

# 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.

## November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

- Single Family Closed Sales decreased 6.0 percent to 359.
- Townhouse-Condo Closed Sales decreased 11.7 percent to 151.
- Adult Communities Closed Sales increased 66.7 percent to 5.
  
- Single Family Median Sales Price was up 4.6 percent to \$775,000.
- Townhouse-Condo Median Sales Price was up 1.7 percent to \$488,000.
- Adult Communities Median Sales Price was up 0.9 percent to \$479,500.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

## Monthly Snapshot

**- 7.4%**      **+ 0.6%**      **+ 6.7%**

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	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		382	345	- 9.7%	6,133	6,121	- 0.2%
Pending Sales		400	358	- 10.5%	4,446	4,405	- 0.9%
Closed Sales		382	359	- 6.0%	4,204	4,217	+ 0.3%
Median Sales Price		\$741,000	\$775,000	+ 4.6%	\$750,000	\$823,860	+ 9.8%
Average Sales Price		\$963,524	\$1,004,328	+ 4.2%	\$960,936	\$1,065,665	+ 10.9%
Pct. of List Price Received		102.4%	102.3%	- 0.1%	103.9%	103.4%	- 0.5%
Days on Market Until Sale		38	37	- 2.6%	33	34	+ 3.0%
Housing Affordability Index		62	62	0.0%	61	58	- 4.9%
Inventory of Homes for Sale		771	736	- 4.5%	--	--	--
Months Supply of Inventory		2.0	1.9	- 5.0%	--	--	--

# Townhouse-Condo Market Overview






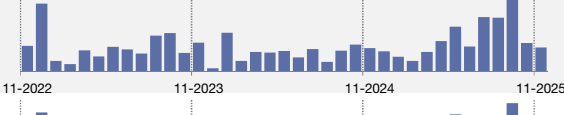

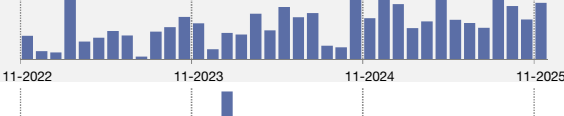

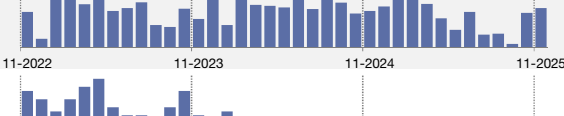

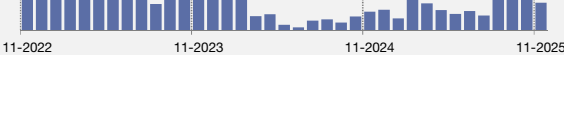
Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		211	186	- 11.8%	2,718	2,803	+ 3.1%
Pending Sales		139	149	+ 7.2%	2,023	1,925	- 4.8%
Closed Sales		171	151	- 11.7%	1,993	1,840	- 7.7%
Median Sales Price		\$480,000	\$488,000	+ 1.7%	\$475,000	\$499,900	+ 5.2%
Average Sales Price		\$591,596	\$574,677	- 2.9%	\$592,468	\$603,044	+ 1.8%
Pct. of List Price Received		100.3%	100.6%	+ 0.3%	100.7%	100.7%	0.0%
Days on Market Until Sale		46	39	- 15.2%	43	43	0.0%
Housing Affordability Index		95	115	+ 21.1%	96	112	+ 16.7%
Inventory of Homes for Sale		413	454	+ 9.9%	--	--	--
Months Supply of Inventory		2.3	2.6	+ 13.0%	--	--	--

