

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.

September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

- Single Family Closed Sales decreased 3.4 percent to 426.
- Townhouse-Condo Closed Sales decreased 8.6 percent to 171.
- Adult Communities Closed Sales remained flat at 4.
- Single Family Median Sales Price was up 6.1 percent to \$820,000.
- Townhouse-Condo Median Sales Price was up 10.9 percent to \$499,000.
- Adult Communities Median Sales Price was up 144.2 percent to \$1,093,000.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to \$422,600, though it was essentially flat compared to the prior month.

Monthly Snapshot

- 4.9% **+ 1.2%** **+ 6.8%**

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



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	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		642	569	- 11.4%	5,190	5,207	+ 0.3%
Pending Sales		378	411	+ 8.7%	3,605	3,634	+ 0.8%
Closed Sales		441	426	- 3.4%	3,437	3,440	+ 0.1%
Median Sales Price		\$773,000	\$820,000	+ 6.1%	\$750,000	\$830,000	+ 10.7%
Average Sales Price		\$993,467	\$1,067,843	+ 7.5%	\$965,094	\$1,074,238	+ 11.3%
Pct. of List Price Received		103.5%	102.3%	- 1.2%	104.1%	103.7%	- 0.4%
Days on Market Until Sale		29	31	+ 6.9%	32	33	+ 3.1%
Housing Affordability Index		63	58	- 7.9%	65	58	- 10.8%
Inventory of Homes for Sale		968	877	- 9.4%	--	--	--
Months Supply of Inventory		2.5	2.2	- 12.0%	--	--	--

Townhouse-Condo Market Overview






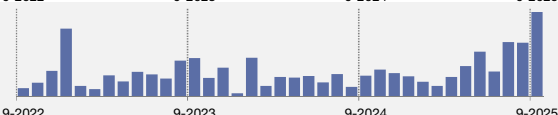

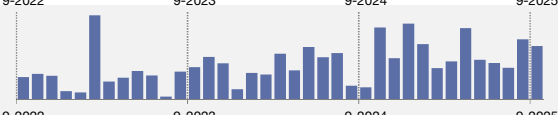
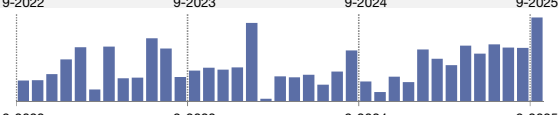
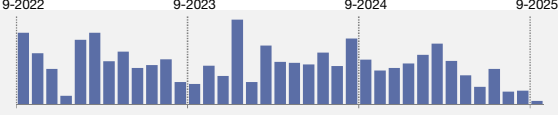
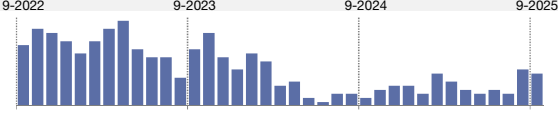
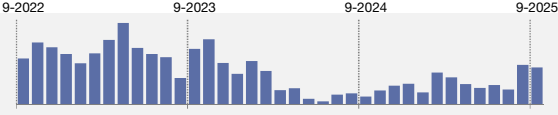
Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		240	311	+ 29.6%	2,273	2,318	+ 2.0%
Pending Sales		173	171	- 1.2%	1,683	1,552	- 7.8%
Closed Sales		187	171	- 8.6%	1,626	1,508	- 7.3%
Median Sales Price		\$450,000	\$499,000	+ 10.9%	\$475,000	\$500,000	+ 5.3%
Average Sales Price		\$575,122	\$610,644	+ 6.2%	\$594,561	\$604,796	+ 1.7%
Pct. of List Price Received		100.8%	100.7%	- 0.1%	100.9%	100.7%	- 0.2%
Days on Market Until Sale		43	85	+ 97.7%	42	93	+ 121.4%
Housing Affordability Index		108	112	+ 3.7%	103	112	+ 8.7%
Inventory of Homes for Sale		428	530	+ 23.8%	--	--	--
Months Supply of Inventory		2.5	3.1	+ 24.0%	--	--	--

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.

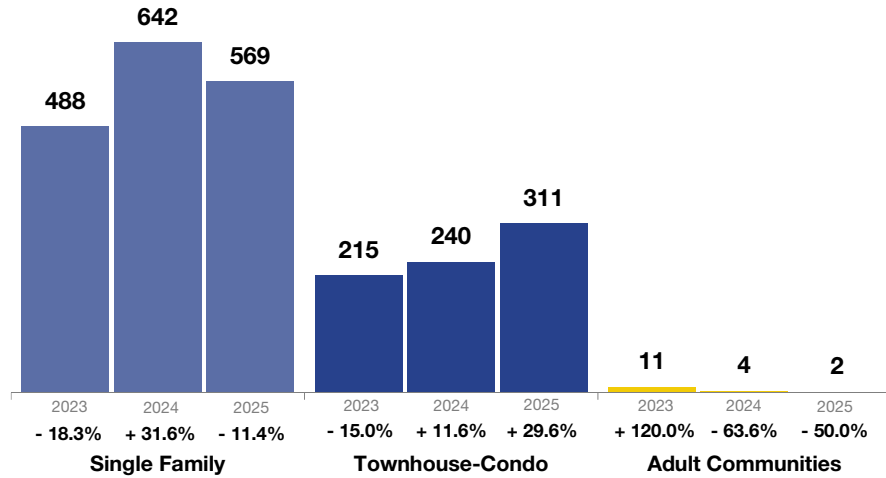
Key Metrics	Historical Sparklines	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		4	2	- 50.0%	60	63	+ 5.0%
Pending Sales		5	3	- 40.0%	60	51	- 15.0%
Closed Sales		4	4	0.0%	60	49	- 18.3%
Median Sales Price		\$447,500	\$1,093,000	+ 144.2%	\$432,500	\$554,000	+ 28.1%
Average Sales Price		\$456,250	\$1,003,000	+ 119.8%	\$542,331	\$696,736	+ 28.5%
Pct. of List Price Received		97.7%	103.0%	+ 5.4%	100.6%	102.2%	+ 1.6%
Days on Market Until Sale		35	123	+ 251.4%	49	80	+ 63.3%
Housing Affordability Index		127	51	- 59.8%	132	101	- 23.5%
Inventory of Homes for Sale		5	11	+ 120.0%	--	--	--
Months Supply of Inventory		0.7	2.1	+ 200.0%	--	--	--

New Listings

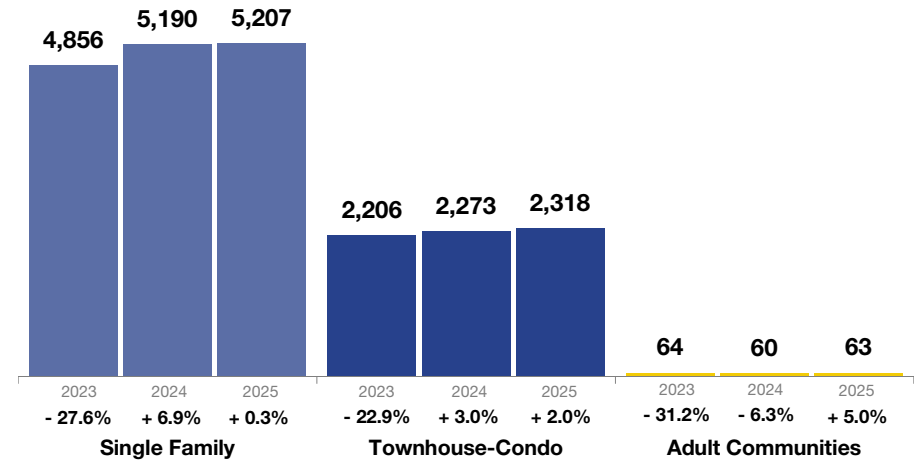
A count of the properties that have been newly listed on the market in a given month.



