

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.

August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

- Single Family Closed Sales increased 1.2 percent to 519.
- Townhouse-Condo Closed Sales decreased 8.2 percent to 190.
- Adult Communities Closed Sales increased 100.0 percent to 10.

- Single Family Median Sales Price was up 15.1 percent to \$875,000.
- Townhouse-Condo Median Sales Price was up 1.0 percent to \$525,000.
- Adult Communities Median Sales Price was up 133.6 percent to \$782,500.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Monthly Snapshot

- 0.8% **+ 7.3%** **+ 9.1%**

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	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		496	466	- 6.0%	4,548	4,613	+ 1.4%
Pending Sales		438	423	- 3.4%	3,227	3,212	- 0.5%
Closed Sales		513	519	+ 1.2%	2,996	3,006	+ 0.3%
Median Sales Price		\$760,000	\$875,000	+ 15.1%	\$750,000	\$830,000	+ 10.7%
Average Sales Price		\$977,693	\$1,099,301	+ 12.4%	\$960,917	\$1,074,864	+ 11.9%
Pct. of List Price Received		105.1%	103.8%	- 1.2%	104.2%	103.9%	- 0.3%
Days on Market Until Sale		26	32	+ 23.1%	33	33	0.0%
Housing Affordability Index		63	53	- 15.9%	64	56	- 12.5%
Inventory of Homes for Sale		863	902	+ 4.5%	--	--	--
Months Supply of Inventory		2.3	2.3	0.0%	--	--	--

Townhouse-Condo Market Overview






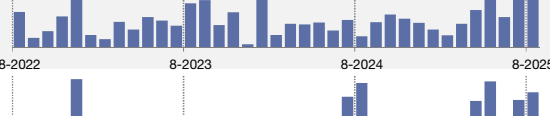
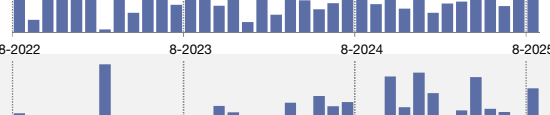
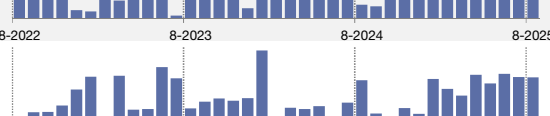
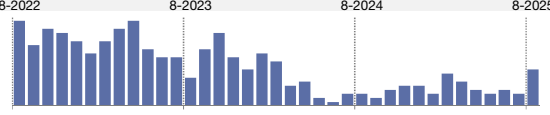
Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		237	235	- 0.8%	2,033	2,002	- 1.5%
Pending Sales		199	163	- 18.1%	1,511	1,385	- 8.3%
Closed Sales		207	190	- 8.2%	1,439	1,336	- 7.2%
Median Sales Price		\$520,000	\$525,000	+ 1.0%	\$480,000	\$500,000	+ 4.2%
Average Sales Price		\$616,838	\$608,398	- 1.4%	\$597,087	\$604,055	+ 1.2%
Pct. of List Price Received		101.2%	101.6%	+ 0.4%	100.9%	100.7%	- 0.2%
Days on Market Until Sale		30	88	+ 193.3%	42	94	+ 123.8%
Housing Affordability Index		92	104	+ 13.0%	99	109	+ 10.1%
Inventory of Homes for Sale		415	464	+ 11.8%	--	--	--
Months Supply of Inventory		2.4	2.7	+ 12.5%	--	--	--

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.

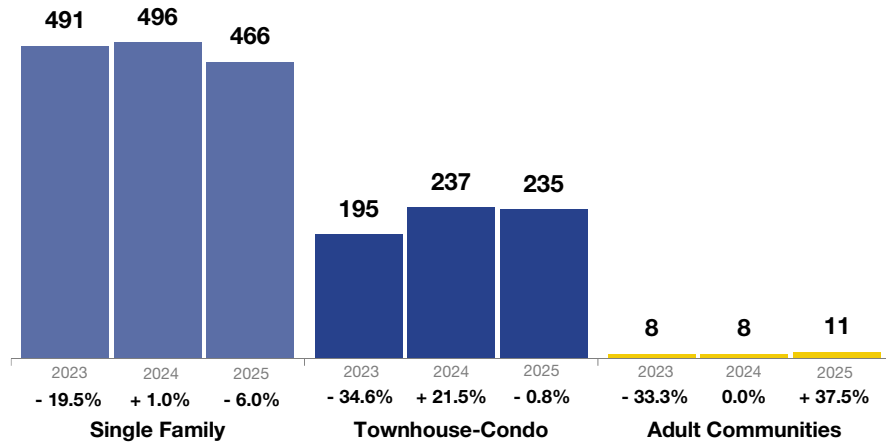
Key Metrics	Historical Sparklines	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		8	11	+ 37.5%	56	61	+ 8.9%
Pending Sales		7	4	- 42.9%	55	48	- 12.7%
Closed Sales		5	10	+ 100.0%	56	45	- 19.6%
Median Sales Price		\$335,000	\$782,500	+ 133.6%	\$429,000	\$529,000	+ 23.3%
Average Sales Price		\$886,000	\$808,850	- 8.7%	\$548,480	\$669,512	+ 22.1%
Pct. of List Price Received		97.9%	103.9%	+ 6.1%	100.9%	102.1%	+ 1.2%
Days on Market Until Sale		77	81	+ 5.2%	50	76	+ 52.0%
Housing Affordability Index		166	70	- 57.8%	130	103	- 20.8%
Inventory of Homes for Sale		6	12	+ 100.0%	--	--	--
Months Supply of Inventory		0.9	2.2	+ 144.4%	--	--	--

New Listings

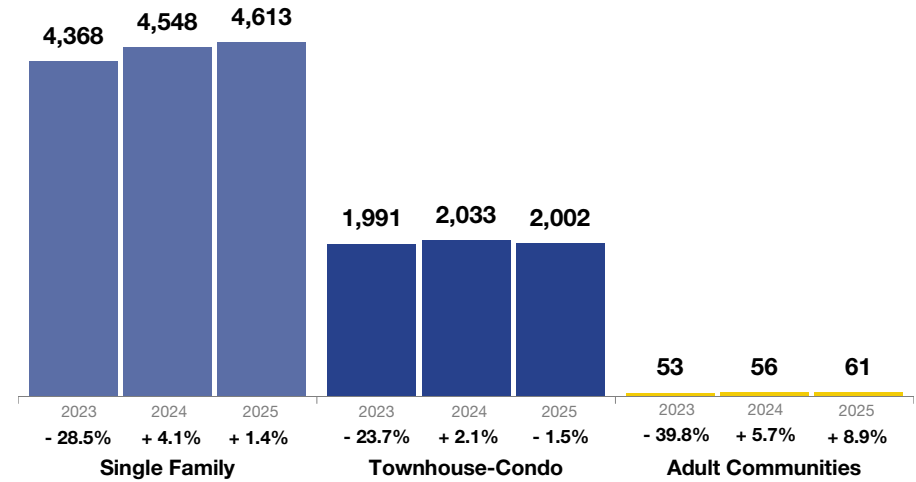
A count of the properties that have been newly listed on the market in a given month.



