

# 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.

## July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

- Single Family Closed Sales increased 0.2 percent to 486.
- Townhouse-Condo Closed Sales decreased 15.2 percent to 196.
- Adult Communities Closed Sales increased 50.0 percent to 6.
  
- Single Family Median Sales Price was up 8.6 percent to \$860,000.
- Townhouse-Condo Median Sales Price was down 3.8 percent to \$505,000.
- Adult Communities Median Sales Price was up 69.4 percent to \$787,500.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

## Monthly Snapshot

**- 4.4%**      **+ 3.0%**      **+ 4.6%**

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	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		646	685	+ 6.0%	4,052	4,132	+ 2.0%
Pending Sales		432	479	+ 10.9%	2,789	2,792	+ 0.1%
Closed Sales		485	486	+ 0.2%	2,483	2,479	- 0.2%
Median Sales Price		\$792,000	\$860,000	+ 8.6%	\$745,000	\$825,000	+ 10.7%
Average Sales Price		\$1,040,997	\$1,092,333	+ 4.9%	\$957,451	\$1,069,120	+ 11.7%
Pct. of List Price Received		105.0%	104.5%	- 0.5%	104.0%	103.9%	- 0.1%
Days on Market Until Sale		29	28	- 3.4%	34	34	0.0%
Housing Affordability Index		58	54	- 6.9%	62	56	- 9.7%
Inventory of Homes for Sale		964	993	+ 3.0%	--	--	--
Months Supply of Inventory		2.6	2.5	- 3.8%	--	--	--

# Townhouse-Condo Market Overview



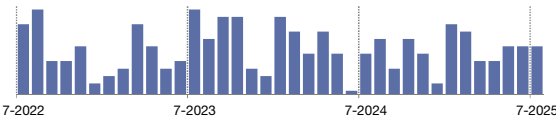


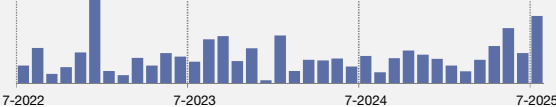

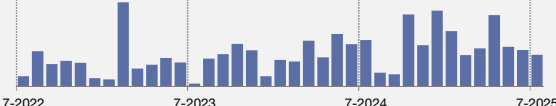

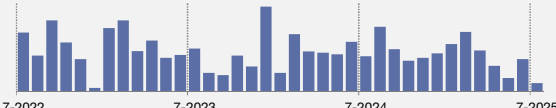

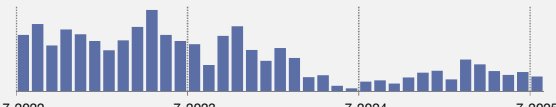
Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		273	288	+ 5.5%	1,796	1,767	- 1.6%
Pending Sales		202	192	- 5.0%	1,312	1,231	- 6.2%
Closed Sales		231	196	- 15.2%	1,232	1,146	- 7.0%
Median Sales Price		\$525,000	\$505,000	- 3.8%	\$475,000	\$498,900	+ 5.0%
Average Sales Price		\$653,371	\$588,738	- 9.9%	\$593,768	\$603,247	+ 1.6%
Pct. of List Price Received		101.7%	101.4%	- 0.3%	100.8%	100.5%	- 0.3%
Days on Market Until Sale		37	87	+ 135.1%	44	95	+ 115.9%
Housing Affordability Index		87	106	+ 21.8%	97	108	+ 11.3%
Inventory of Homes for Sale		444	457	+ 2.9%	--	--	--
Months Supply of Inventory		2.6	2.6	0.0%	--	--	--

# 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.

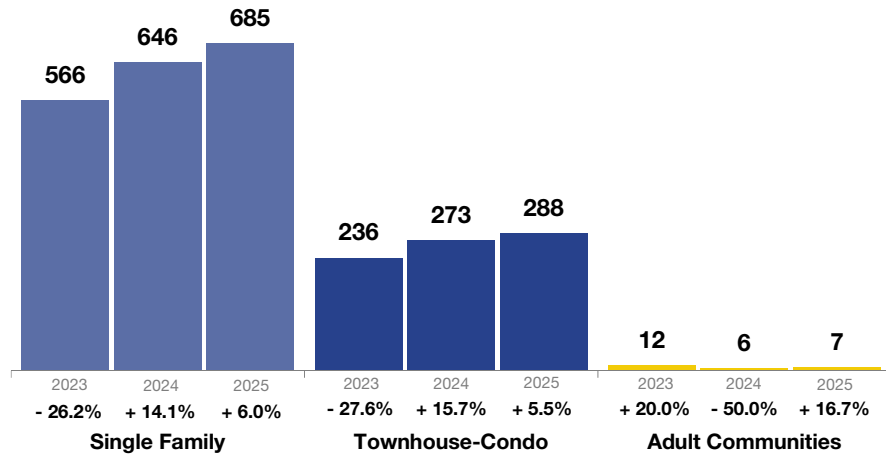
Key Metrics	Historical Sparklines	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		6	7	+ 16.7%	48	50	+ 4.2%
Pending Sales		4	6	+ 50.0%	48	44	- 8.3%
Closed Sales		4	6	+ 50.0%	51	35	- 31.4%
Median Sales Price		\$465,000	\$787,500	+ 69.4%	\$429,000	\$465,000	+ 8.4%
Average Sales Price		\$772,500	\$746,029	- 3.4%	\$515,390	\$629,702	+ 22.2%
Pct. of List Price Received		102.1%	100.2%	- 1.9%	101.1%	101.6%	+ 0.5%
Days on Market Until Sale		49	81	+ 65.3%	47	74	+ 57.4%
Housing Affordability Index		115	68	- 40.9%	125	116	- 7.2%
Inventory of Homes for Sale		6	6	0.0%	--	--	--
Months Supply of Inventory		0.8	1.1	+ 37.5%	--	--	--

# New Listings

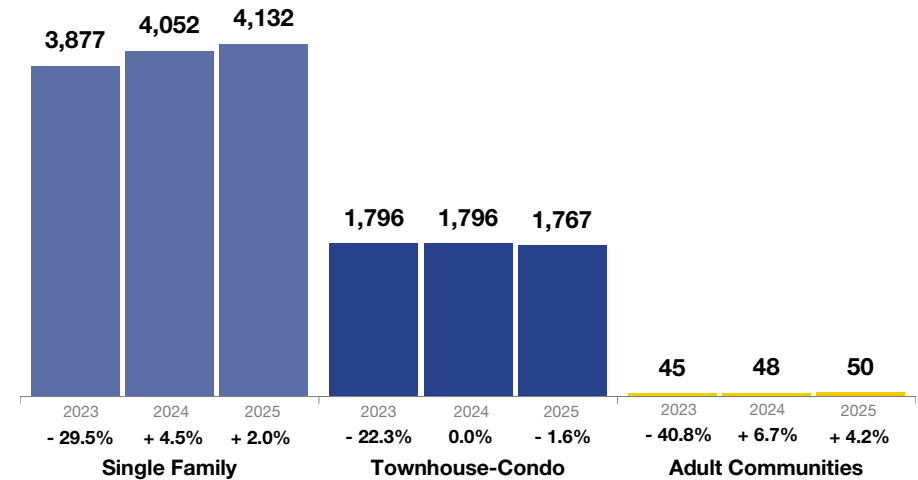
A count of the properties that have been newly listed on the market in a given month.