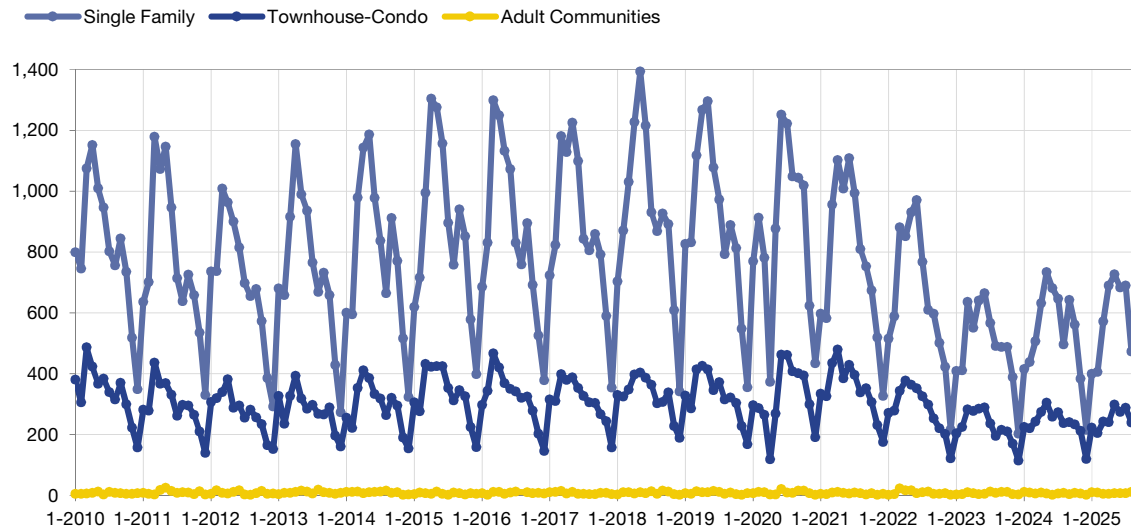
September



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.

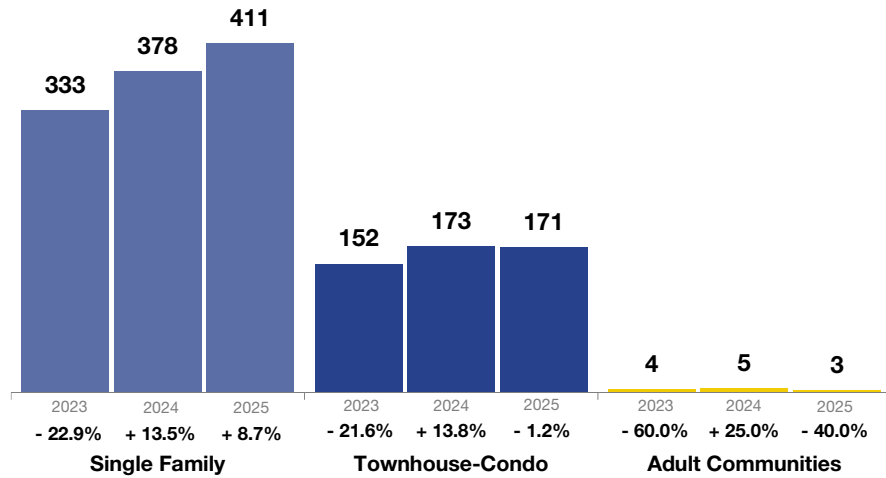
	Single Family	Townhouse-Condo	Adult Communities
October 2024	561	233	8
November 2024	383	212	6
December 2024	215	119	2
January 2025	399	222	10
February 2025	405	204	9
March 2025	572	242	5
April 2025	690	240	5
May 2025	726	298	7
June 2025	683	274	7
July 2025	690	288	7
August 2025	473	239	11
September 2025	569	311	2
12-Month Avg.	531	240	7

Pending Sales

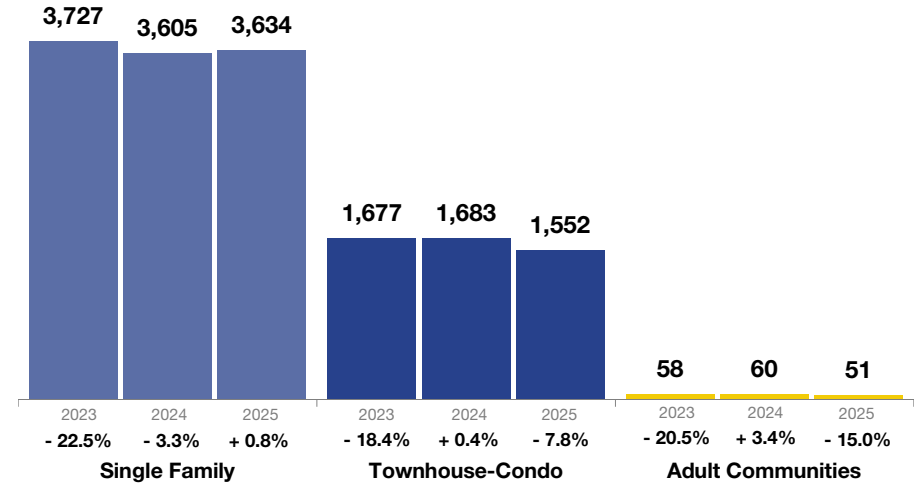
A count of the properties on which offers have been accepted in a given month.