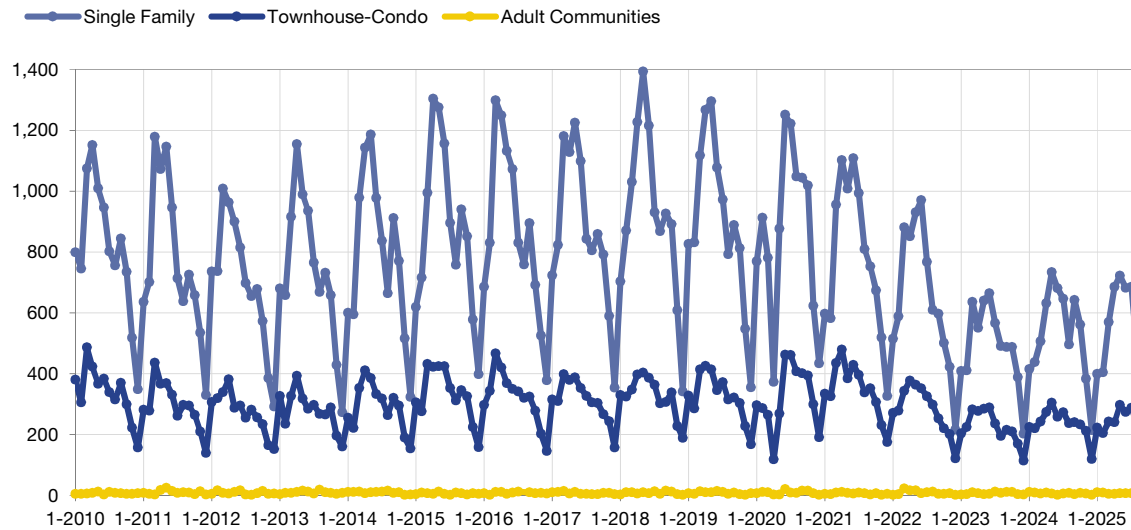
August



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.

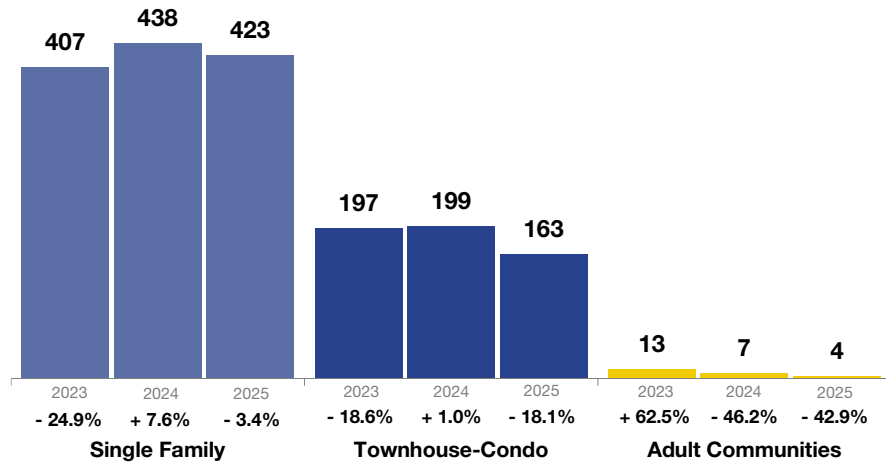
	Single Family	Townhouse-Condo	Adult Communities
September 2024	642	240	4
October 2024	561	233	8
November 2024	383	212	6
December 2024	214	119	2
January 2025	399	222	10
February 2025	404	204	9
March 2025	570	242	5
April 2025	685	240	5
May 2025	722	297	7
June 2025	682	274	7
July 2025	685	288	7
August 2025	466	235	11
12-Month Avg.	534	234	7

Pending Sales

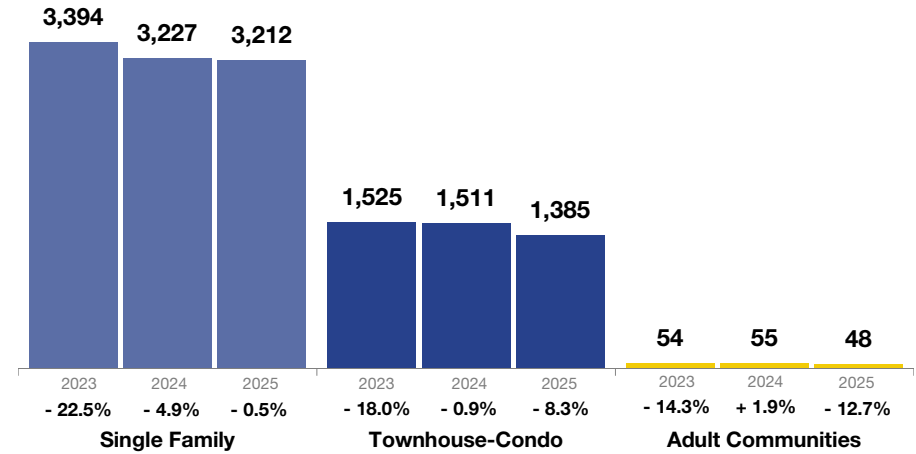
A count of the properties on which offers have been accepted in a given month.