# 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.

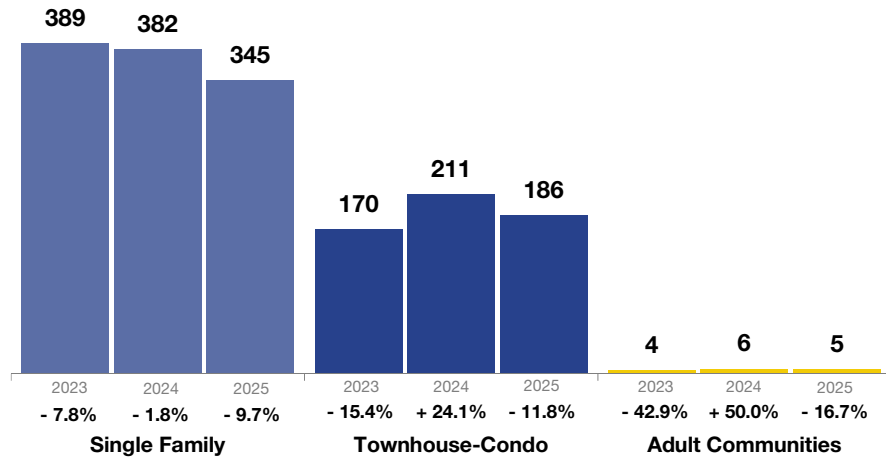
Key Metrics	Historical Sparklines	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		6	5	- 16.7%	74	78	+ 5.4%
Pending Sales		5	5	0.0%	71	64	- 9.9%
Closed Sales		3	5	+ 66.7%	70	57	- 18.6%
Median Sales Price		\$475,000	\$479,500	+ 0.9%	\$439,000	\$529,000	+ 20.5%
Average Sales Price		\$421,333	\$719,500	+ 70.8%	\$541,516	\$689,694	+ 27.4%
Pct. of List Price Received		101.4%	103.4%	+ 2.0%	101.1%	102.3%	+ 1.2%
Days on Market Until Sale		42	21	- 50.0%	50	32	- 36.0%
Housing Affordability Index		112	117	+ 4.5%	122	106	- 13.1%
Inventory of Homes for Sale		8	9	+ 12.5%	--	--	--
Months Supply of Inventory		1.2	1.7	+ 41.7%	--	--	--

# New Listings

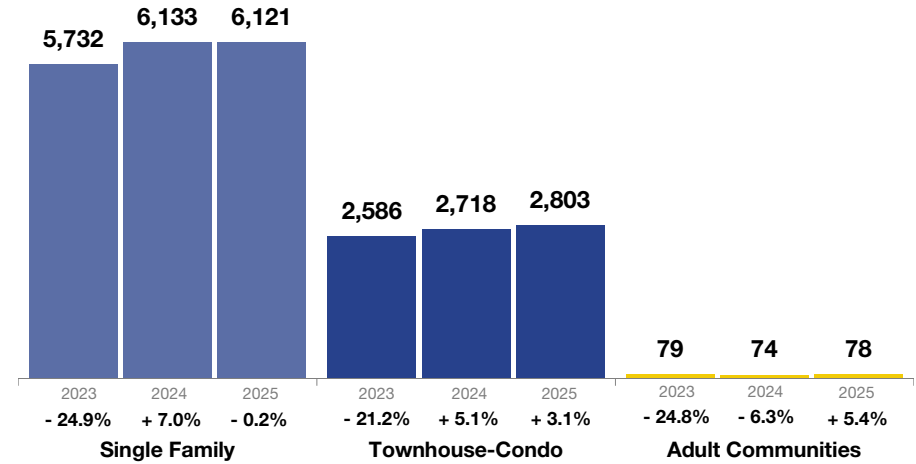
A count of the properties that have been newly listed on the market in a given month.