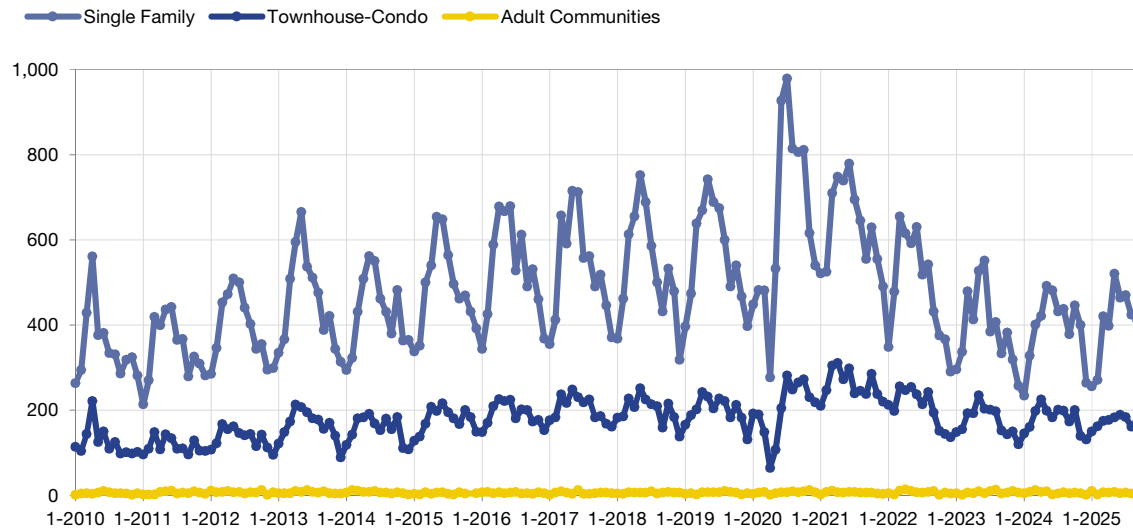
September



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.

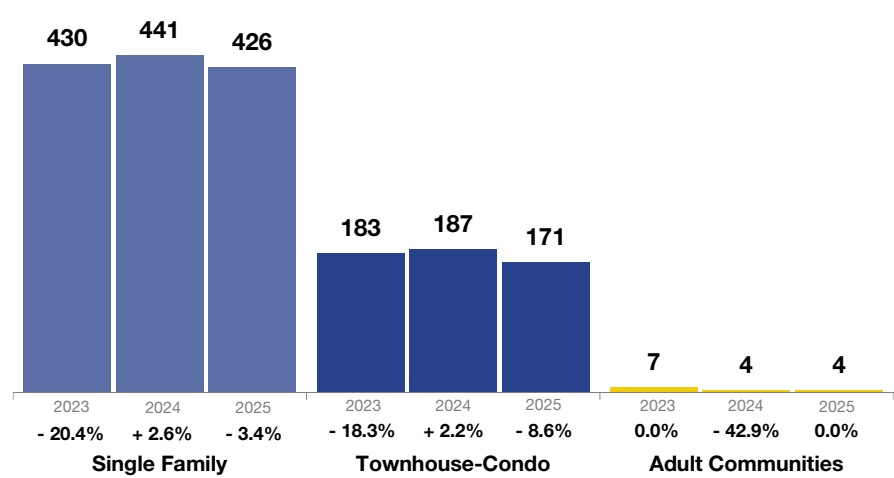
	Single Family	Townhouse-Condo	Adult Communities
October 2024	446	200	6
November 2024	400	139	5
December 2024	264	131	1
January 2025	256	150	10
February 2025	271	162	2
March 2025	420	175	7
April 2025	398	177	6
May 2025	520	183	8
June 2025	464	189	5
July 2025	470	184	6
August 2025	424	161	4
September 2025	411	171	3
12-Month Avg.	395	169	5

Closed Sales

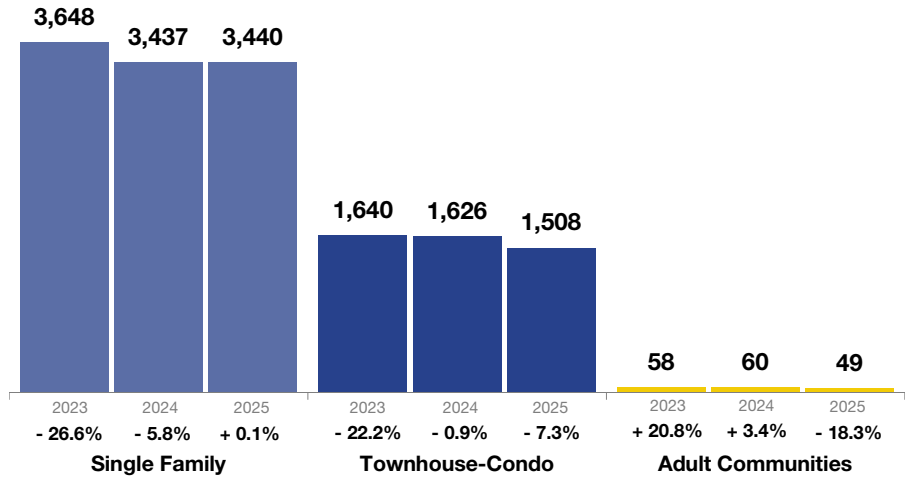
A count of the actual sales that closed in a given month.



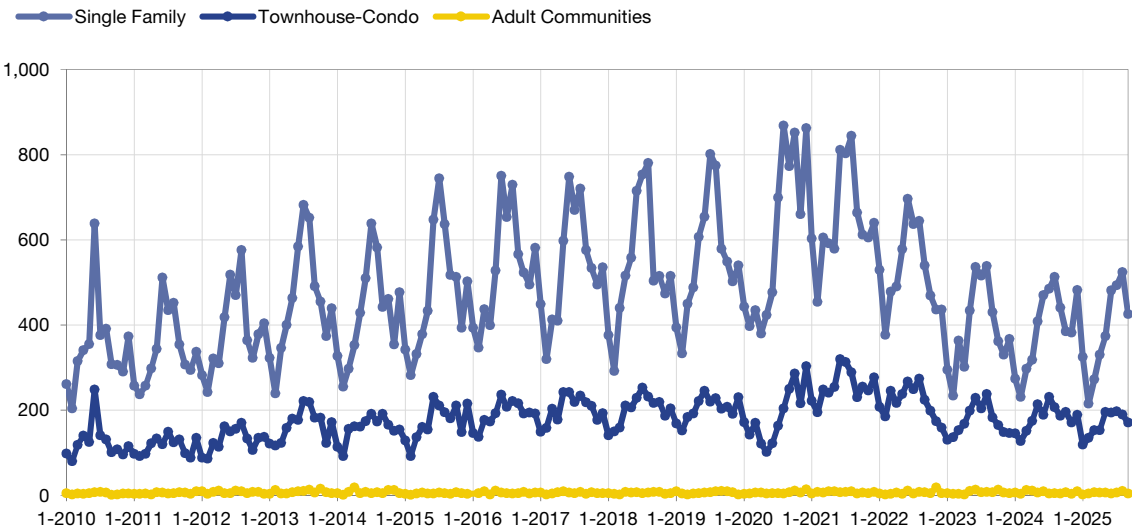
September



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Historical Closed Sales by Month