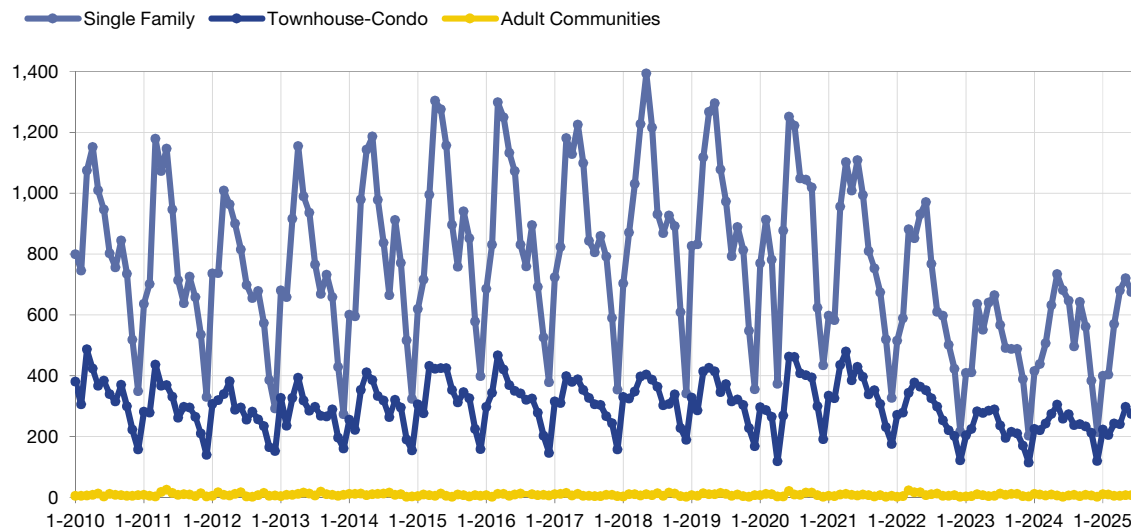
## July



## 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.

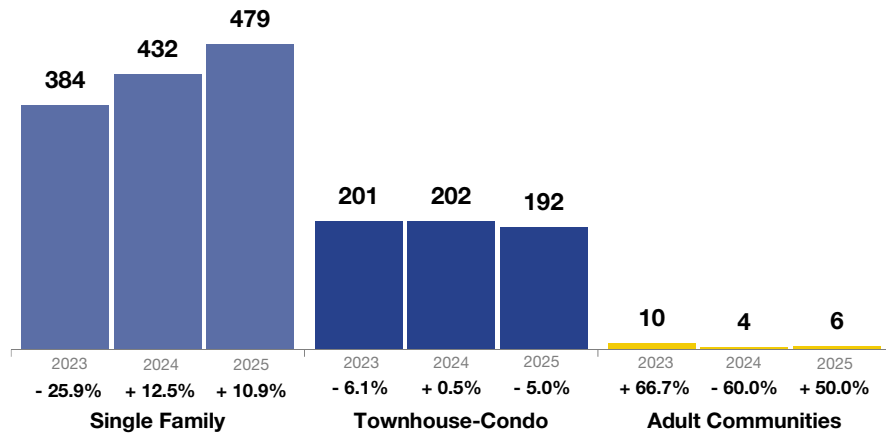
	Single Family	Townhouse-Condo	Adult Communities
August 2024	496	237	8
September 2024	642	240	4
October 2024	561	233	8
November 2024	383	212	6
December 2024	214	119	2
January 2025	399	222	10
February 2025	403	204	9
March 2025	570	242	5
April 2025	680	240	5
May 2025	720	297	7
June 2025	675	274	7
July 2025	685	288	7
12-Month Avg.	536	234	7

# Pending Sales

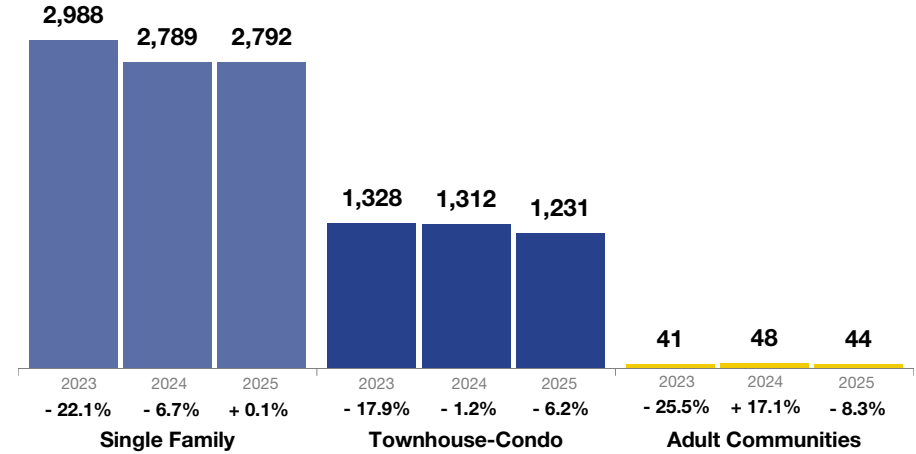
A count of the properties on which offers have been accepted in a given month.



