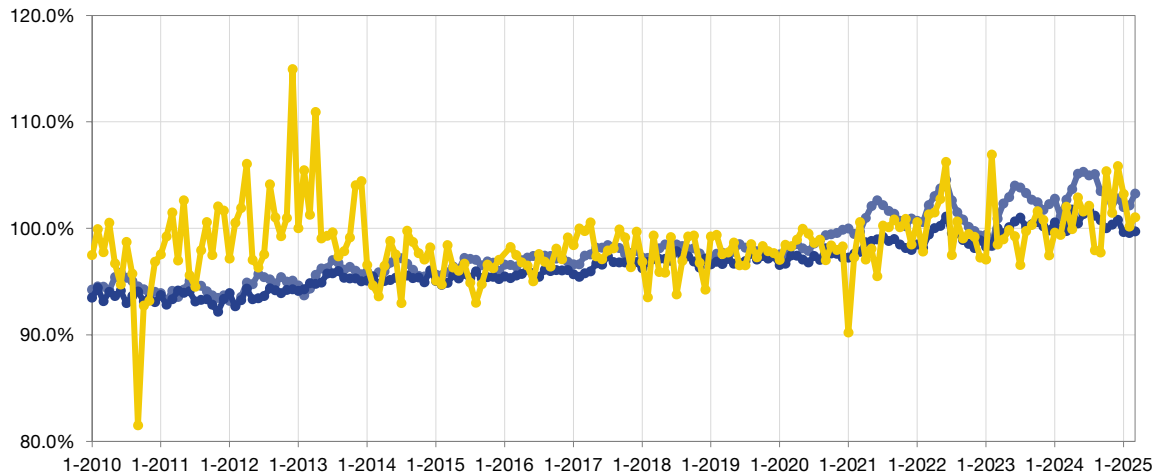


Year to Date



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.

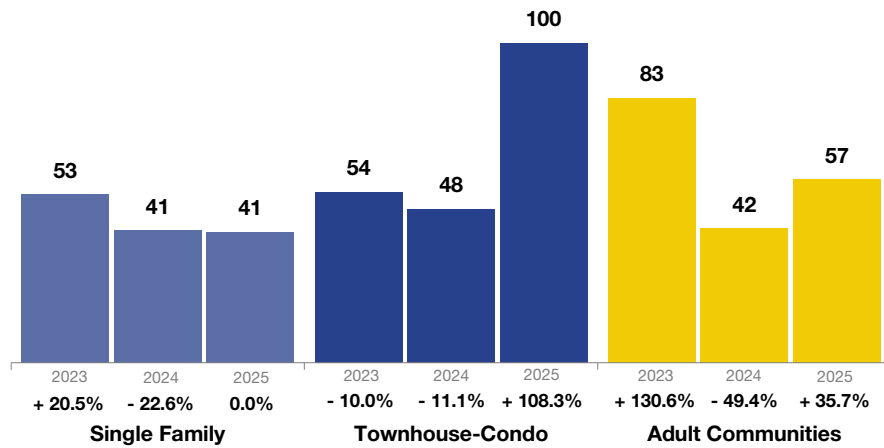
	Single Family	Townhouse-Condo	Adult Communities
April 2024	103.7%	101.7%	99.9%
May 2024	105.1%	100.5%	102.9%
June 2024	105.3%	101.3%	101.6%
July 2024	105.0%	101.7%	102.1%
August 2024	105.1%	101.2%	97.9%
September 2024	103.5%	100.8%	97.7%
October 2024	103.1%	100.0%	105.3%
November 2024	102.4%	100.3%	101.4%
December 2024	102.8%	100.8%	105.8%
January 2025	102.0%	99.6%	103.2%
February 2025	102.1%	99.6%	100.1%
March 2025	103.3%	99.7%	101.0%
12-Month Avg.*	103.8%	100.7%	101.8%