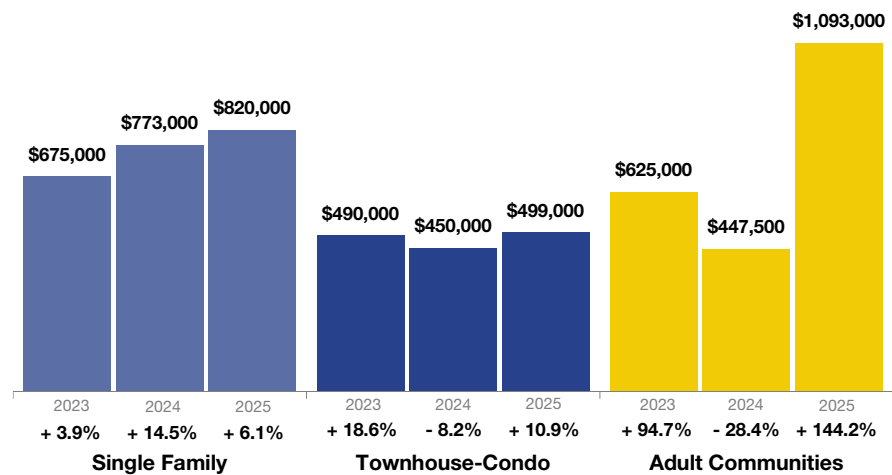
	Single Family	Townhouse-Condo	Adult Communities
October 2024	385	196	7
November 2024	382	171	3
December 2024	482	189	9
January 2025	325	119	2
February 2025	215	135	4
March 2025	272	153	7
April 2025	330	153	6
May 2025	374	196	6
June 2025	481	194	4
July 2025	493	197	6
August 2025	524	190	10
September 2025	426	171	4
12-Month Avg.	391	172	6

Median Sales Price

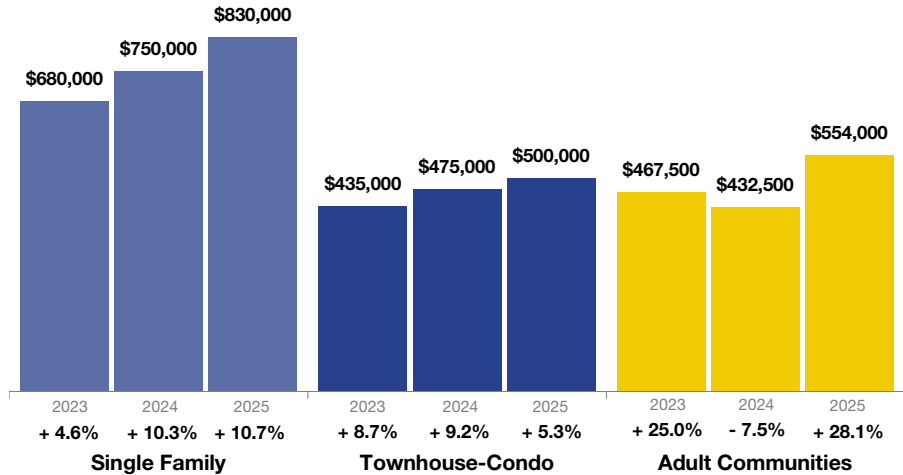


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

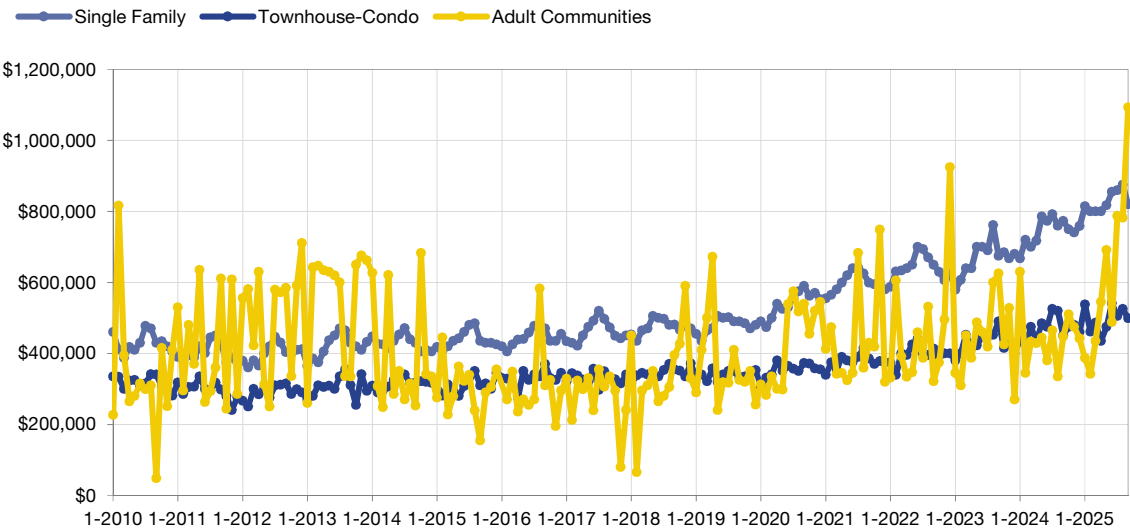
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Year to Date



Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
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	\$855,000	\$541,000	\$488,550
July 2025	\$860,000	\$505,000	\$787,500
August 2025	\$875,000	\$525,000	\$782,500
September 2025	\$820,000	\$499,000	\$1,093,000
12-Month Med.*	\$800,486	\$490,000	\$511,050

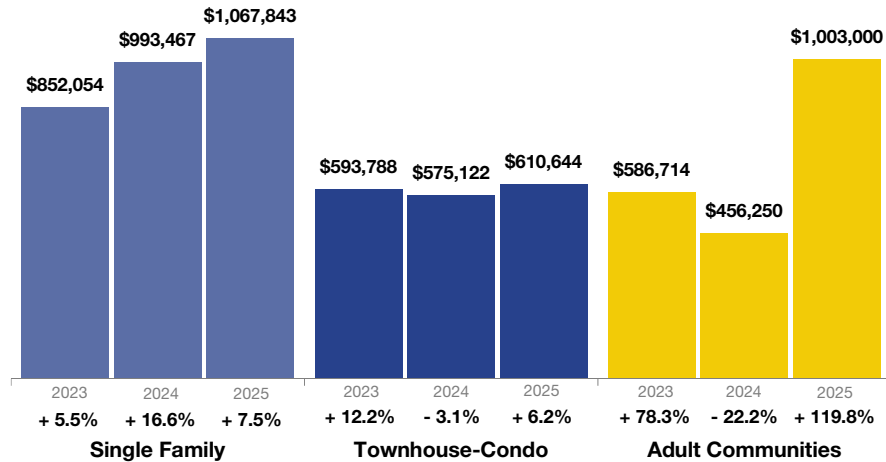
* Median Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Average Sales Price