## November

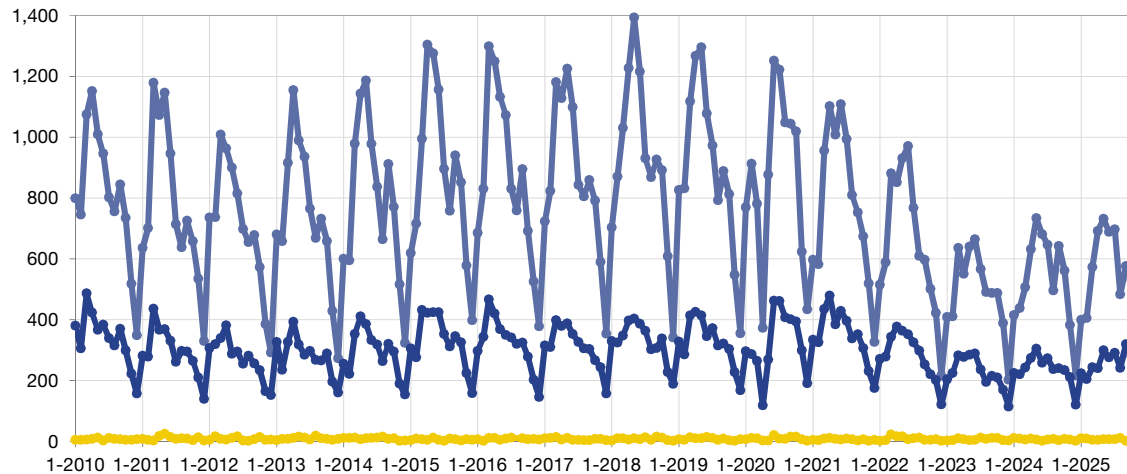


## Year to Date



## 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.

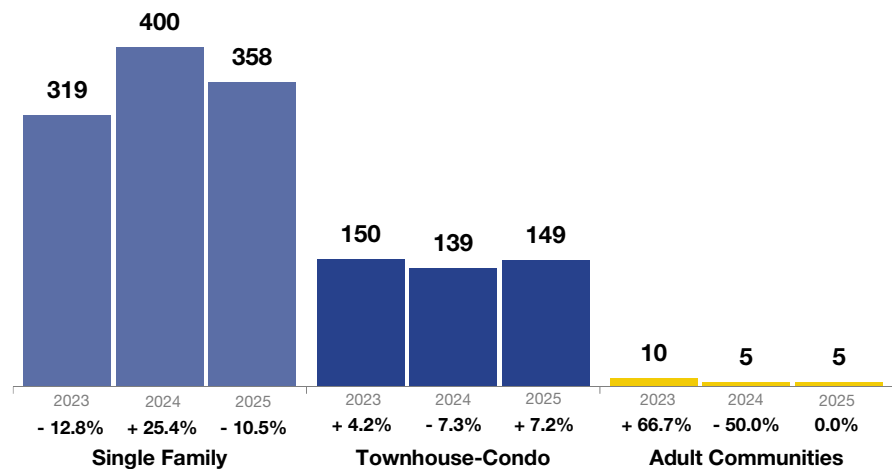
	Single Family	Townhouse-Condo	Adult Communities
December 2024	216	120	2
January 2025	399	223	10
February 2025	405	205	9
March 2025	573	243	5
April 2025	692	240	5
May 2025	732	299	7
June 2025	688	276	7
July 2025	697	291	7
August 2025	483	241	11
September 2025	576	319	2
October 2025	531	280	10
<b>November 2025</b>	<b>345</b>	<b>186</b>	<b>5</b>
12-Month Avg.	528	244	7

# Pending Sales

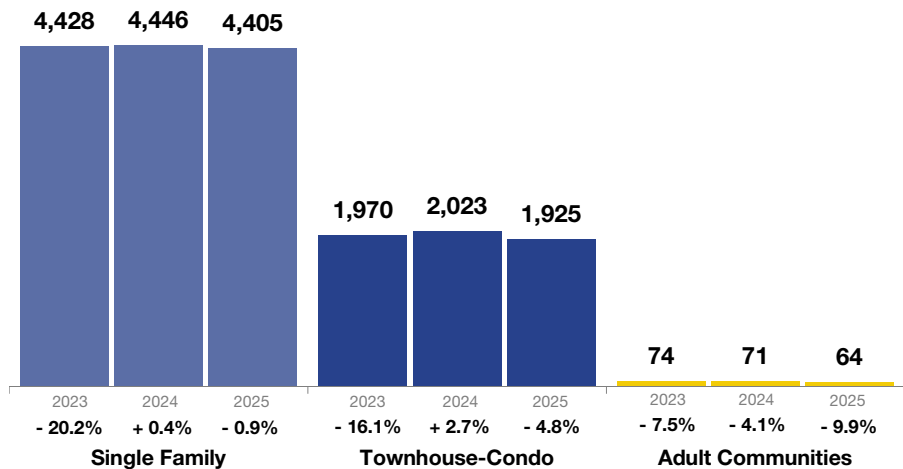


A count of the properties on which offers have been accepted in a given month.