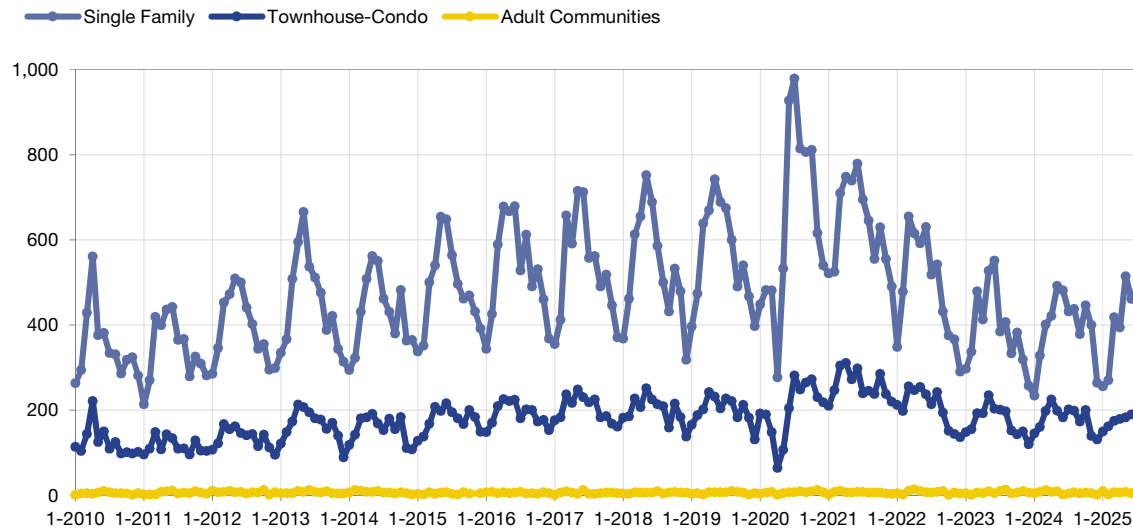
## July



## Year to Date



## Historical Pending 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.

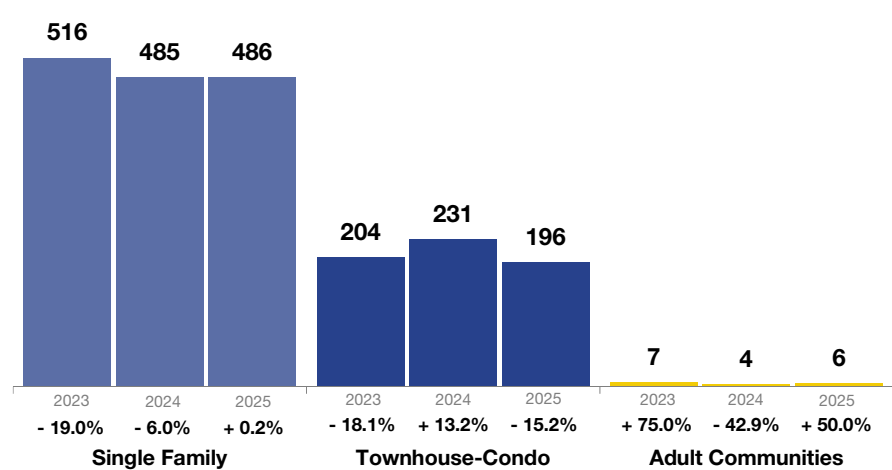
	Single Family	Townhouse-Condo	Adult Communities
August 2024	438	199	7
September 2024	378	173	5
October 2024	446	200	6
November 2024	400	139	5
December 2024	264	131	1
January 2025	256	150	10
February 2025	270	162	2
March 2025	418	175	7
April 2025	394	179	6
May 2025	514	183	8
June 2025	461	190	5
July 2025	479	192	6
12-Month Avg.	393	173	6

# Closed Sales

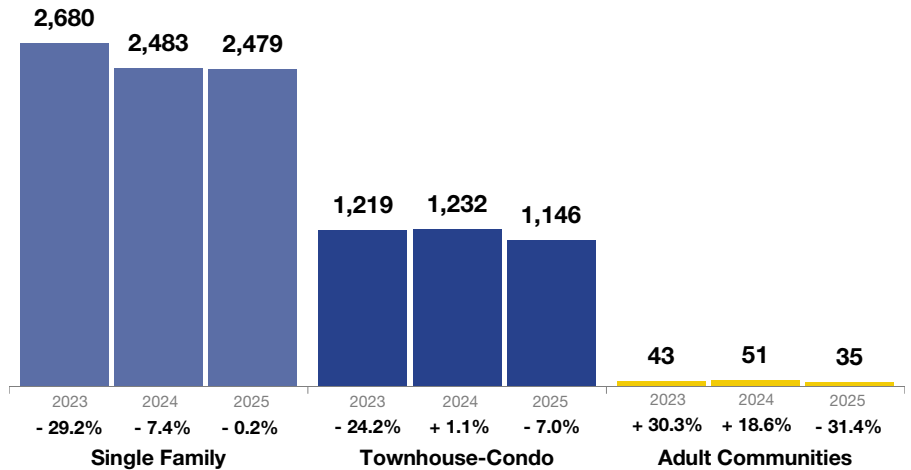
A count of the actual sales that closed in a given month.



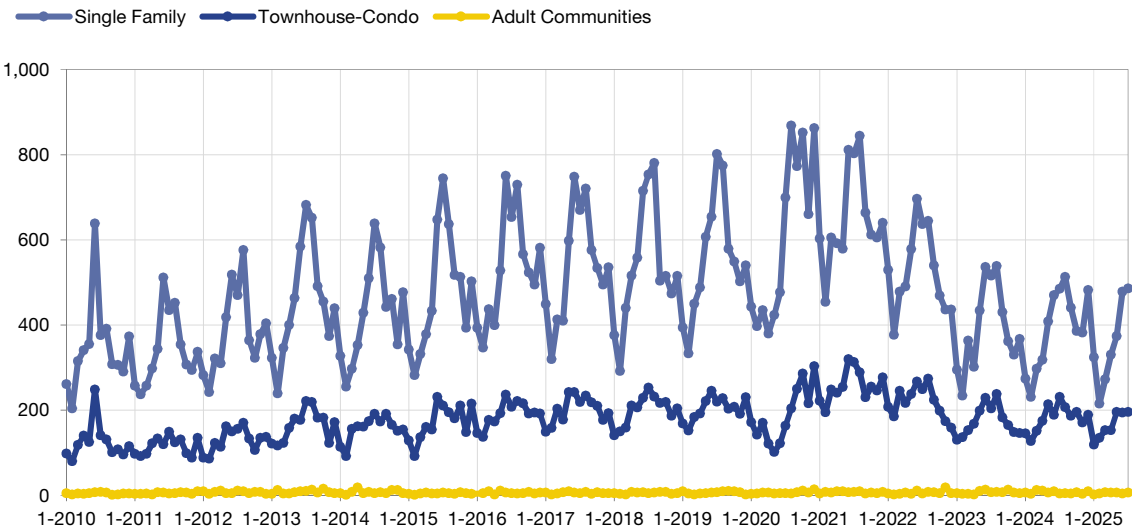
## July



## Year to Date



## Historical Closed Sales by Month



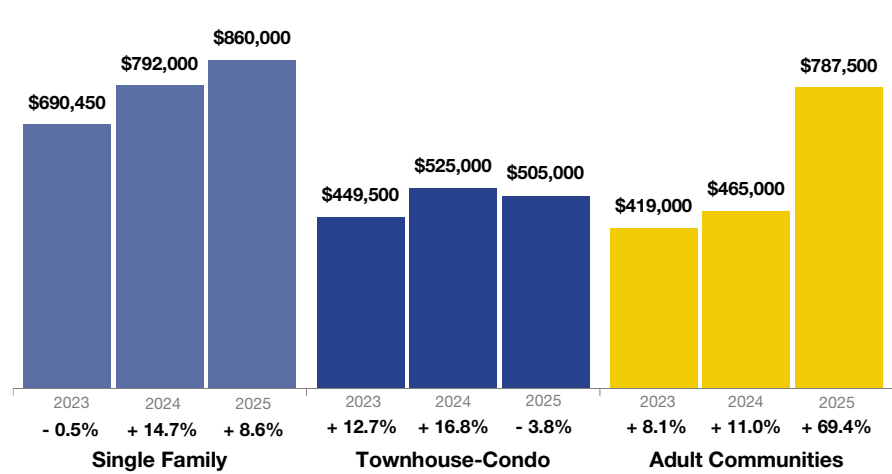
	Single Family	Townhouse-Condo	Adult Communities
August 2024	513	207	5
September 2024	441	187	4
October 2024	386	196	7
November 2024	382	171	3
December 2024	482	189	9
January 2025	324	119	2
February 2025	215	135	4
March 2025	272	153	7
April 2025	330	153	6
May 2025	374	196	6
June 2025	478	194	4
July 2025	486	196	6
12-Month Avg.	390	175	5