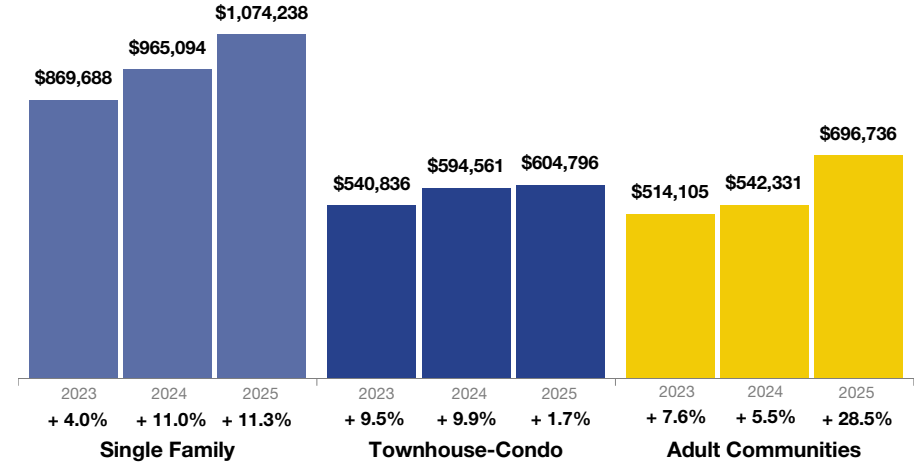
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



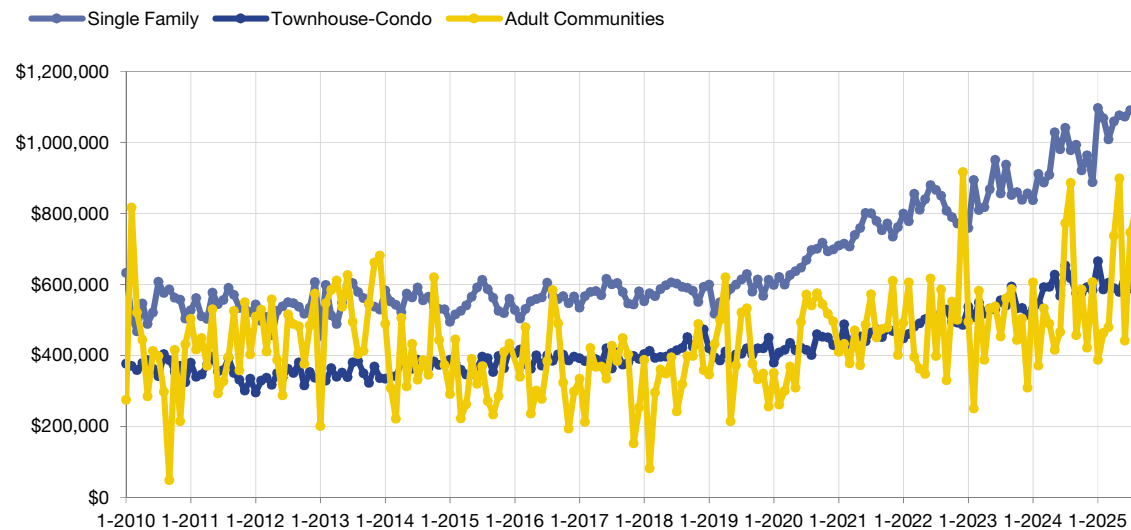
September



Year to Date



Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
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	\$664,674	\$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	\$1,072,364	\$628,880	\$441,650
July 2025	\$1,090,971	\$588,262	\$746,029
August 2025	\$1,096,714	\$608,398	\$808,850
September 2025	\$1,067,843	\$610,644	\$1,003,000
12-Month Avg.*	\$1,033,501	\$598,949	\$661,253

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

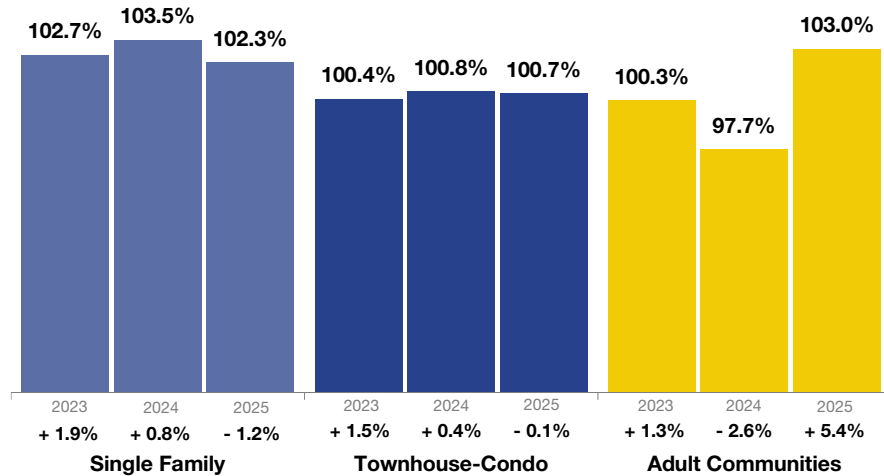
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Percent of List Price Received