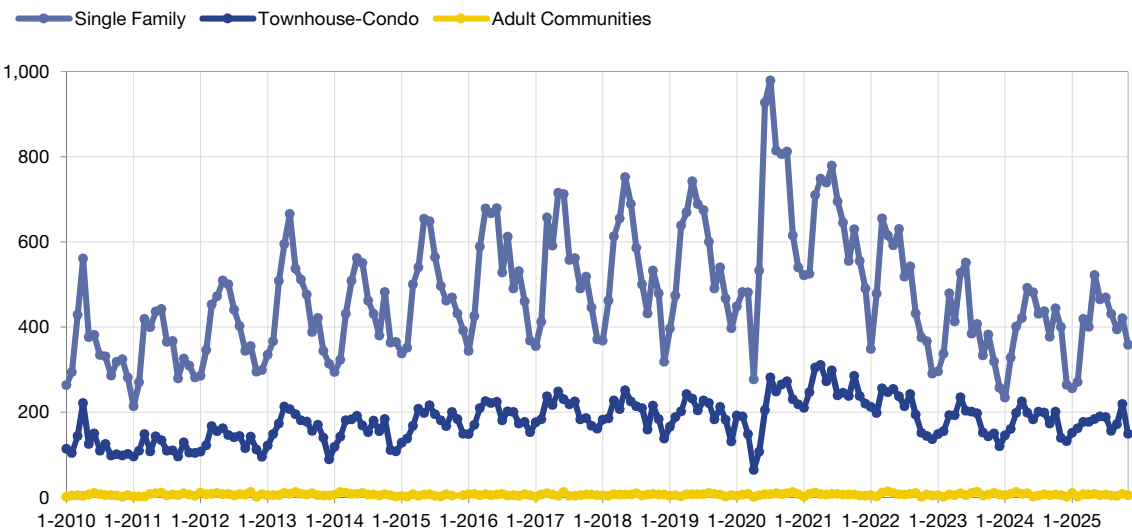
## November



## 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.

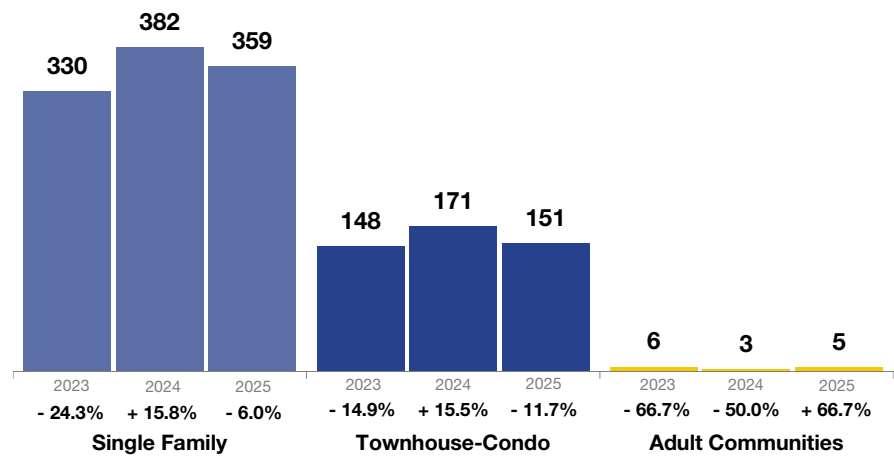
	Single Family	Townhouse-Condo	Adult Communities
December 2024	264	132	1
January 2025	256	151	10
February 2025	271	162	2
March 2025	419	177	7
April 2025	400	177	6
May 2025	522	184	8
June 2025	465	190	5
July 2025	469	188	6
August 2025	431	156	4
September 2025	394	172	3
October 2025	420	219	8
November 2025	358	149	5
12-Month Avg.	389	171	5

# Closed Sales

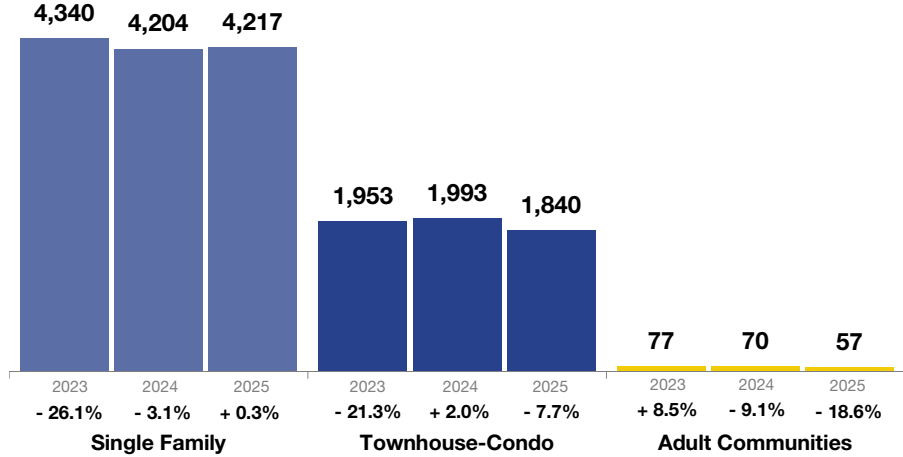
A count of the actual sales that closed in a given month.