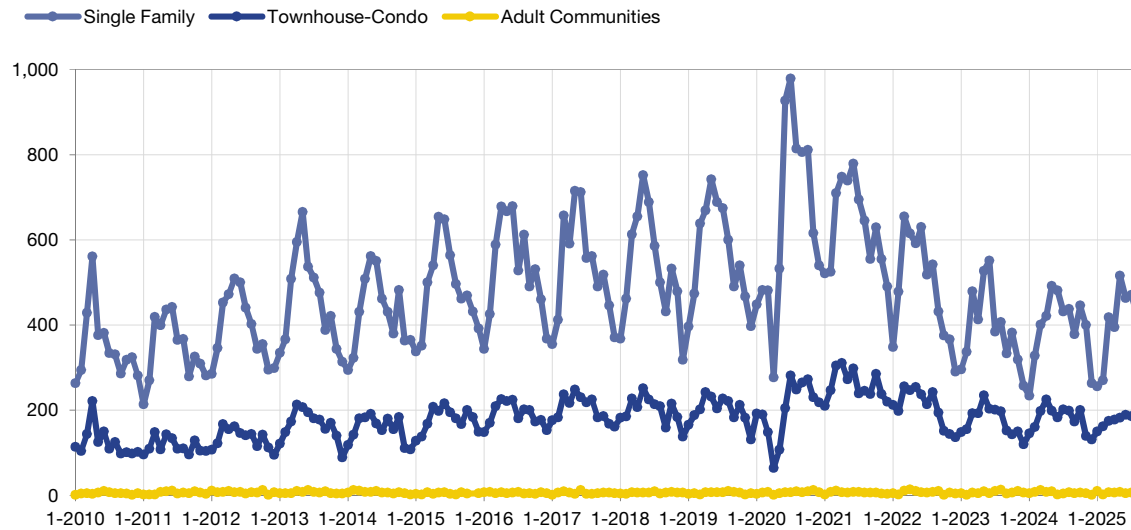
August



Year to Date



Historical Pending Sales by Month



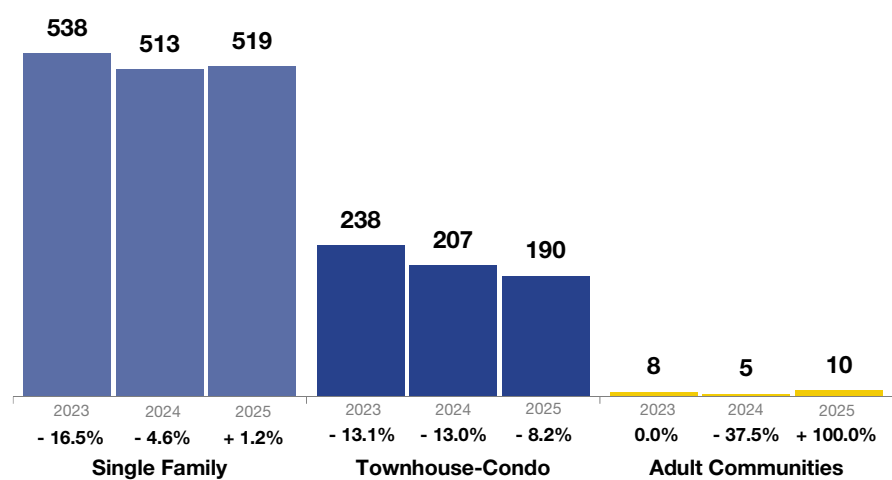
	Single Family	Townhouse-Condo	Adult Communities
September 2024	378	173	5
October 2024	446	200	6
November 2024	400	139	5
December 2024	263	131	1
January 2025	256	150	10
February 2025	270	162	2
March 2025	418	175	7
April 2025	395	178	6
May 2025	516	182	8
June 2025	463	189	5
July 2025	471	186	6
August 2025	423	163	4
12-Month Avg.	392	169	5

Closed Sales

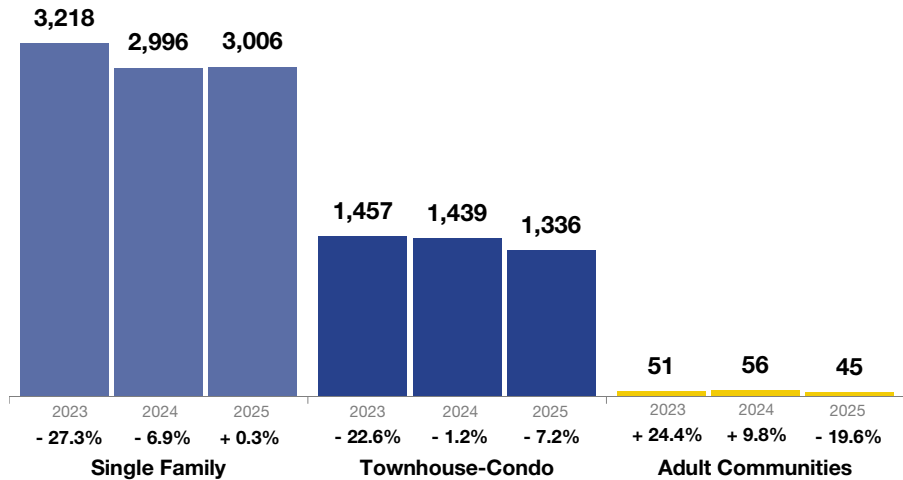
A count of the actual sales that closed in a given month.



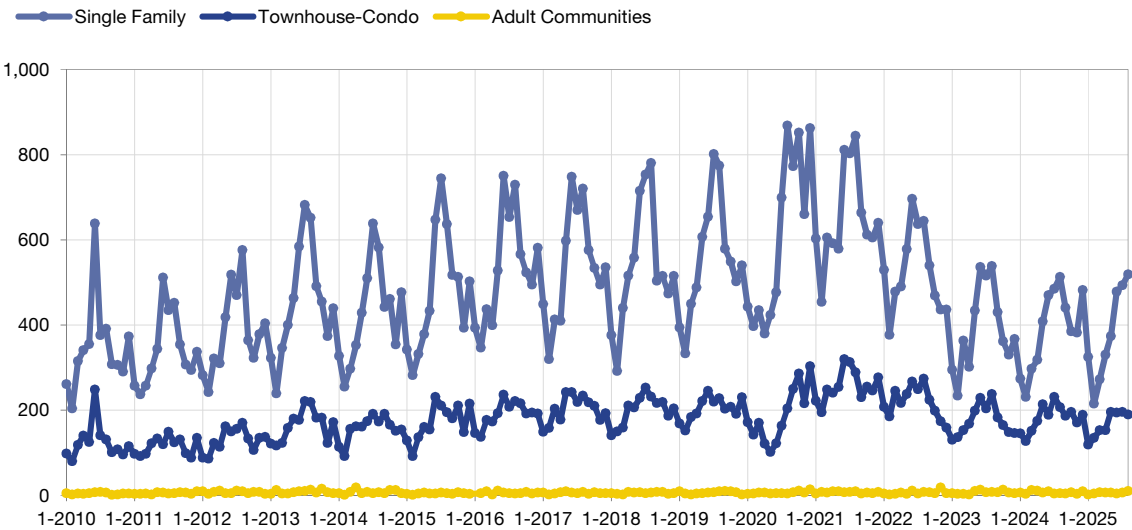
August



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Historical Closed Sales by Month



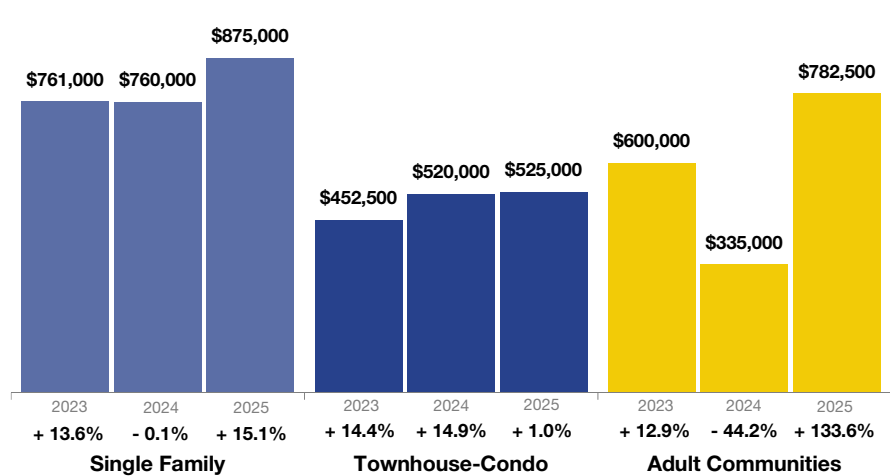
	Single Family	Townhouse-Condo	Adult Communities
September 2024	441	187	4
October 2024	385	196	7
November 2024	382	171	3
December 2024	482	189	9
January 2025	325	119	2
February 2025	215	135	4
March 2025	272	153	7
April 2025	330	153	6
May 2025	374	196	6
June 2025	478	194	4
July 2025	493	196	6
August 2025	519	190	10
12-Month Avg.	391	173	6