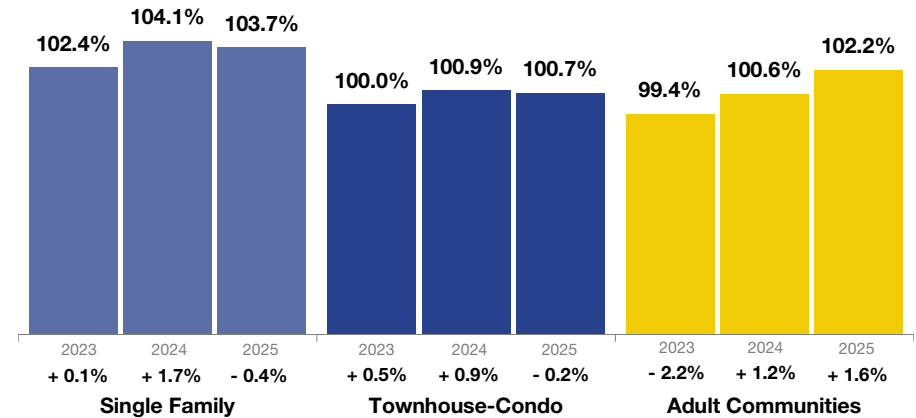


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

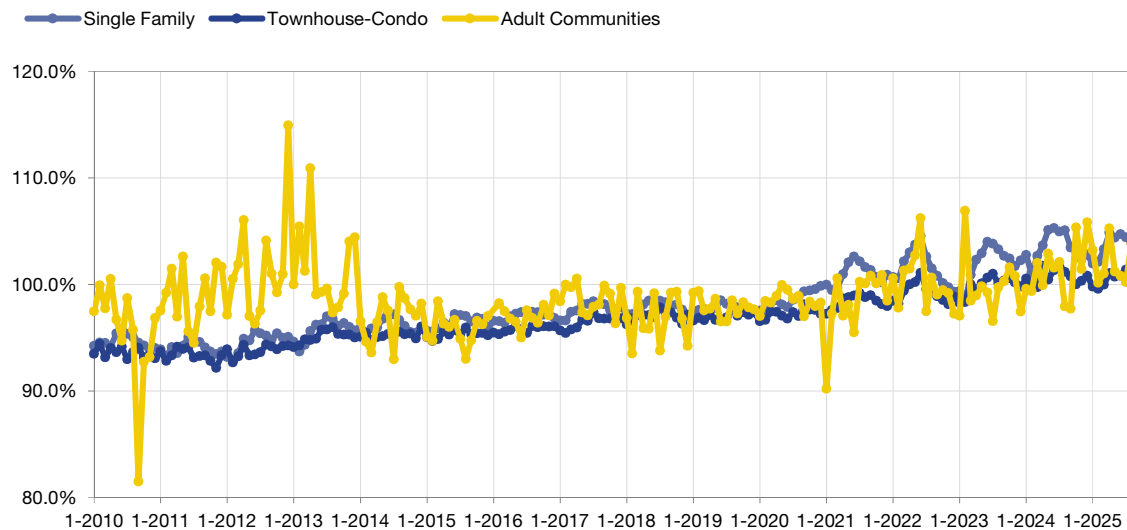
September



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
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%	99.8%	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	104.7%	100.8%	100.8%
July 2025	104.4%	101.4%	100.2%
August 2025	103.8%	101.6%	103.9%
September 2025	102.3%	100.7%	103.0%
12-Month Avg.*	103.4%	100.6%	103.0%

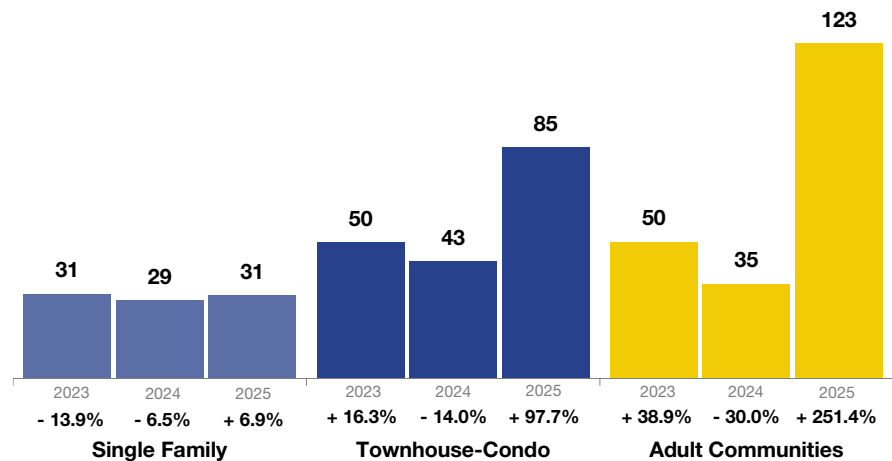
* Pct. of List Price Received for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Days on Market Until Sale

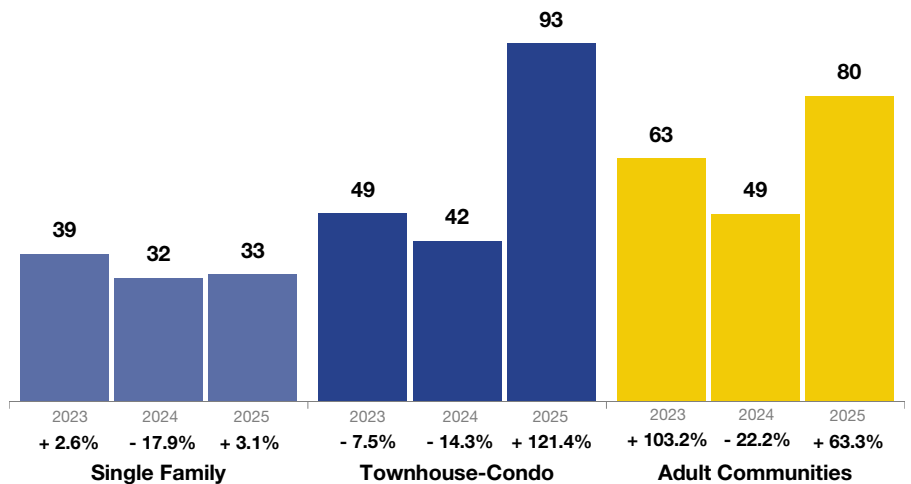


Average number of days between when a property is listed and when an offer is accepted in a given month.

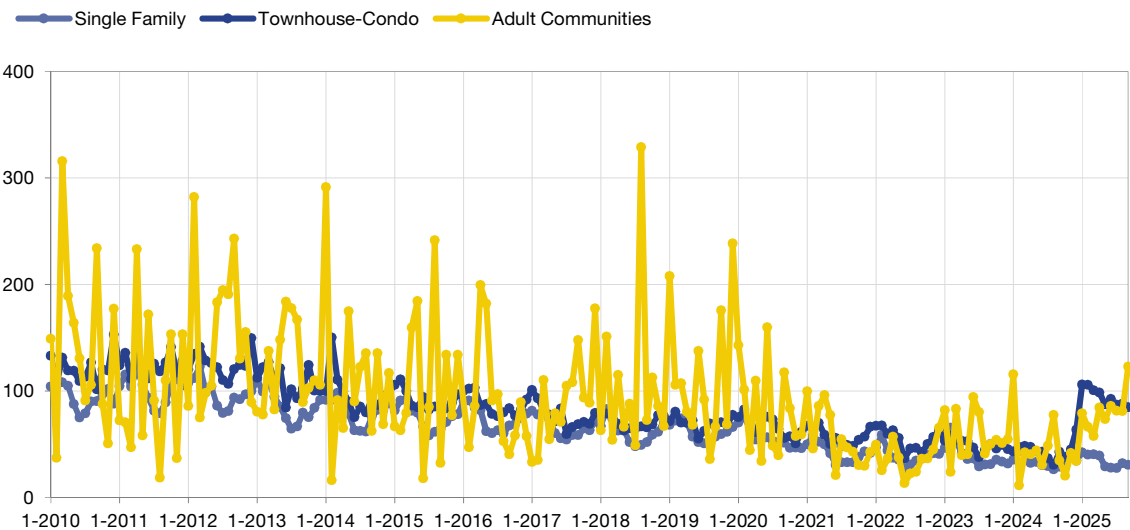
September



Year to Date



Historical Days on Market Until Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
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
September 2025	31	85	123
12-Month Avg.*	33	81	66