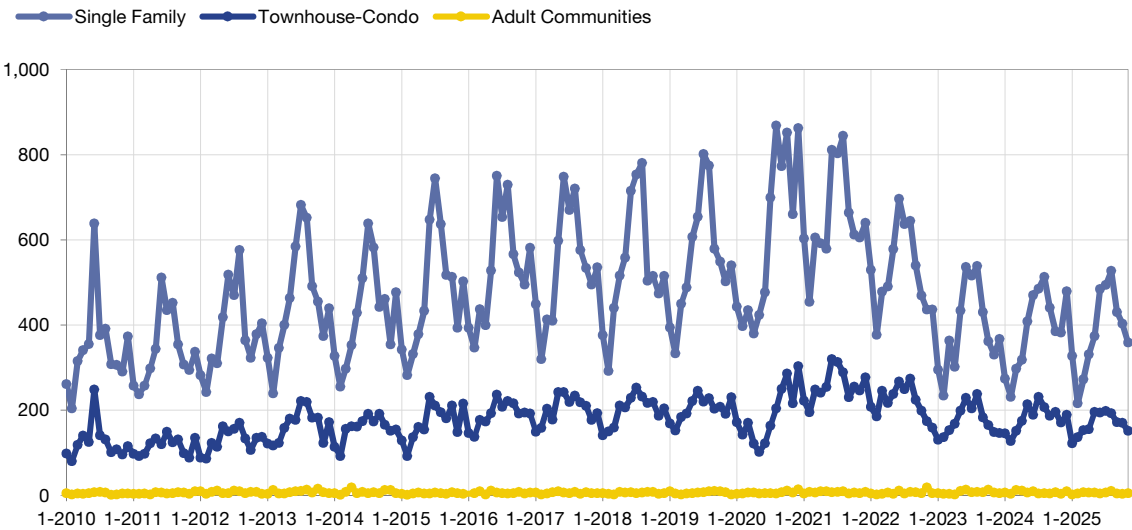
## November



## Year to Date



## Historical Closed Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	479	189	9
January 2025	327	122	2
February 2025	216	136	4
March 2025	272	153	7
April 2025	331	155	6
May 2025	374	196	6
June 2025	484	194	4
July 2025	494	198	6
August 2025	527	193	10
September 2025	430	172	4
October 2025	403	170	3
November 2025	359	151	5
12-Month Avg.	391	169	6

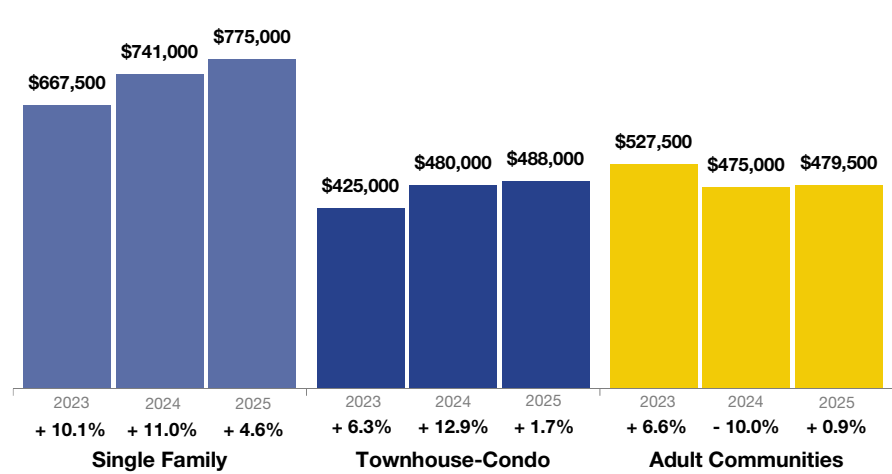
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Median Sales Price