Median Sales Price

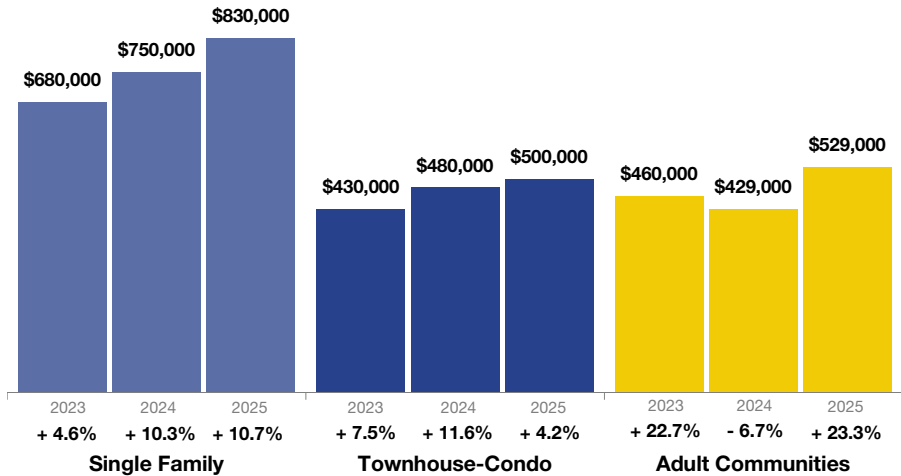


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

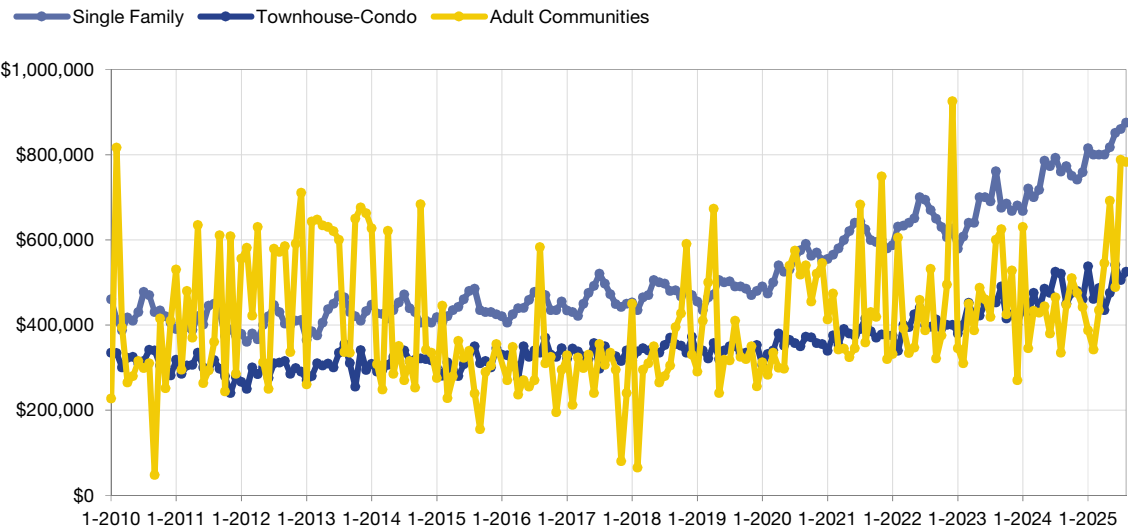
August



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
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	\$815,000	\$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
August 2025	\$875,000	\$525,000	\$782,500
12-Month Med.*	\$800,000	\$485,000	\$480,000

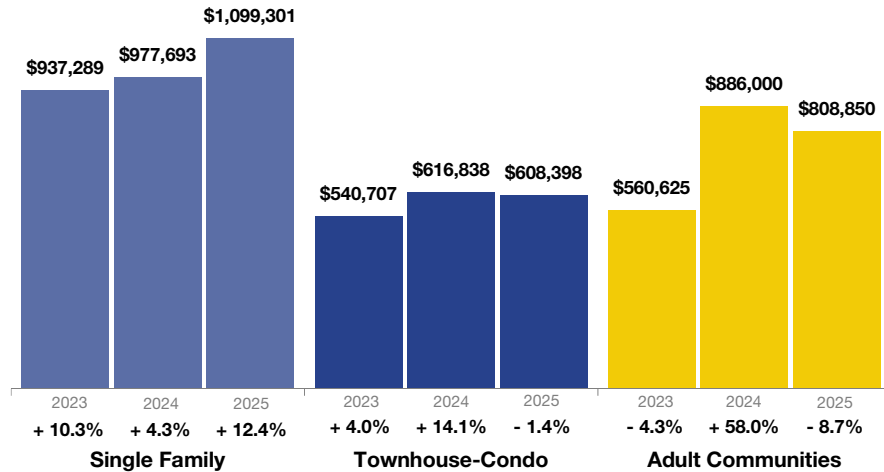
* Median Sales Price for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Average Sales Price

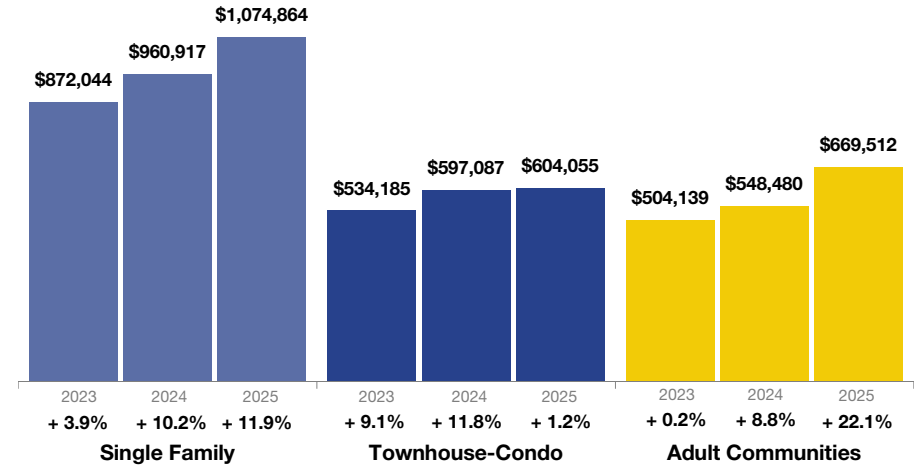
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