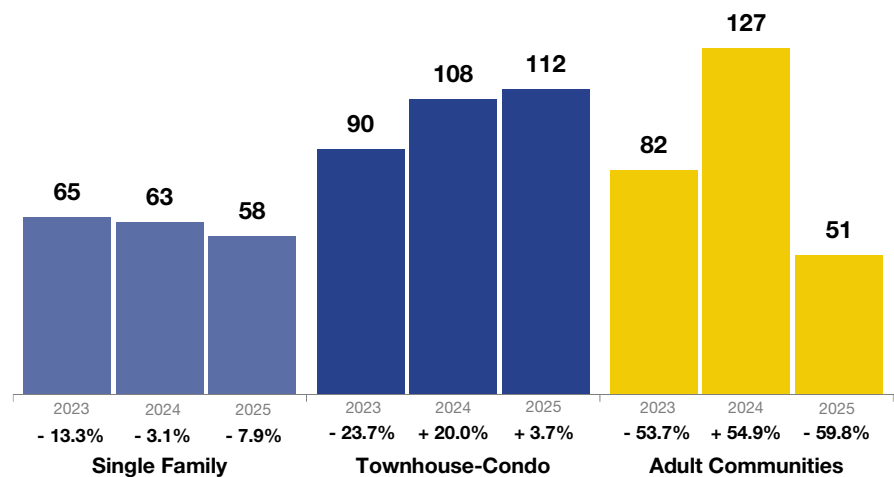
* Days on Market for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Housing Affordability Index

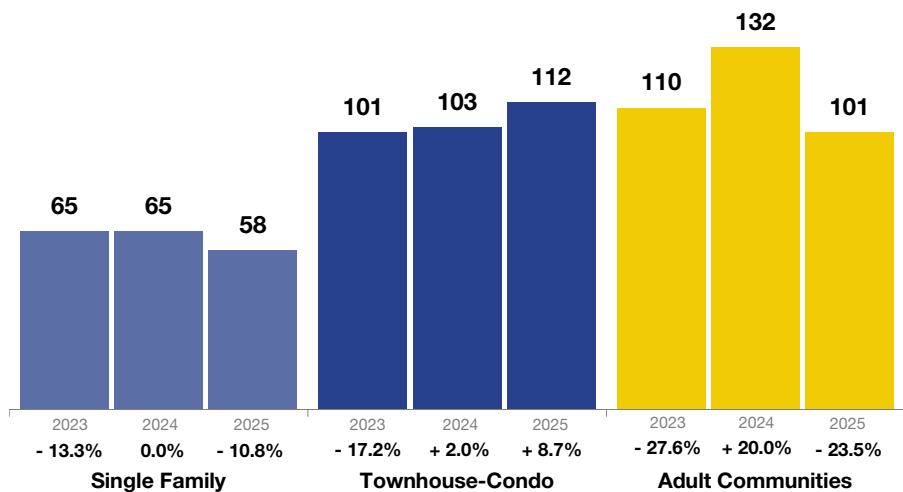


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

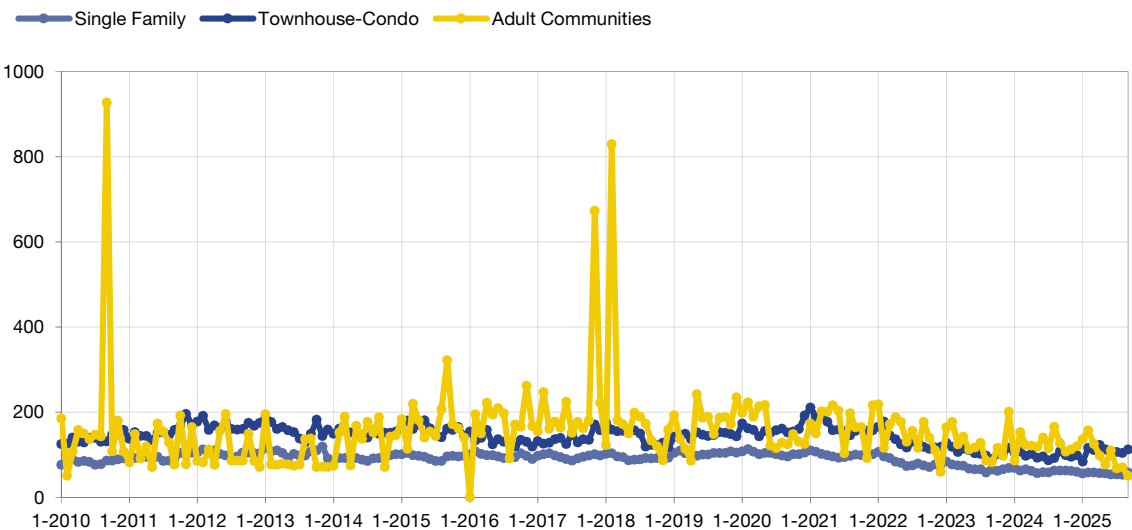
September



Year to Date



Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
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
September 2025	58	112	51
12-Month Avg.*	57	105	103

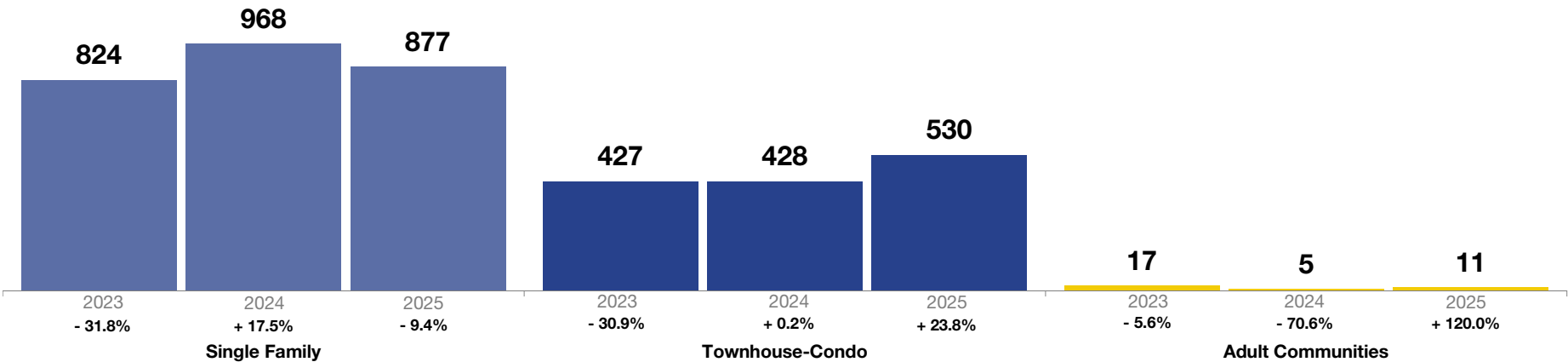
* Affordability Index for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