# Median Sales Price

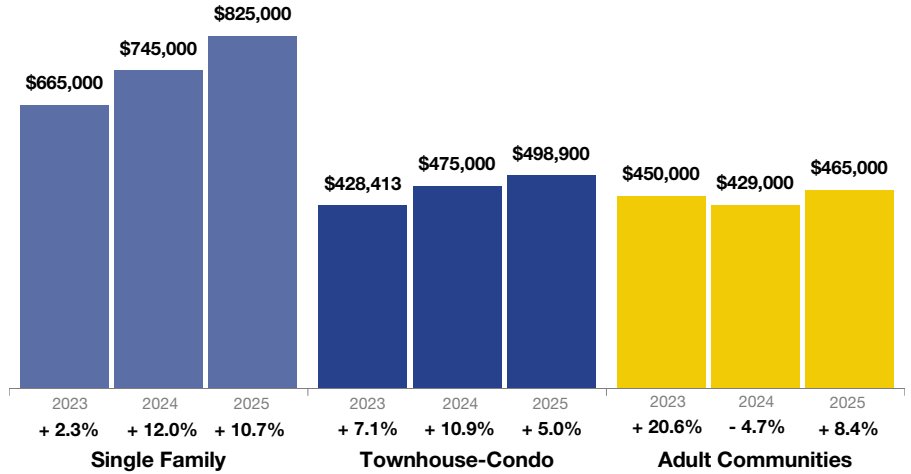


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

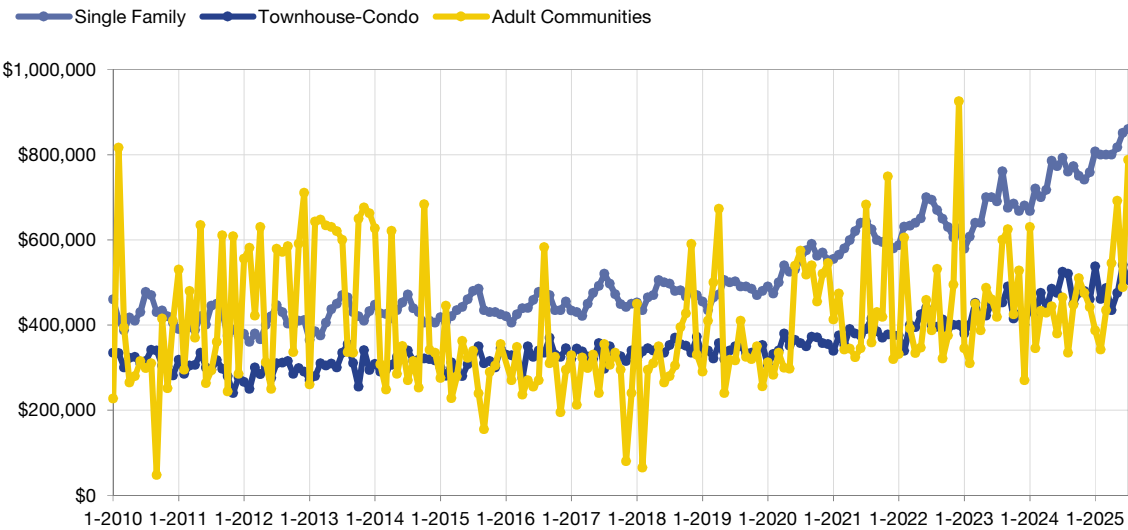
## July



## Year to Date



## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
August 2024	\$760,000	\$520,000	\$335,000
September 2024	\$773,000	\$450,000	\$447,500
October 2024	\$750,000	\$475,000	\$510,000
November 2024	\$741,000	\$480,000	\$475,000
December 2024	\$758,500	\$460,000	\$442,084
January 2025	\$807,500	\$537,500	\$387,000
February 2025	\$800,000	\$461,000	\$342,000
March 2025	\$800,000	\$486,500	\$435,000
April 2025	\$800,000	\$435,000	\$544,950
May 2025	\$817,444	\$475,000	\$691,500
June 2025	\$851,150	\$541,000	\$488,550
July 2025	\$860,000	\$505,000	\$787,500
12-Month Med.*	\$790,000	\$485,000	\$460,000

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

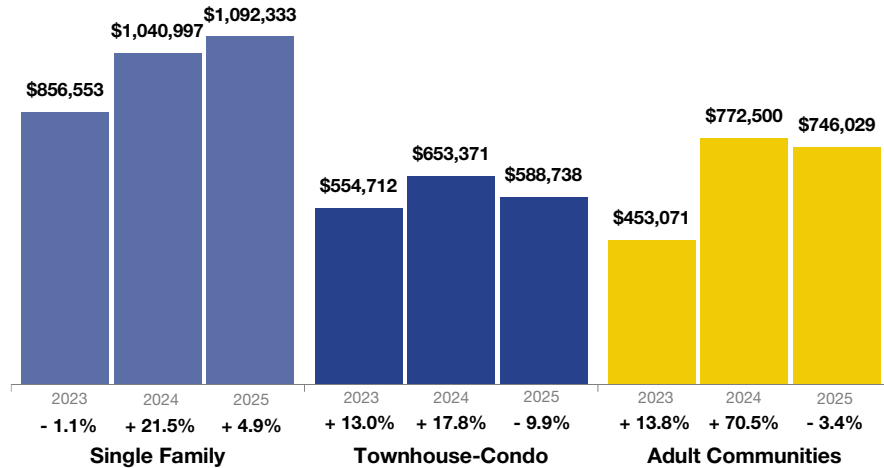


# Average Sales Price

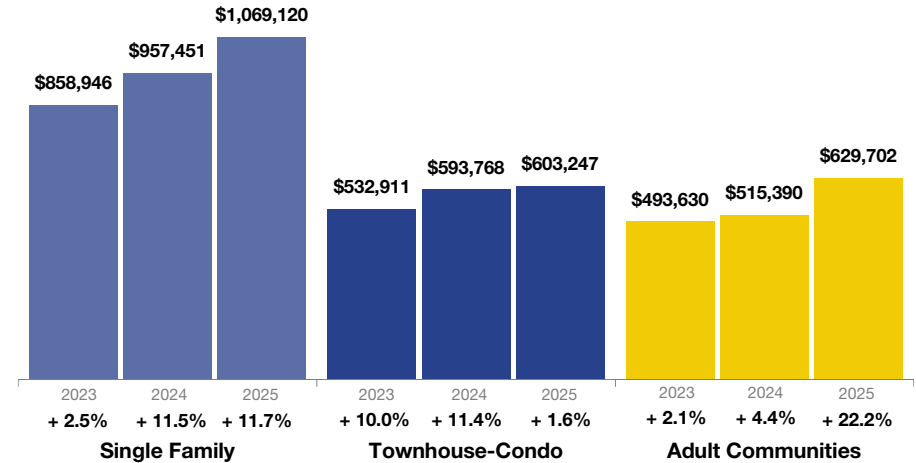
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