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

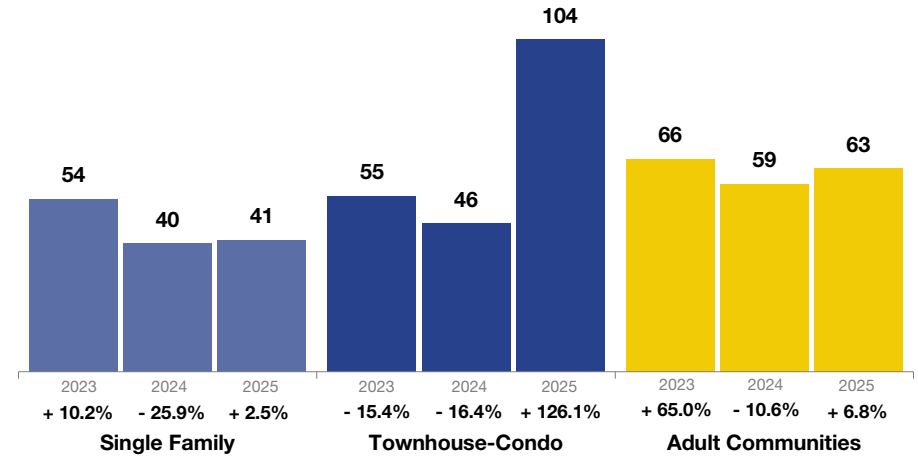
Days on Market Until Sale

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

March

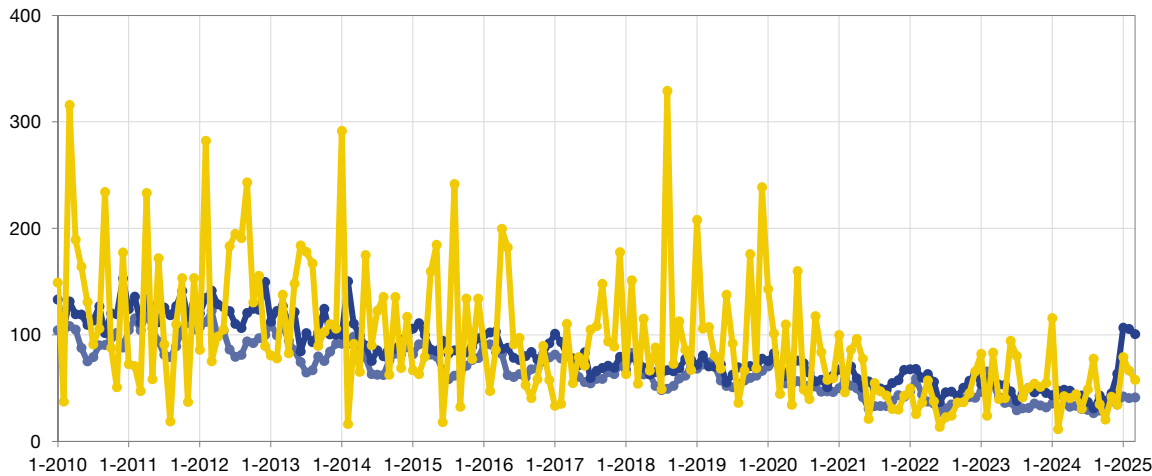


Year to Date



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
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
March 2025	41	100	57
12-Month Avg.*	33	54	44

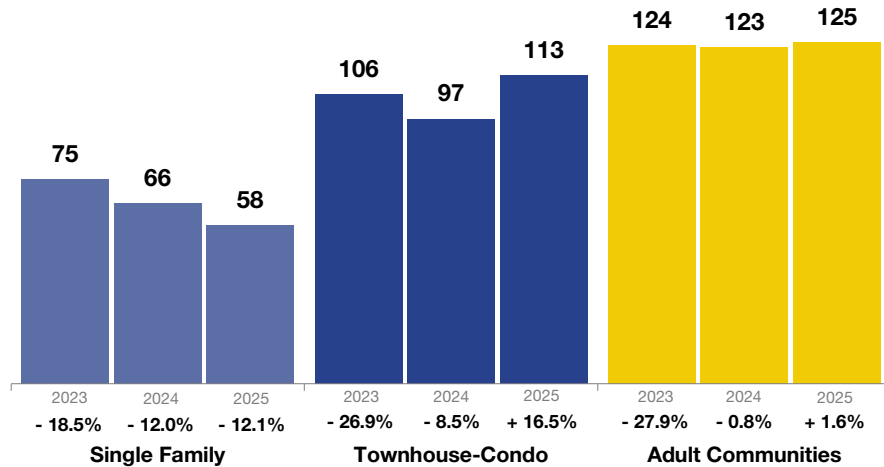
* Days on Market for all properties from April 2024 through March 2025. This is not the average of the individual figures above.