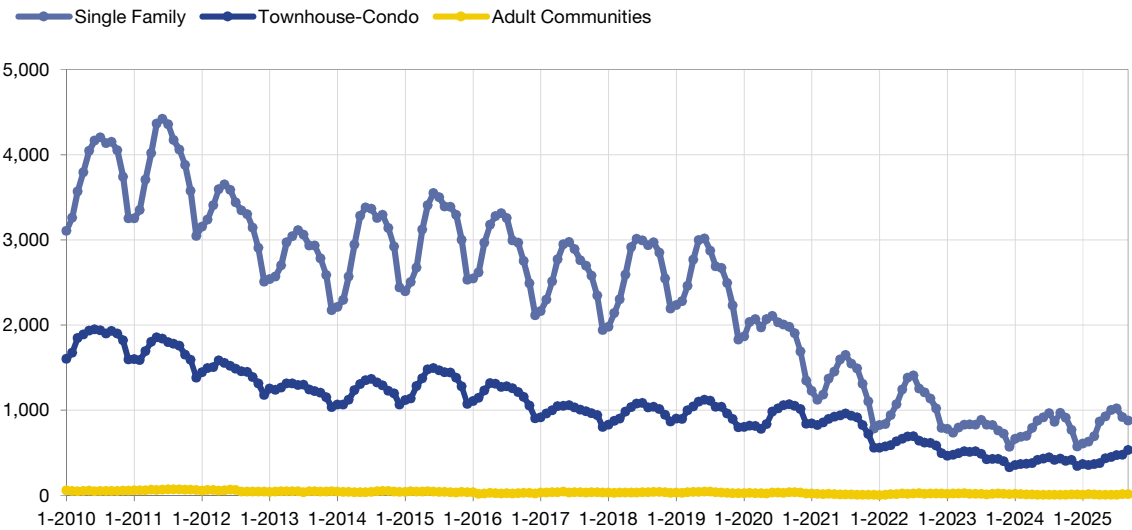


The number of properties available for sale in active status at the end of a given month.

September



Historical Inventory of Homes for Sale 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.

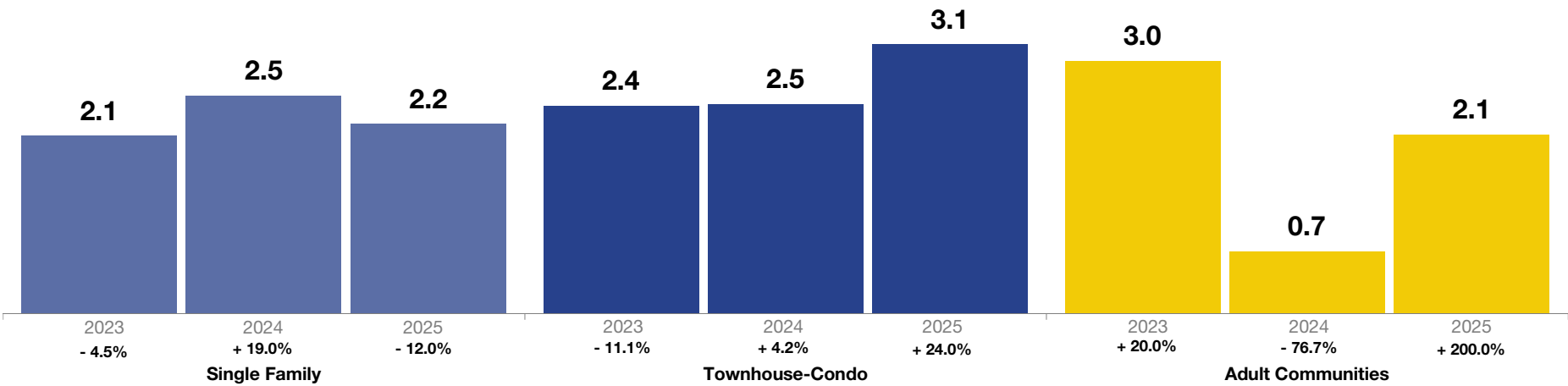
	Single Family	Townhouse-Condo	Adult Communities
October 2024	910	405	7
November 2024	767	414	8
December 2024	572	342	8
January 2025	605	366	6
February 2025	630	354	11
March 2025	693	366	9
April 2025	865	378	7
May 2025	927	433	6
June 2025	1,001	448	7
July 2025	1,021	470	6
August 2025	918	474	12
September 2025	877	530	11
12-Month Avg.	816	415	8

Months Supply of Inventory

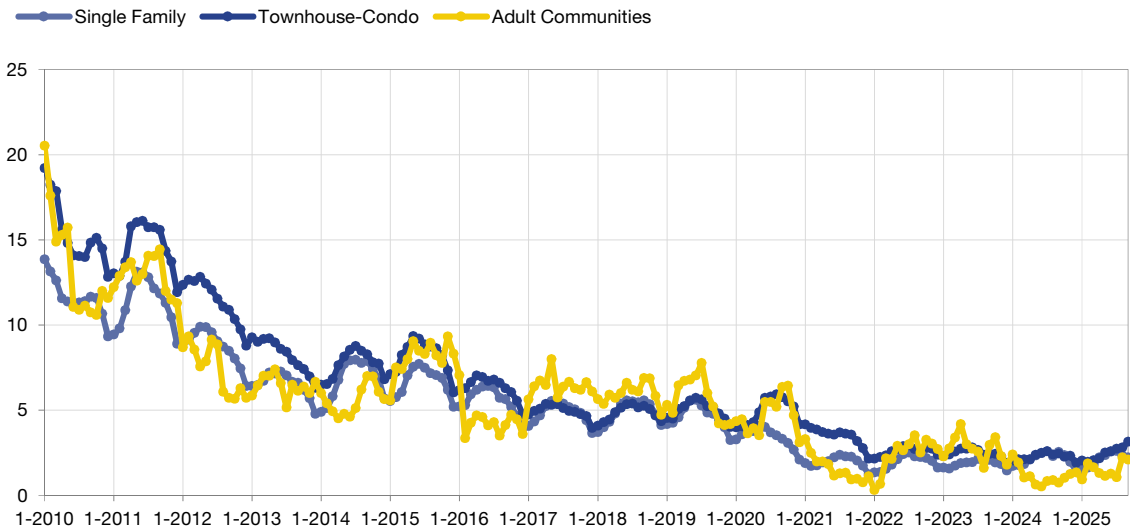


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
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	2.8	2.2
September 2025	2.2	3.1	2.1
12-Month Avg.*	2.1	2.4	1.4

* Months Supply for all properties from October 2024 through September 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	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		886	882	- 0.5%	7,523	7,588	+ 0.9%
Pending Sales		556	585	+ 5.2%	5,348	5,237	- 2.1%
Closed Sales		632	601	- 4.9%	5,123	4,997	- 2.5%
Median Sales Price		\$702,500	\$750,000	+ 6.8%	\$685,000	\$749,000	+ 9.3%
Average Sales Price		\$866,285	\$937,327	+ 8.2%	\$842,538	\$928,903	+ 10.3%
Pct. of List Price Received		102.6%	101.8%	- 0.8%	103.0%	102.8%	- 0.2%
Days on Market Until Sale		33	47	+ 42.4%	35	52	+ 48.6%
Housing Affordability Index		69	64	- 7.2%	71	64	- 9.9%
Inventory of Homes for Sale		1,401	1,418	+ 1.2%	--	--	--
Months Supply of Inventory		2.5	2.5	0.0%	--	--	--