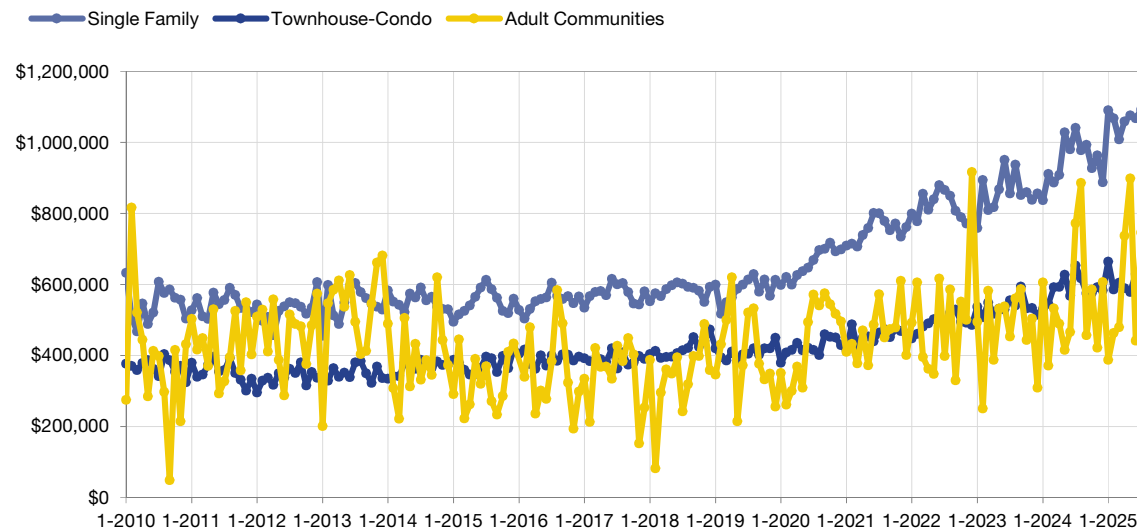
## July



## 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
August 2024	\$977,693	\$616,838	\$886,000
September 2024	\$993,467	\$575,122	\$456,250
October 2024	\$927,001	\$575,870	\$586,038
November 2024	\$963,524	\$591,596	\$421,333
December 2024	\$887,824	\$582,913	\$606,545
January 2025	\$1,090,170	\$663,827	\$387,000
February 2025	\$1,067,625	\$585,340	\$463,045
March 2025	\$1,008,914	\$604,309	\$479,143
April 2025	\$1,058,629	\$589,231	\$737,483
May 2025	\$1,076,003	\$578,357	\$898,617
June 2025	\$1,068,017	\$628,880	\$441,650
July 2025	\$1,092,333	\$588,738	\$746,029
12-Month Avg.*	\$1,012,999	\$596,733	\$620,948

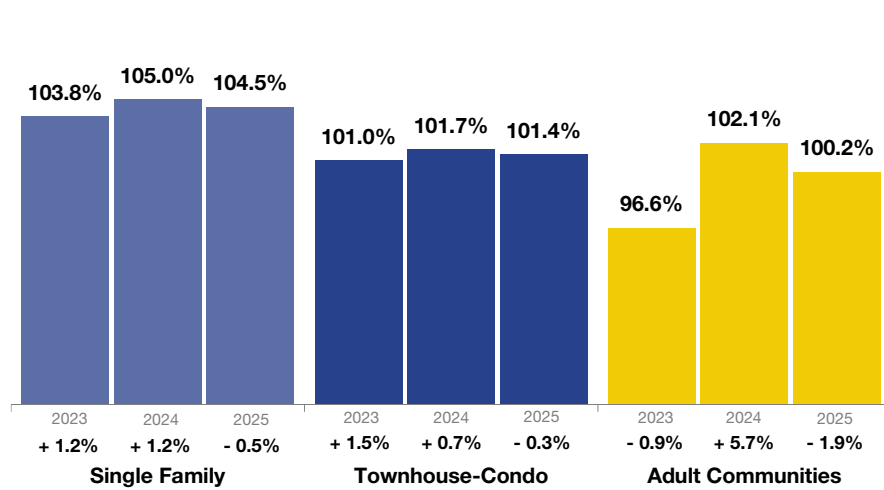
\* Avg. Sales Price for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