Housing Affordability Index

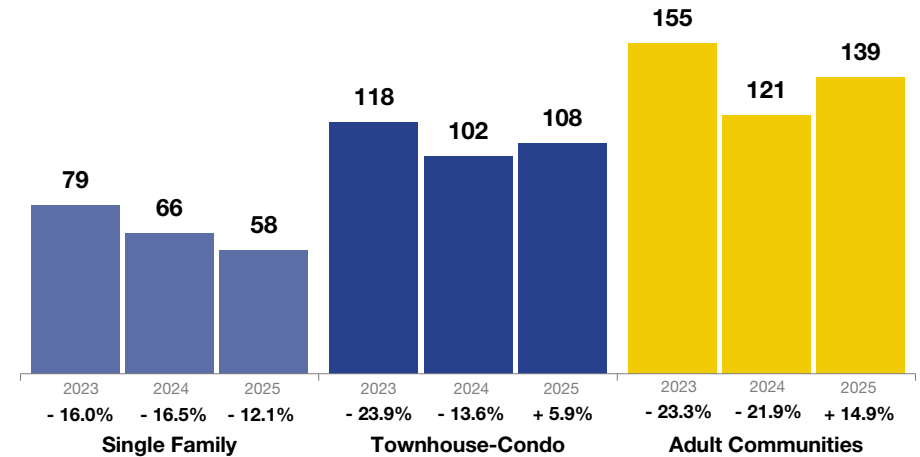


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

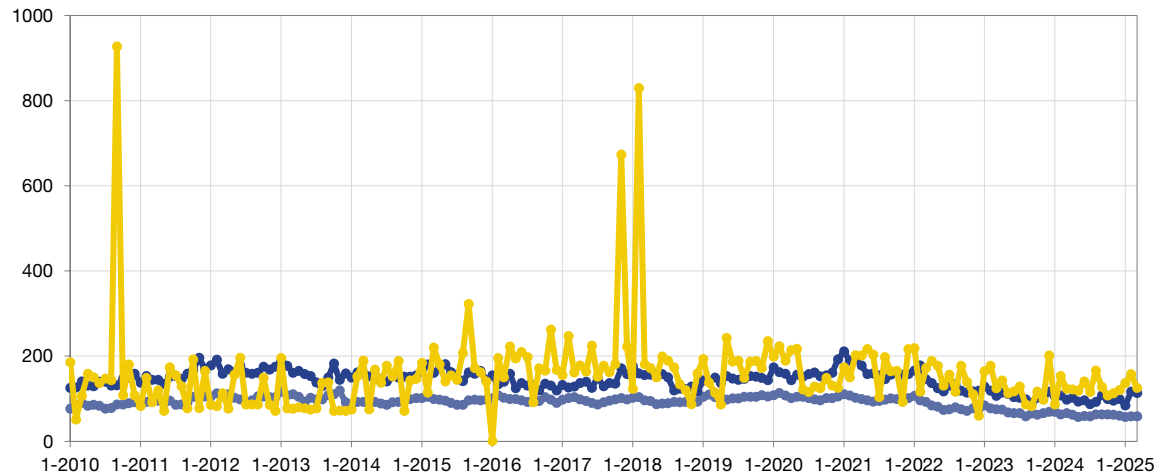


Year to Date



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.

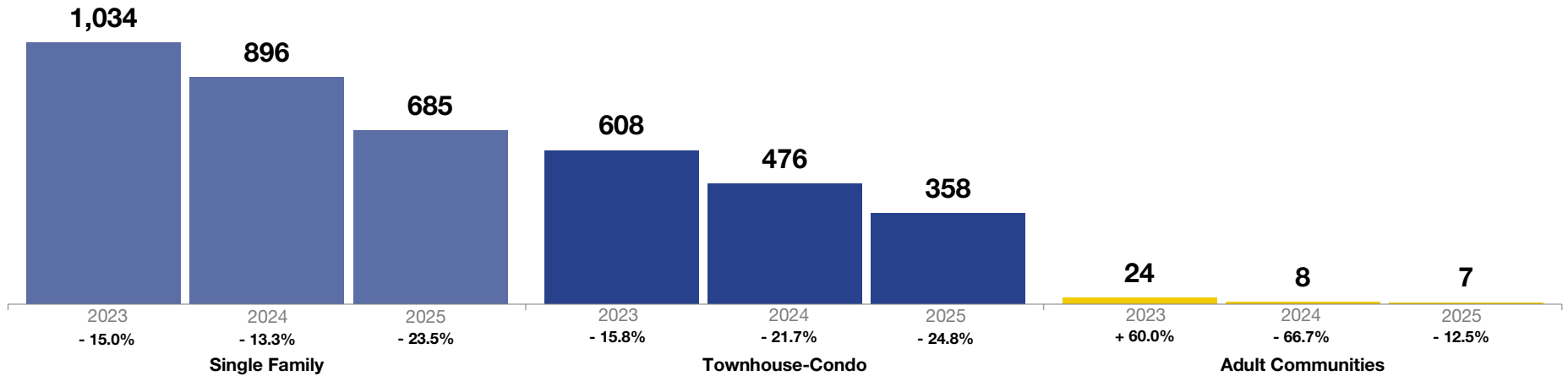
	Single Family	Townhouse-Condo	Adult Communities
April 2024	62	102	121
May 2024	57	93	118
June 2024	59	96	140
July 2024	58	87	115
August 2024	63	92	166
September 2024	63	108	127
October 2024	63	99	107
November 2024	62	95	112
December 2024	60	99	120
January 2025	57	84	136
February 2025	58	116	157
March 2025	58	113	125
12-Month Avg.*	60	99	129