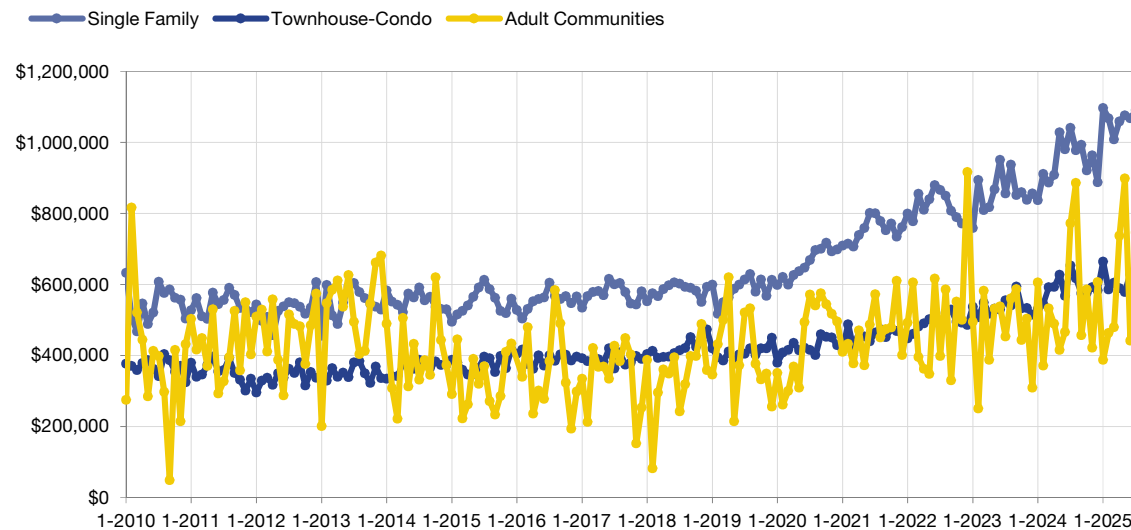
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Year to Date



Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
September 2024	\$993,467	\$575,122	\$456,250
October 2024	\$921,147	\$575,870	\$586,038
November 2024	\$963,524	\$591,596	\$421,333
December 2024	\$887,824	\$582,913	\$606,545
January 2025	\$1,096,585	\$663,827	\$387,000
February 2025	\$1,067,625	\$585,340	\$463,045
March 2025	\$1,008,914	\$604,962	\$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	\$1,090,971	\$588,738	\$746,029
August 2025	\$1,099,301	\$608,398	\$808,850
12-Month Avg.*	\$1,026,375	\$595,845	\$629,092

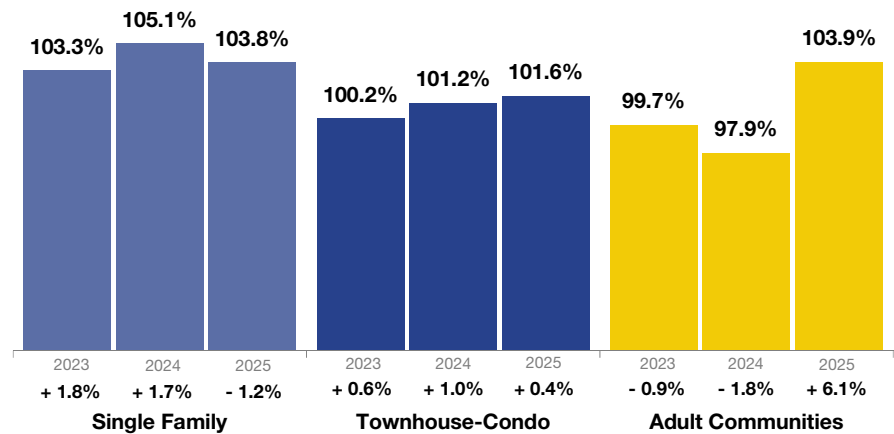
* Avg. Sales Price for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Percent of List Price Received

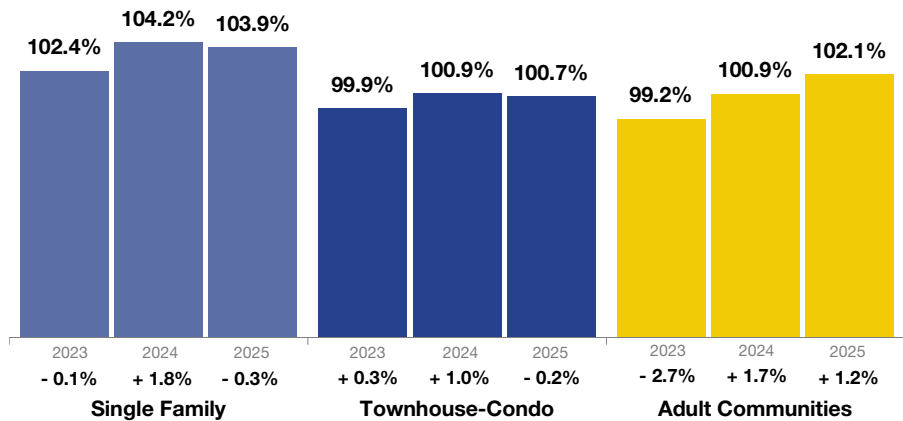


Percentage found when dividing a property’s sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

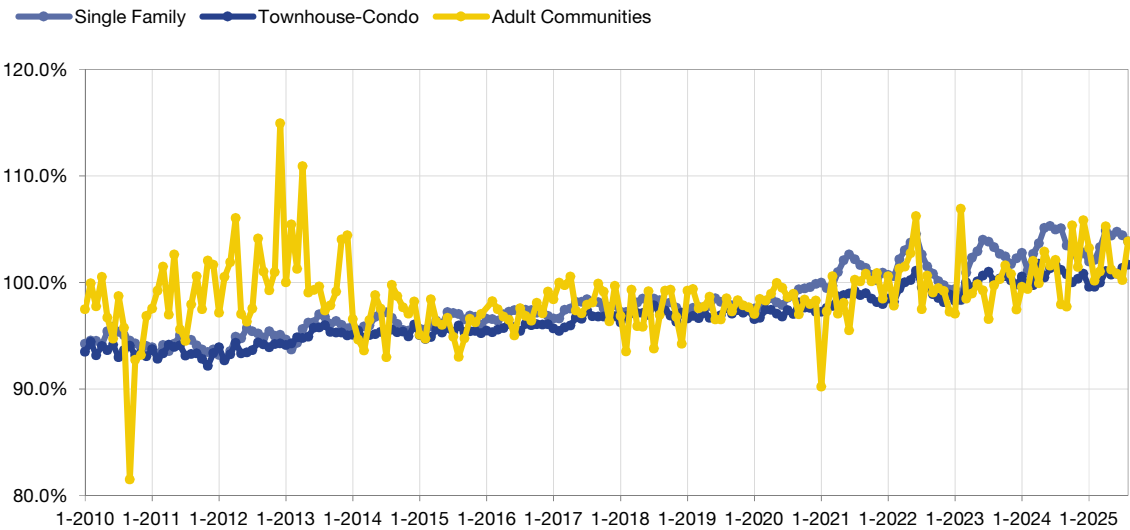
August



Year to Date



Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
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	101.9%	99.6%	103.2%
February 2025	102.1%	99.6%	100.1%
March 2025	103.3%	100.0%	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	104.4%	101.4%	100.2%
August 2025	103.8%	101.6%	103.9%
12-Month Avg.*	103.6%	100.6%	102.7%