# Percent of List Price Received

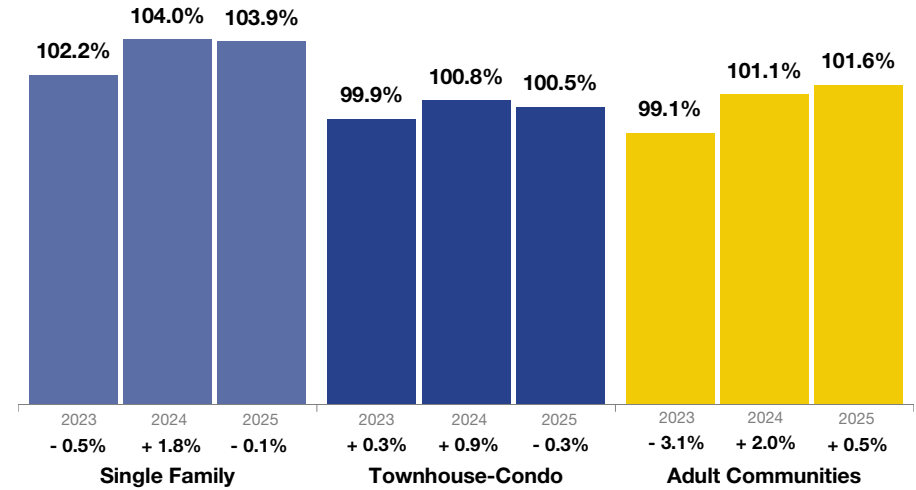


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

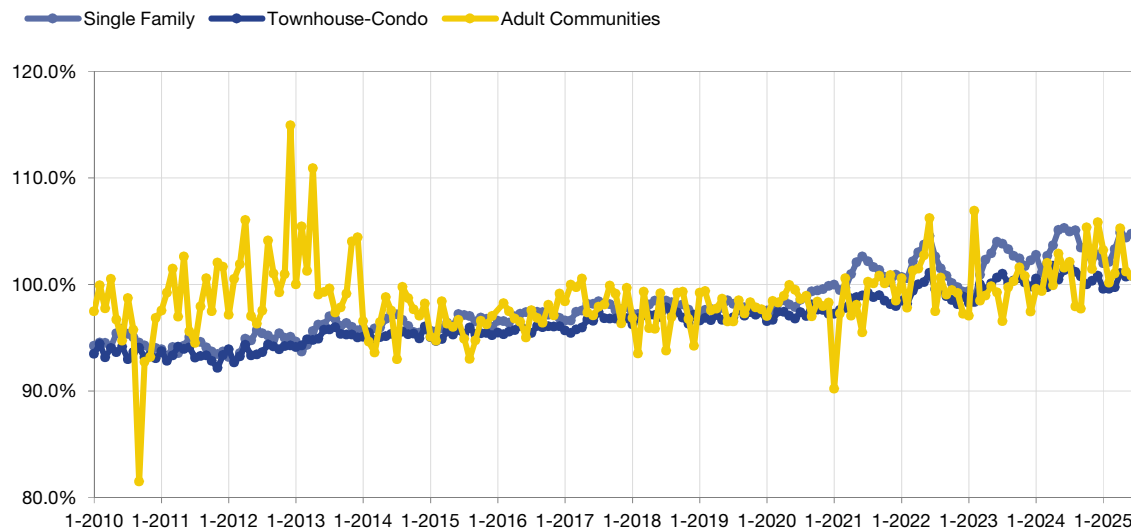
## July



## Year to Date



## Historical Percent of List Price Received 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
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%
April 2025	104.9%	101.0%	105.3%
May 2025	104.4%	100.7%	101.2%
June 2025	104.8%	100.8%	100.8%
July 2025	104.5%	101.4%	100.2%
12-Month Avg.*	103.7%	100.6%	102.1%

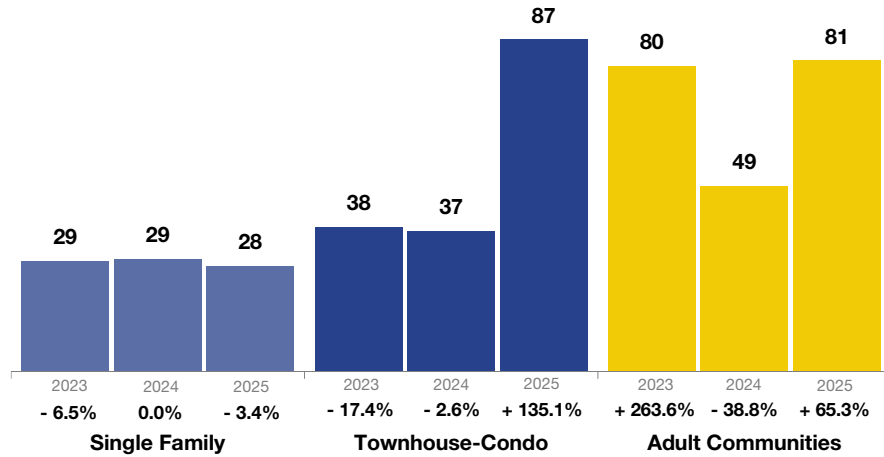
\* Pct. of List Price Received for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

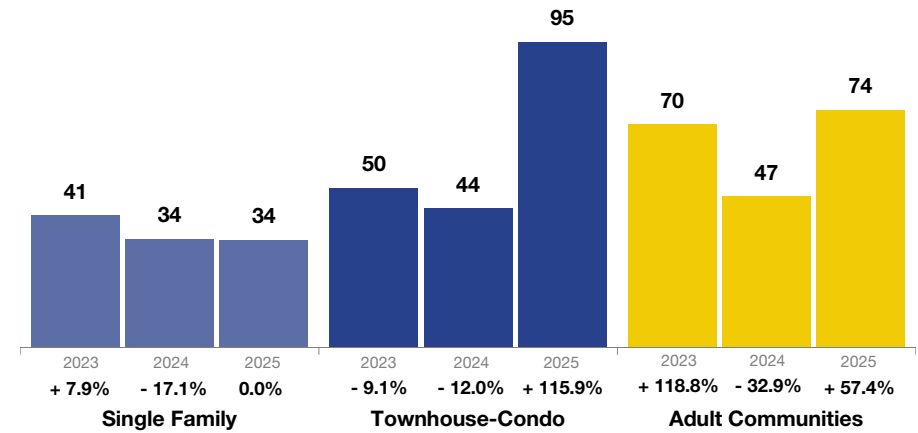


Average number of days between when a property is listed and when an offer is accepted in a given month.

## July

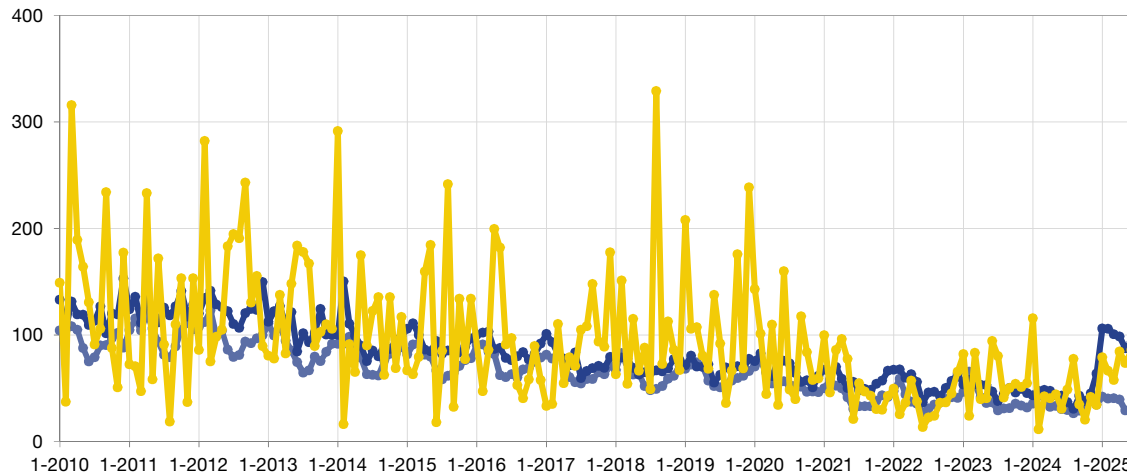


## Year to Date



## 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
August 2024	26	30	77
September 2024	29	43	35
October 2024	32	38	20
November 2024	38	45	42
December 2024	34	63	34
January 2025	42	106	79
February 2025	40	106	66
March 2025	40	101	57
April 2025	39	98	84
May 2025	29	87	73
June 2025	28	92	86
July 2025	28	87	81
12-Month Avg.*	33	72	59

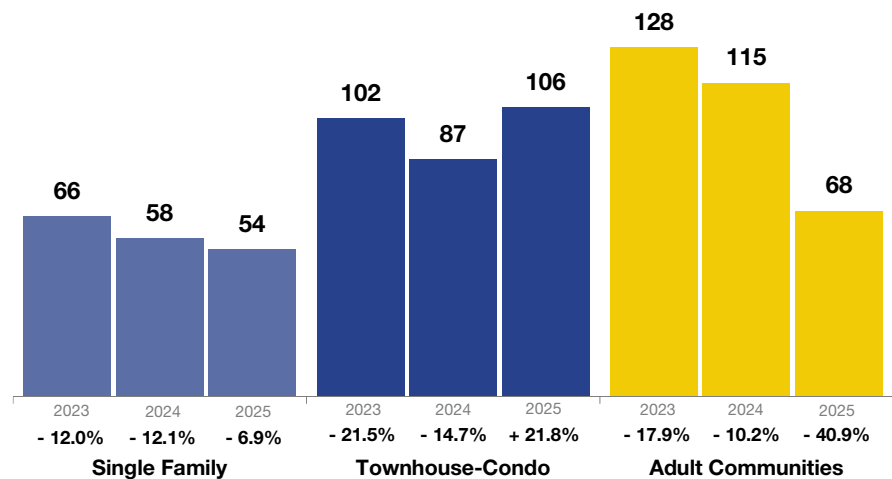
\* Days on Market for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