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

Inventory of Homes for Sale

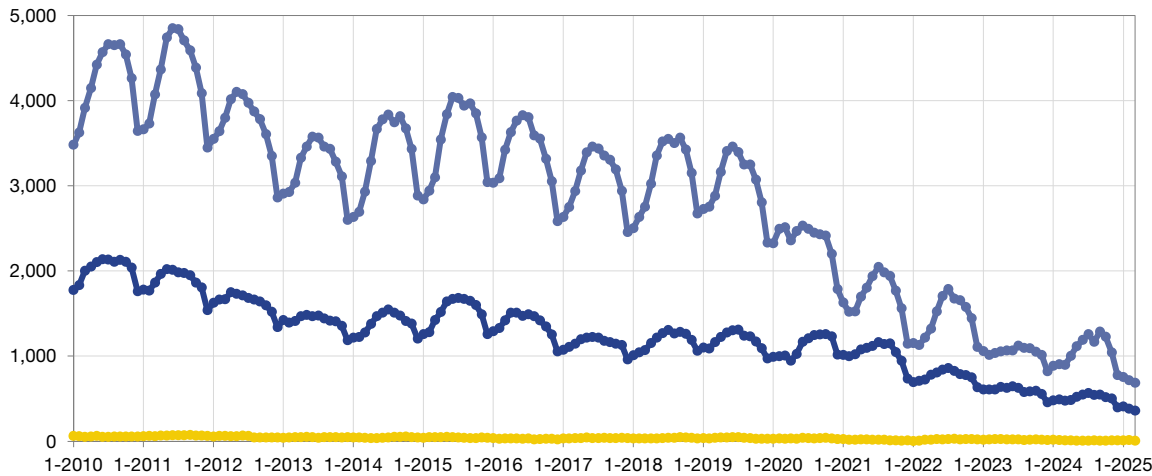
The number of properties available for sale in active status at the end of a given month.

March



Historical Inventory of Homes for Sale by Month

Single Family Townhouse-Condo Adult Communities



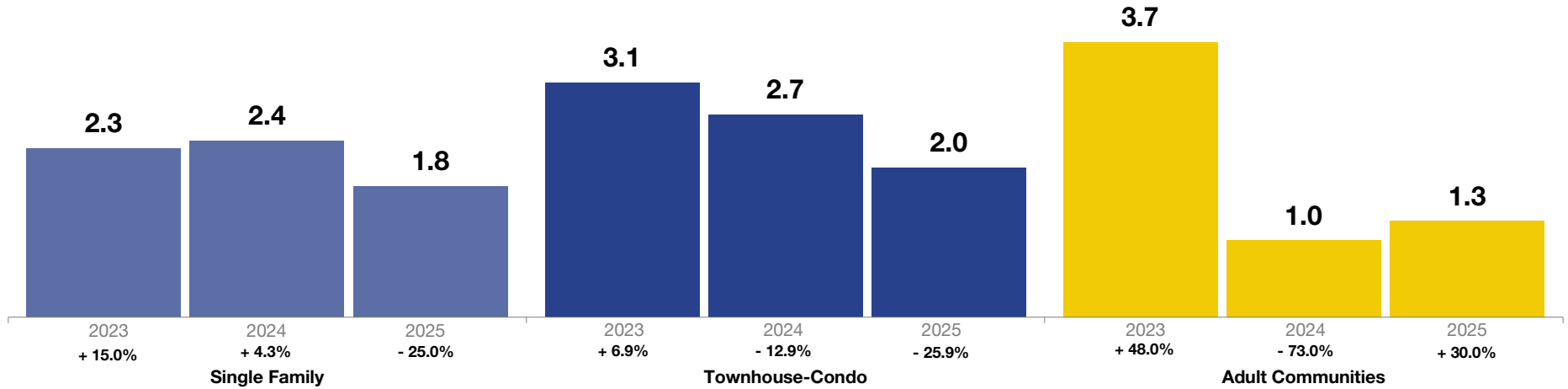
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2024	1,001	484	9
May 2024	1,113	519	7
June 2024	1,187	546	5
July 2024	1,258	565	7
August 2024	1,168	541	8
September 2024	1,285	545	7
October 2024	1,227	517	7
November 2024	1,044	500	8
December 2024	776	397	8
January 2025	753	409	8
February 2025	715	380	12
March 2025	685	358	7
12-Month Avg.	1,018	480	8