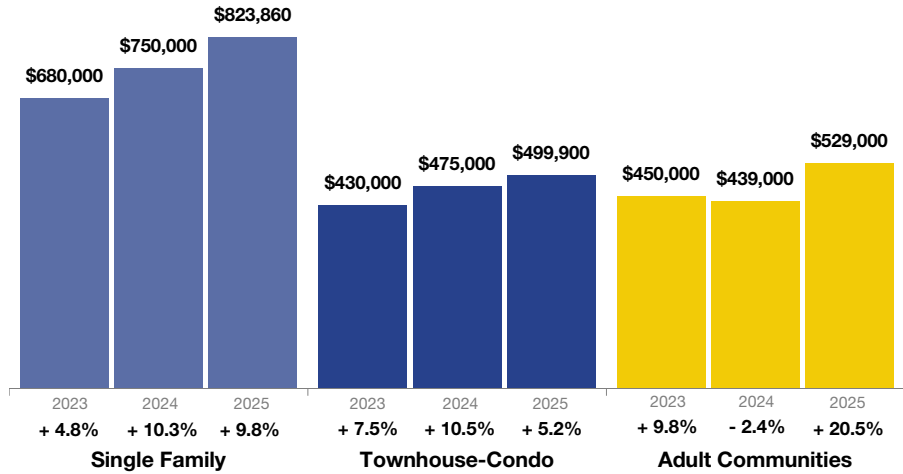


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

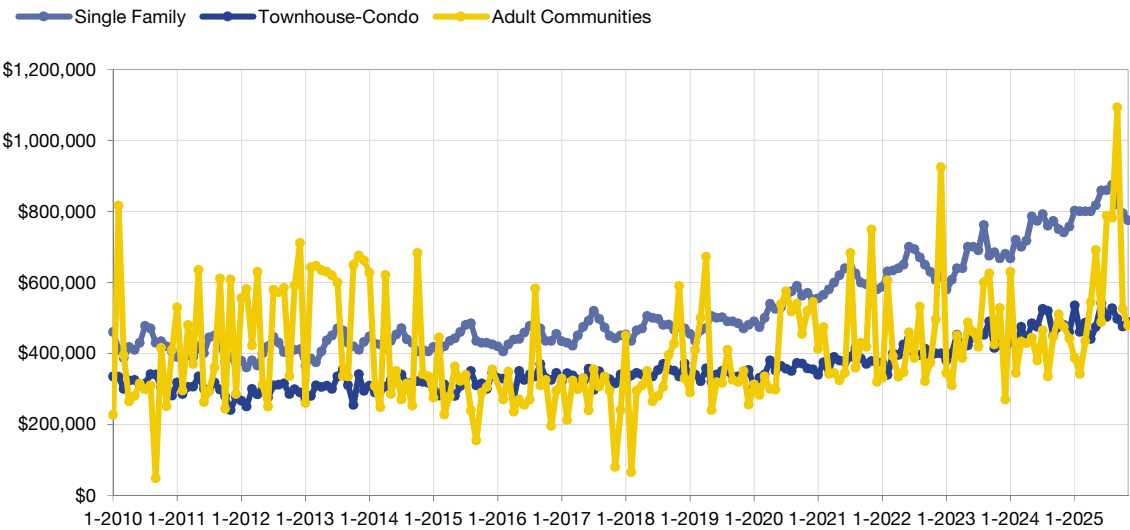
## November



## Year to Date



## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	\$757,000	\$460,000	\$442,084
January 2025	\$802,000	\$535,000	\$387,000
February 2025	\$800,000	\$460,500	\$342,000
March 2025	\$800,000	\$486,500	\$435,000
April 2025	\$800,000	\$440,000	\$544,950
May 2025	\$817,444	\$475,000	\$691,500
June 2025	\$858,500	\$541,000	\$488,550
July 2025	\$860,000	\$502,500	\$787,500
August 2025	\$875,000	\$527,000	\$782,500
September 2025	\$820,000	\$497,000	\$1,093,000
October 2025	\$795,000	\$476,000	\$525,000
November 2025	\$775,000	\$488,000	\$479,500
12-Month Med.*	\$815,000	\$494,500	\$518,550