# Housing Affordability Index

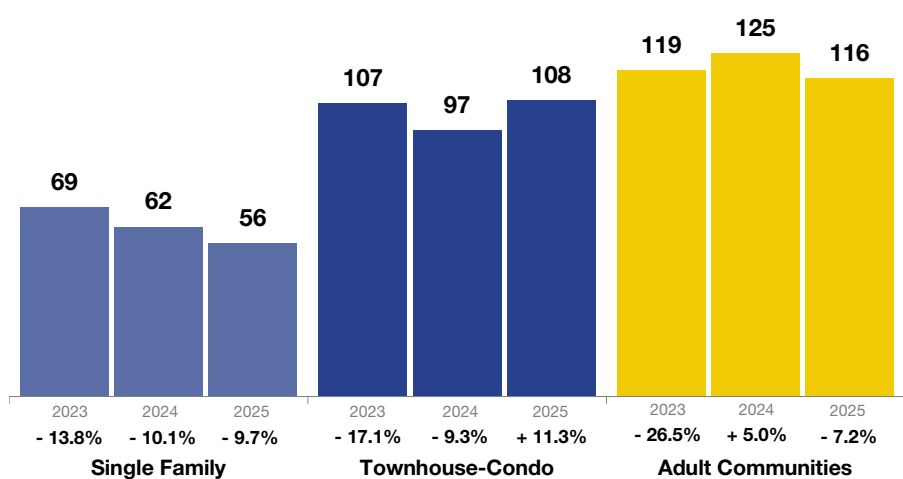


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

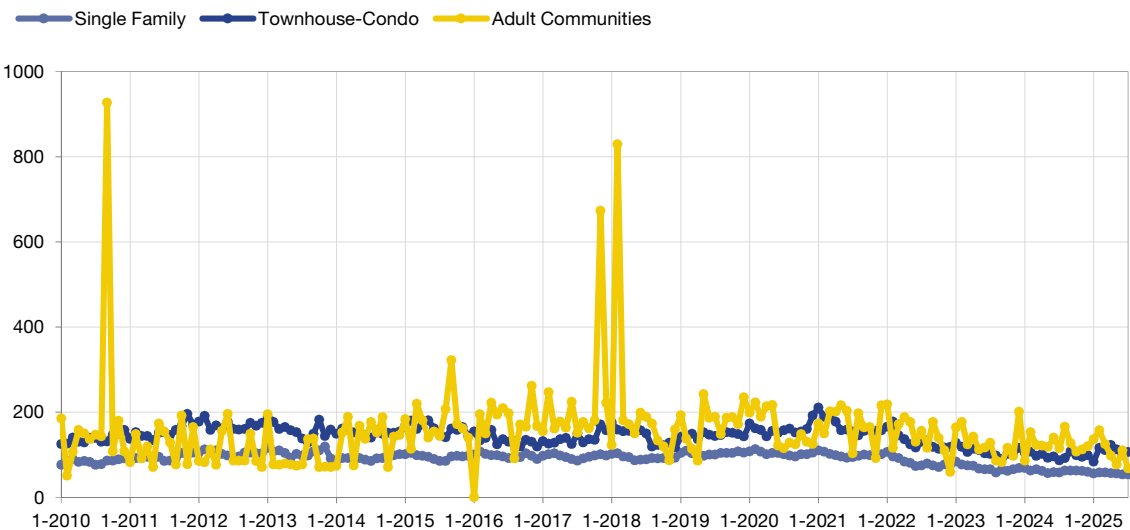
## July



## Year to Date



## Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
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
March 2025	58	111	125
April 2025	57	123	98
May 2025	56	112	77
June 2025	54	99	110
July 2025	54	106	68
12-Month Avg.*	59	104	117

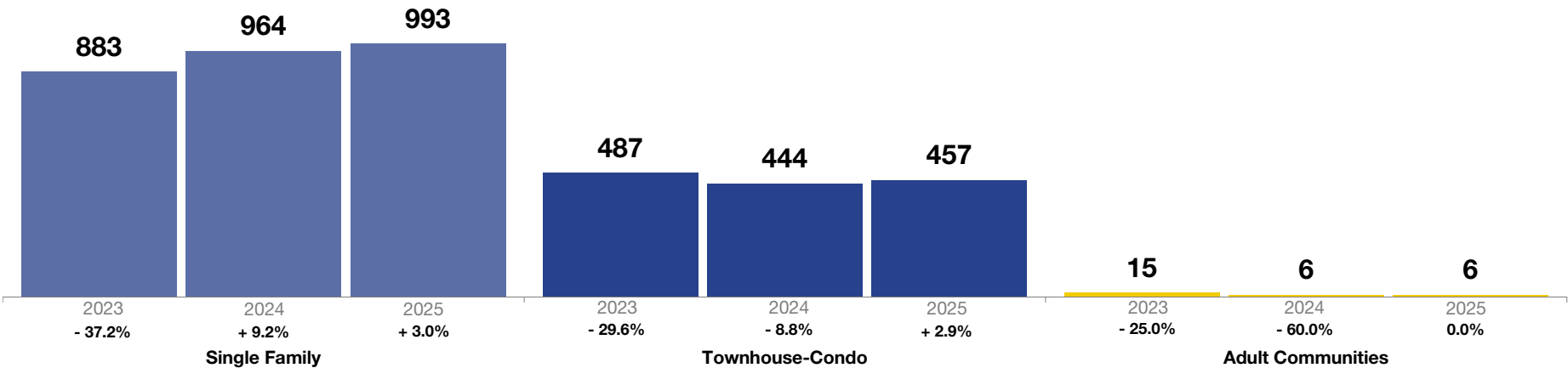
\* Affordability Index for all properties from August 2024 through July 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