Months Supply of Inventory

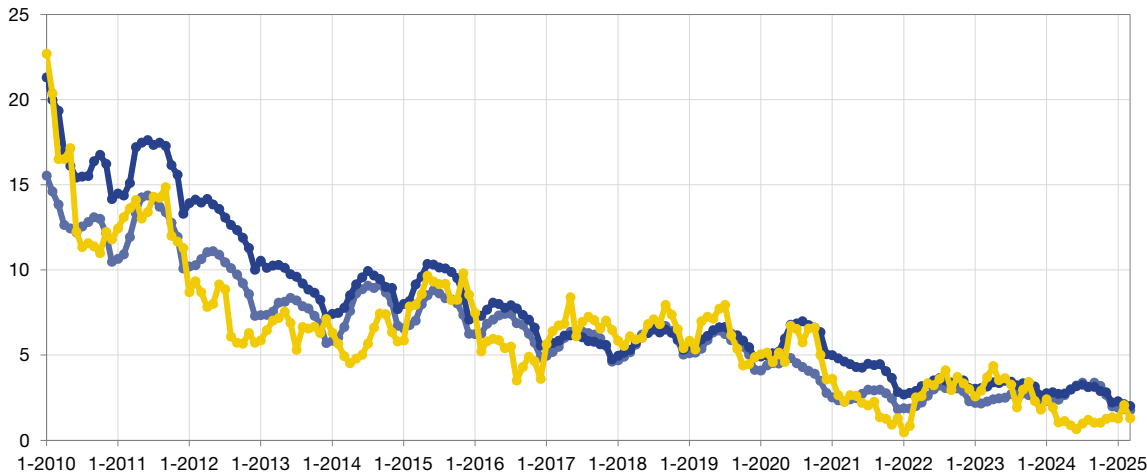
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

March



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
April 2024	2.6	2.7	1.1
May 2024	3.0	3.0	0.9
June 2024	3.2	3.2	0.6
July 2024	3.4	3.3	1.0
August 2024	3.1	3.1	1.2
September 2024	3.4	3.1	1.0
October 2024	3.2	2.9	1.0
November 2024	2.7	2.8	1.2
December 2024	2.0	2.2	1.3
January 2025	1.9	2.3	1.3
February 2025	1.8	2.1	2.1
March 2025	1.8	2.0	1.3
12-Month Avg.*	2.7	2.7	1.2

* Months Supply for all properties from April 2024 through March 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	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		756	788	+ 4.2%	2,077	2,008	- 3.3%
Pending Sales		614	596	- 2.9%	1,499	1,435	- 4.3%
Closed Sales		462	430	- 6.9%	1,254	1,226	- 2.2%
Median Sales Price		\$658,000	\$722,500	+ 9.8%	\$640,000	\$717,000	+ 12.0%
Average Sales Price		\$779,601	\$858,214	+ 10.1%	\$761,711	\$904,358	+ 18.7%
Pct. of List Price Received		101.7%	102.0%	+ 0.3%	101.5%	101.5%	0.0%
Days on Market Until Sale		44	62	+ 40.9%	42	62	+ 47.6%
Housing Affordability Index		70	64	- 8.6%	72	65	- 9.7%
Inventory of Homes for Sale		1,385	1,056	- 23.8%	--	--	--
Months Supply of Inventory		2.5	1.8	- 28.0%	--	--	--