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

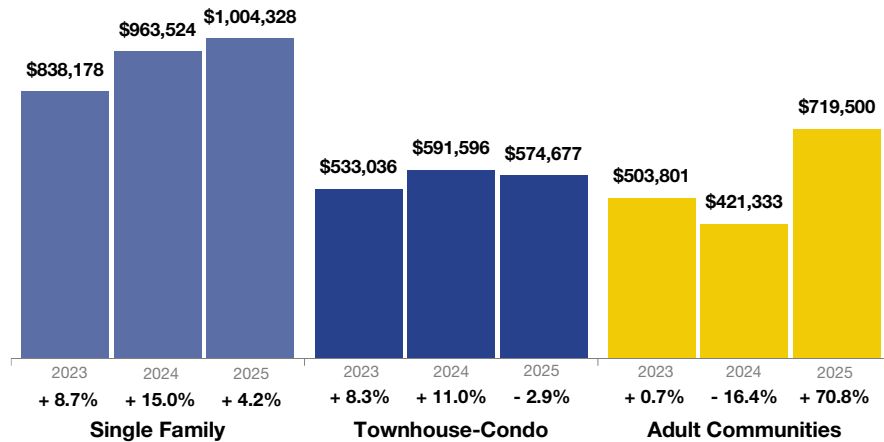


# Average Sales Price

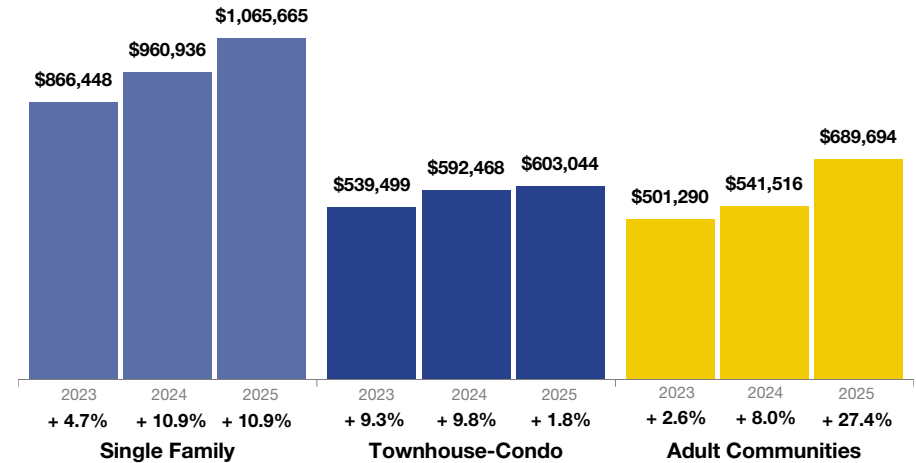
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