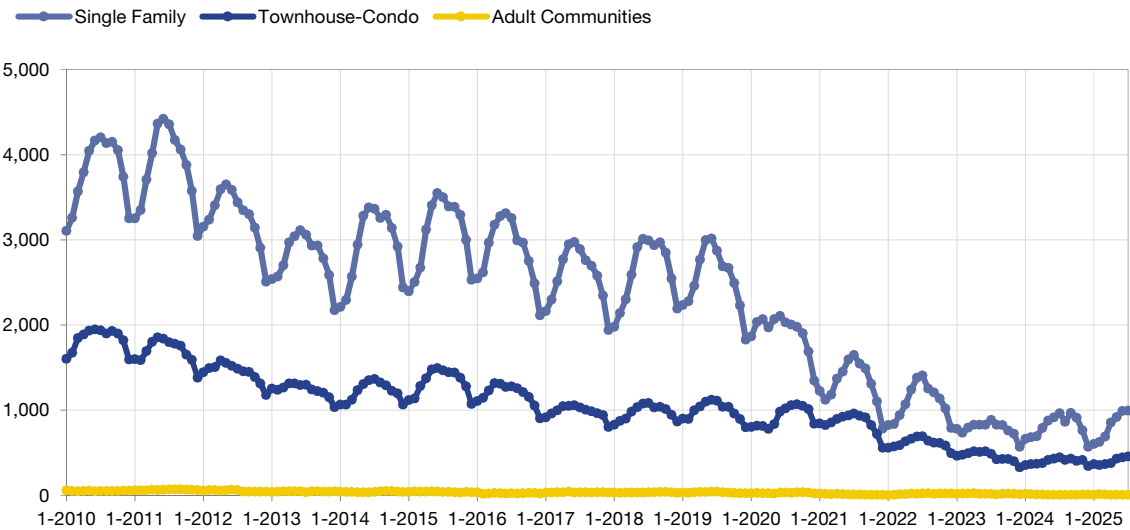


The number of properties available for sale in active status at the end of a given month.

## July



## Historical Inventory of Homes for Sale by Month



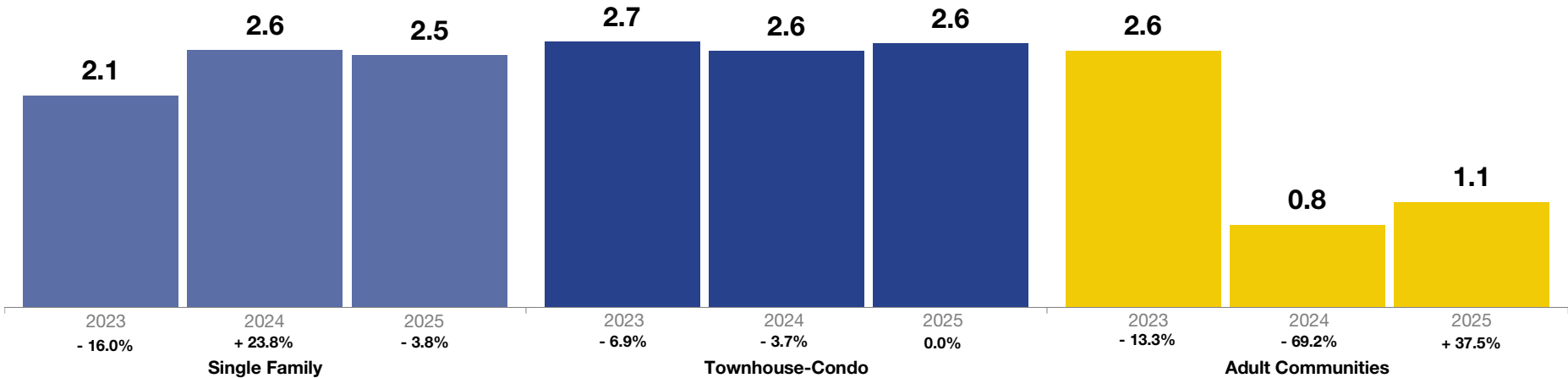
	Single Family	Townhouse-Condo	Adult Communities
August 2024	862	415	6
September 2024	967	428	5
October 2024	909	404	7
November 2024	766	414	8
December 2024	570	342	8
January 2025	603	366	6
February 2025	627	354	11
March 2025	690	366	9
April 2025	856	376	7
May 2025	919	430	6
June 2025	988	444	7
July 2025	993	457	6
12-Month Avg.	813	400	7

# Months Supply of Inventory

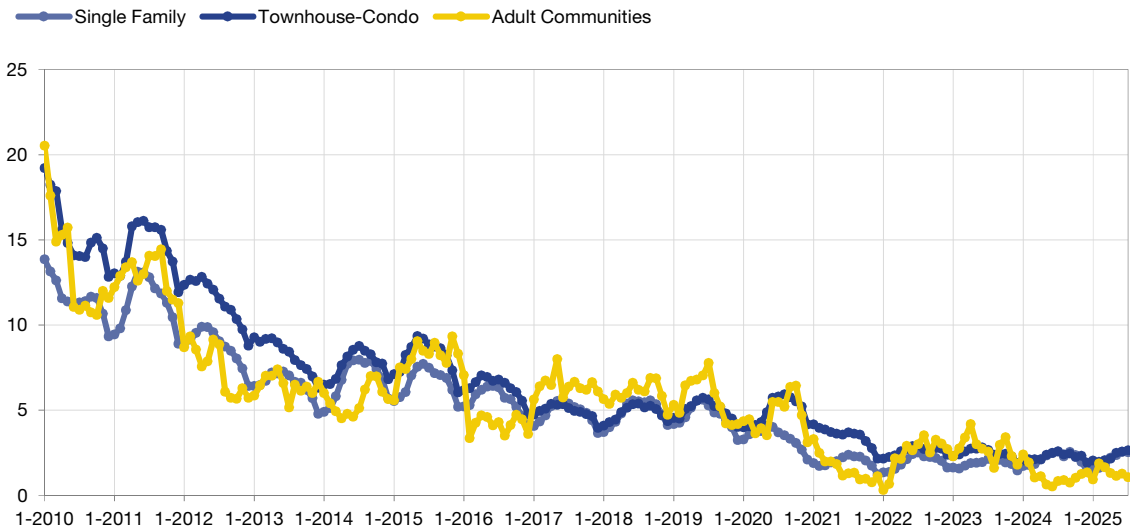


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## July



## Historical Months Supply of Inventory 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
August 2024	2.3	2.4	0.9
September 2024	2.5	2.4	0.7
October 2024	2.4	2.3	1.0
November 2024	2.0	2.3	1.2
December 2024	1.5	1.9	1.3
January 2025	1.5	2.0	0.9
February 2025	1.6	2.0	1.9
March 2025	1.8	2.1	1.6
April 2025	2.2	2.2	1.3
May 2025	2.4	2.5	1.1
June 2025	2.5	2.6	1.3
July 2025	2.5	2.6	1.1
12-Month Avg.*	2.1	2.3	1.2

\* Months Supply for all properties from August 2024 through July 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	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		925	980	+ 5.9%	5,896	5,949	+ 0.9%
Pending Sales		638	677	+ 6.1%	4,149	4,067	- 2.0%
Closed Sales		720	688	- 4.4%	3,766	3,660	- 2.8%
Median Sales Price		\$725,508	\$759,000	+ 4.6%	\$676,000	\$740,000	+ 9.5%
Average Sales Price		\$915,142	\$945,847	+ 3.4%	\$832,490	\$919,091	+ 10.4%
Pct. of List Price Received		103.9%	103.5%	- 0.4%	102.9%	102.8%	- 0.1%
Days on Market Until Sale		32	45	+ 40.6%	37	53	+ 43.2%
Housing Affordability Index		63	61	- 3.2%	68	62	- 8.8%
Inventory of Homes for Sale		1,414	1,456	+ 3.0%	--	--	--
Months Supply of Inventory		2.6	2.5	- 3.8%	--	--	--