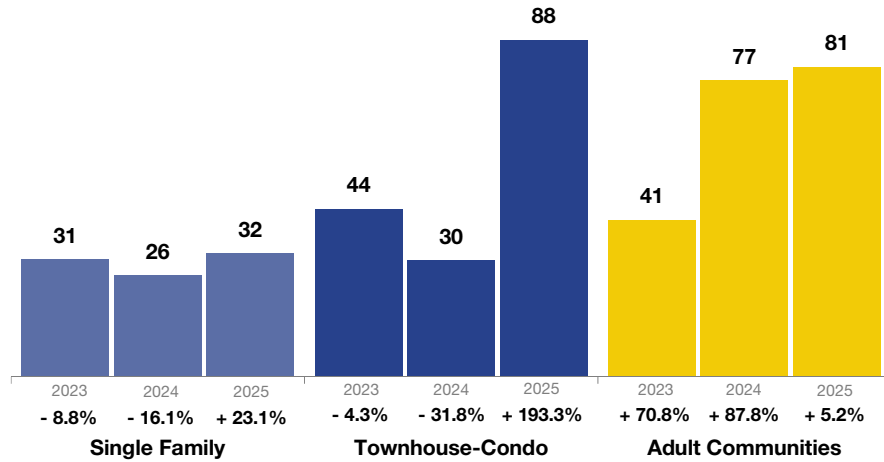
* Pct. of List Price Received for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Days on Market Until Sale

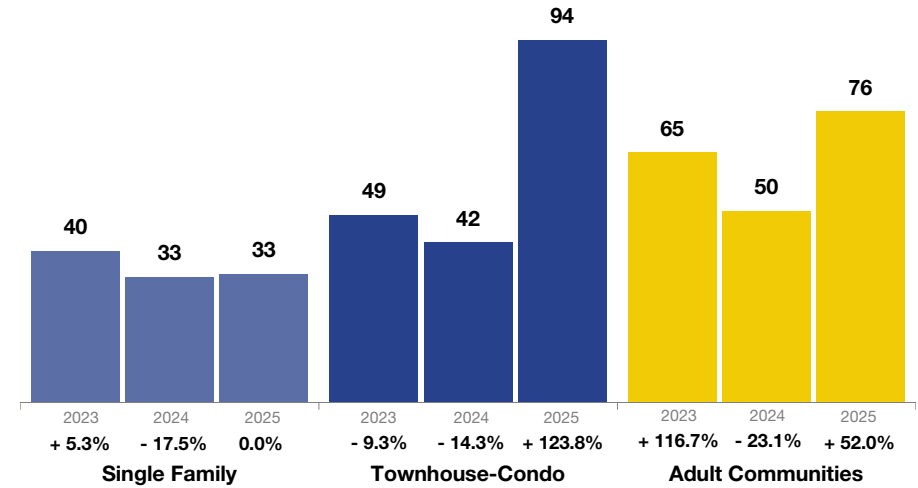


Average number of days between when a property is listed and when an offer is accepted in a given month.

August

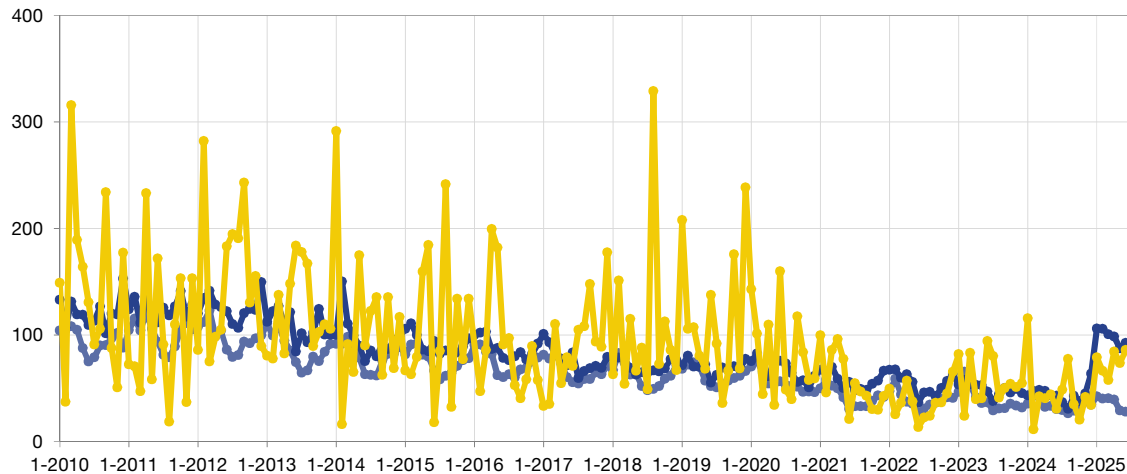


Year to Date



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
September 2024	29	43	35
October 2024	31	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	27	87	81
August 2025	32	88	81
12-Month Avg.*	33	78	61

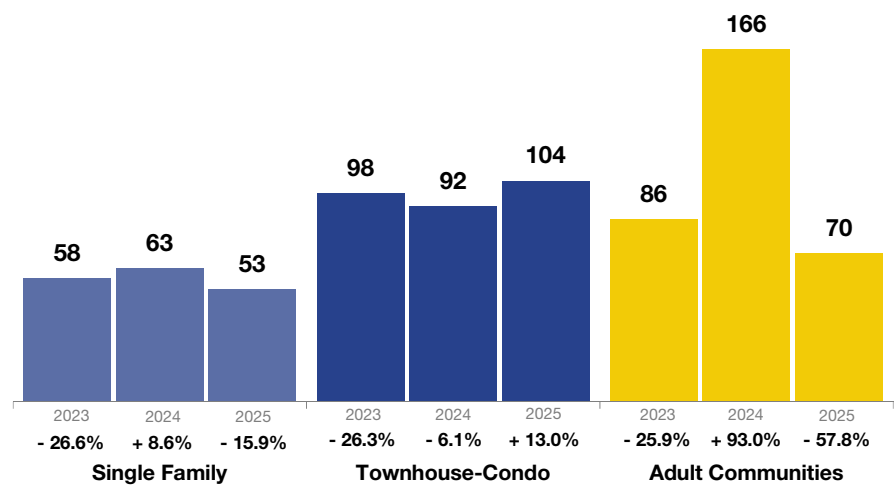
* Days on Market for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Housing Affordability Index

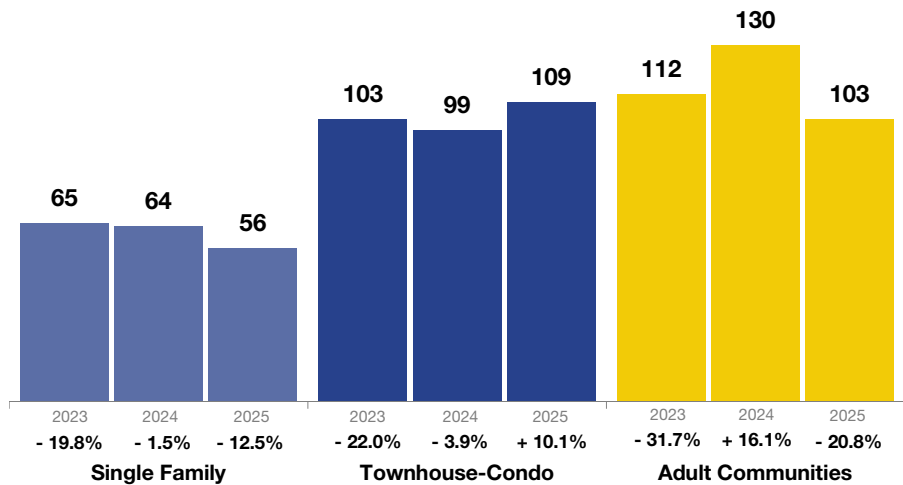


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

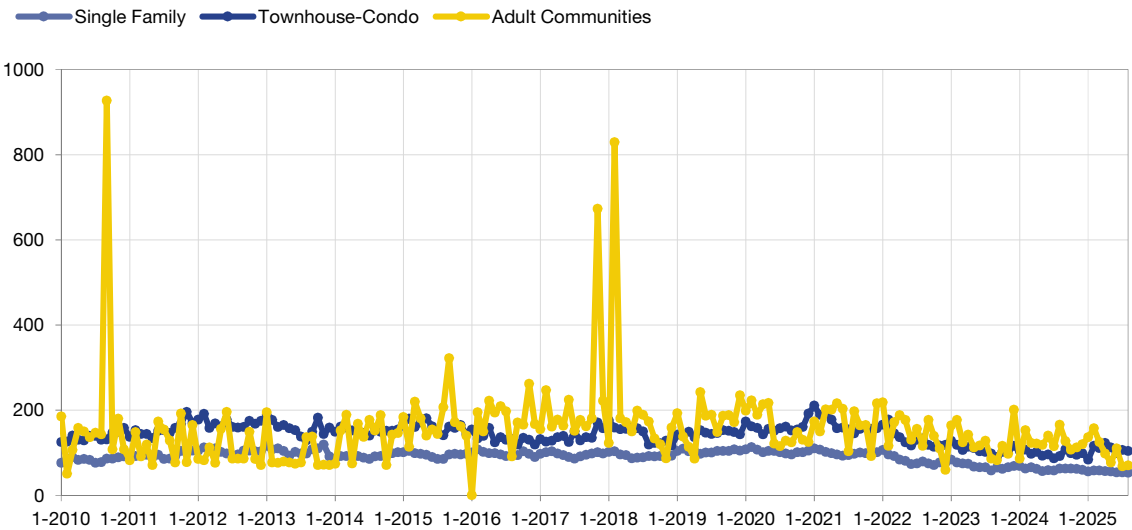
August



Year to Date



Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
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
August 2025	53	104	70
12-Month Avg.*	58	105	109

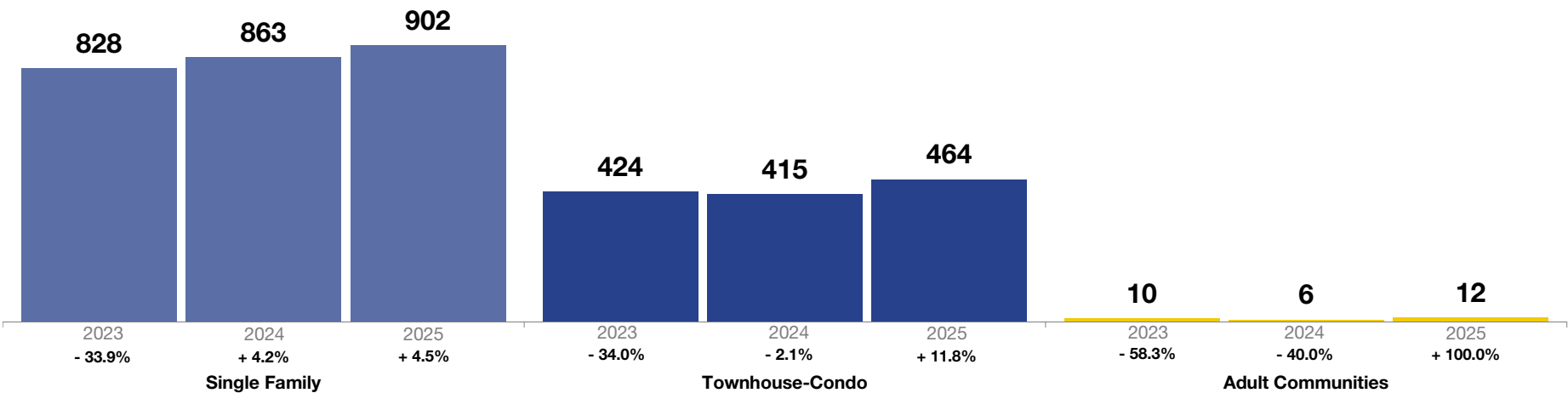
* Affordability Index for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

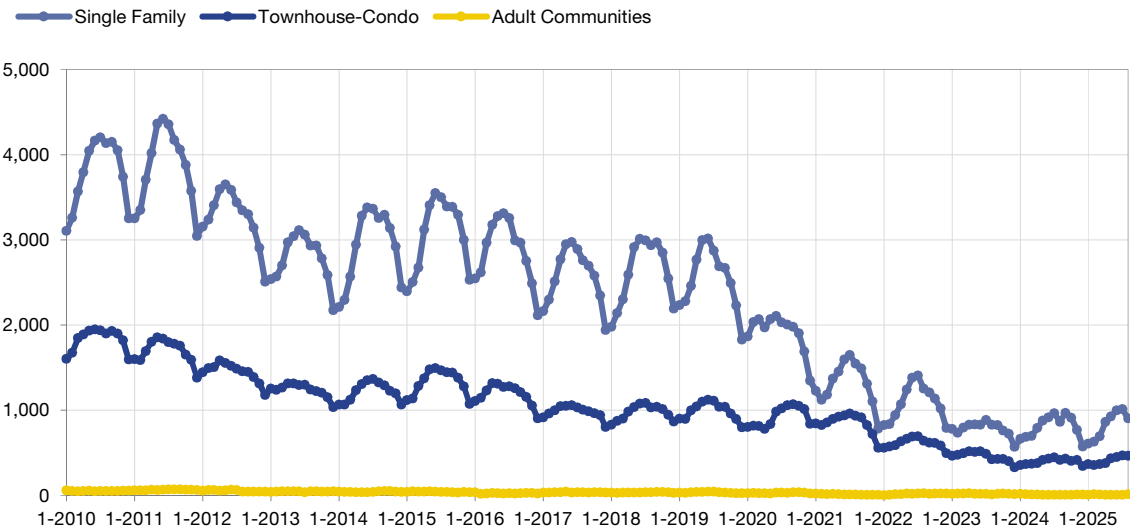


The number of properties available for sale in active status at the end of a given month.

August



Historical Inventory of Homes for Sale by Month



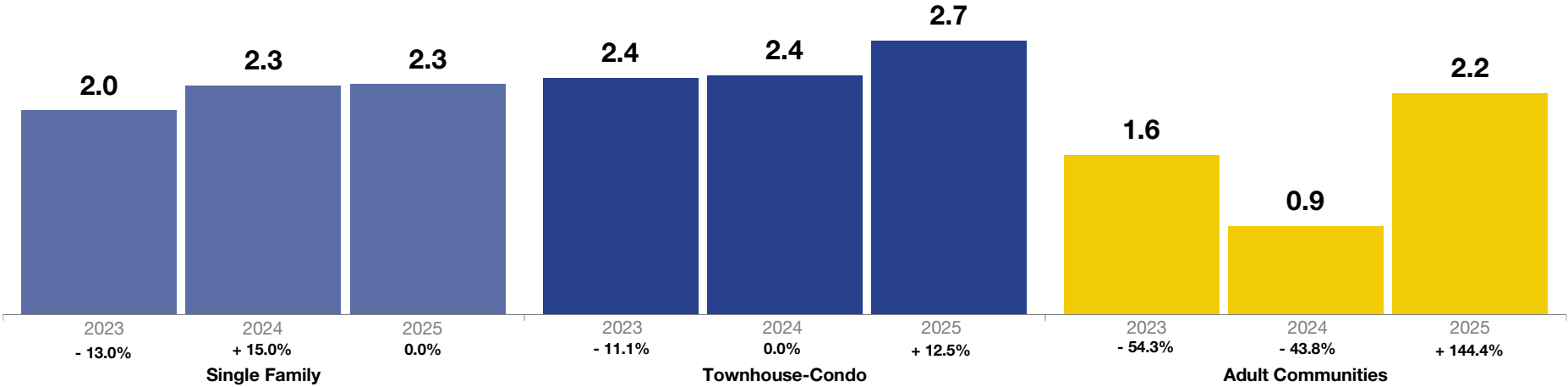
	Single Family	Townhouse-Condo	Adult Communities
September 2024	968	428	5
October 2024	910	405	7
November 2024	767	414	8
December 2024	572	342	8
January 2025	605	366	6
February 2025	630	354	11
March 2025	693	366	9
April 2025	863	377	7
May 2025	925	432	6
June 2025	999	447	7
July 2025	1,013	467	6
August 2025	902	464	12
12-Month Avg.	821	405	8

Months Supply of Inventory

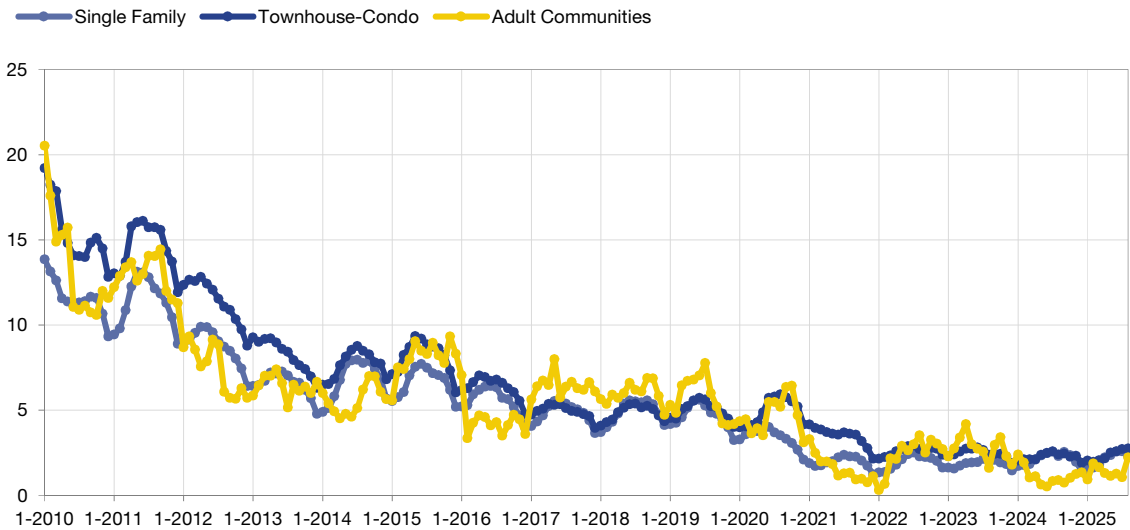


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

August



Historical Months Supply of Inventory by Month




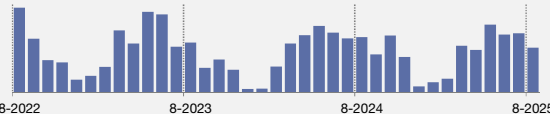
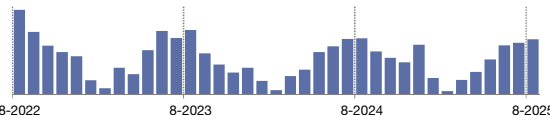
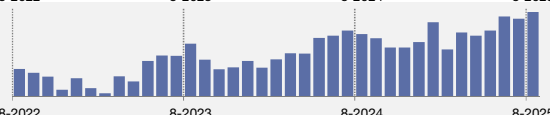


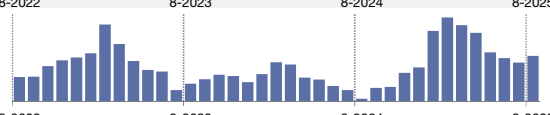
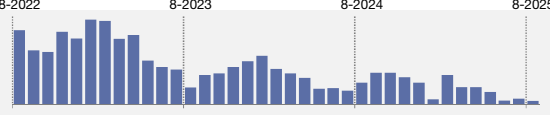

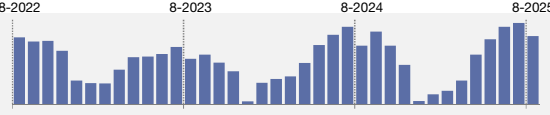
	Single Family	Townhouse-Condo	Adult Communities
September 2024	2.5	2.4	0.7
October 2024	2.4	2.3	1.0
November 2024	2.0	2.3	1.2
December 2024	1.5	1.9	1.3
January 2025	1.5	2.0	0.9
February 2025	1.6	2.0	1.9
March 2025	1.8	2.1	1.6
April 2025	2.2	2.2	1.3
May 2025	2.4	2.5	1.1
June 2025	2.6	2.6	1.3
July 2025	2.6	2.7	1.1
August 2025	2.3	2.7	2.2
12-Month Avg.*	2.1	2.3	1.3

* Months Supply for all properties from September 2024 through August 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	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		741	712	- 3.9%	6,637	6,676	+ 0.6%
Pending Sales		644	590	- 8.4%	4,793	4,645	- 3.1%
Closed Sales		725	719	- 0.8%	4,491	4,387	- 2.3%
Median Sales Price		\$715,000	\$780,000	+ 9.1%	\$685,000	\$749,000	+ 9.3%
Average Sales Price		\$874,030	\$965,538	+ 10.5%	\$839,196	\$927,368	+ 10.5%
Pct. of List Price Received		103.9%	103.3%	- 0.6%	103.1%	102.9%	- 0.2%
Days on Market Until Sale		28	48	+ 71.4%	36	52	+ 44.4%
Housing Affordability Index		67	60	- 10.4%	70	62	- 11.4%
Inventory of Homes for Sale		1,284	1,378	+ 7.3%	--	--	--
Months Supply of Inventory		2.3	2.4	+ 4.3%	--	--	--