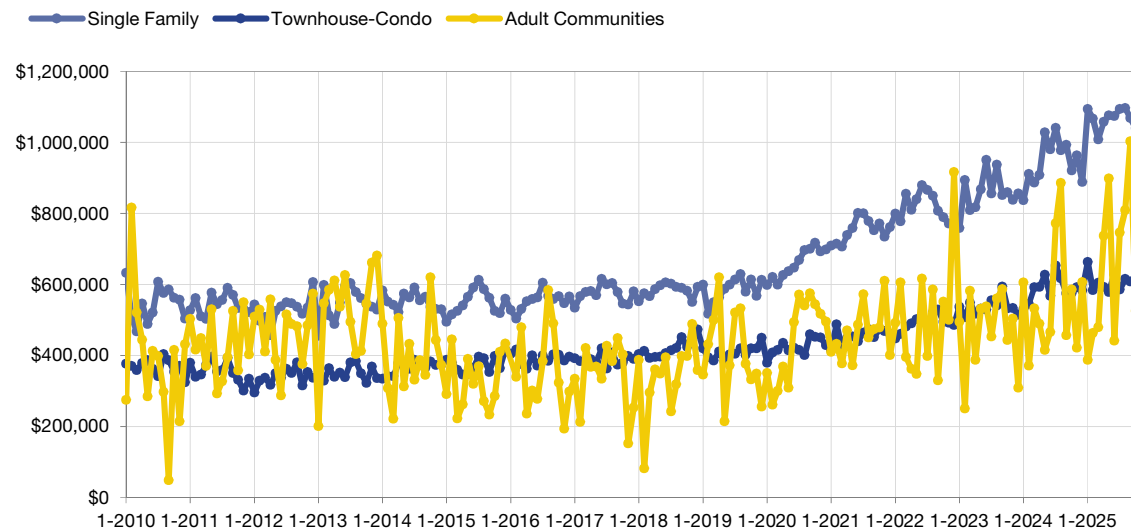
## November



## Year to Date



## Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	\$888,391	\$582,913	\$606,545
January 2025	\$1,094,165	\$662,926	\$387,000
February 2025	\$1,067,266	\$583,525	\$463,045
March 2025	\$1,008,914	\$604,962	\$479,143
April 2025	\$1,058,452	\$592,918	\$737,483
May 2025	\$1,076,003	\$578,357	\$898,617
June 2025	\$1,074,521	\$628,880	\$441,650
July 2025	\$1,094,532	\$585,960	\$746,029
August 2025	\$1,097,215	\$615,138	\$808,850
September 2025	\$1,068,991	\$608,338	\$1,003,000
October 2025	\$1,040,108	\$608,535	\$525,000
<b>November 2025</b>	<b>\$1,004,328</b>	<b>\$574,677</b>	<b>\$719,500</b>
12-Month Avg.*	\$1,047,579	\$601,168	\$678,356

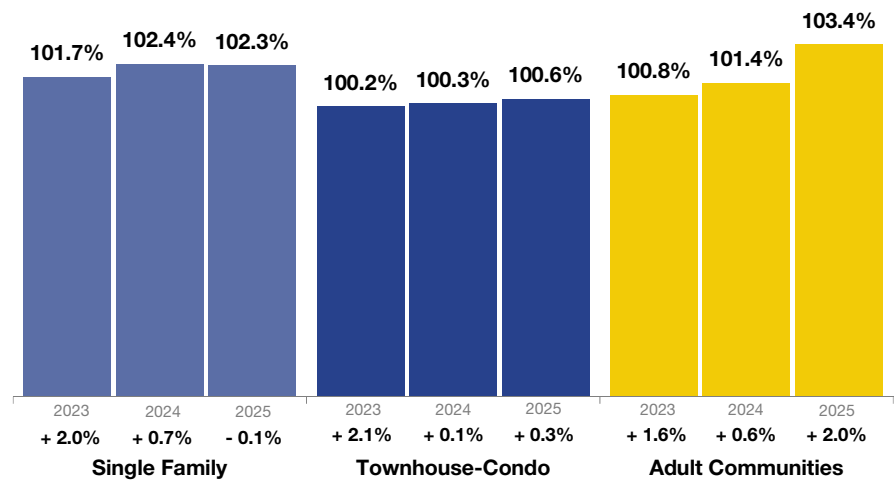
\* Avg. Sales Price for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Percent of List Price Received

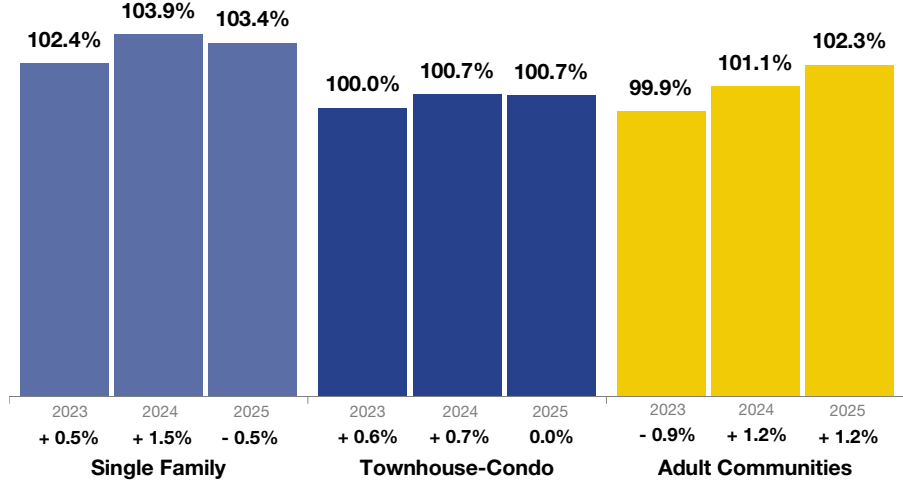


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

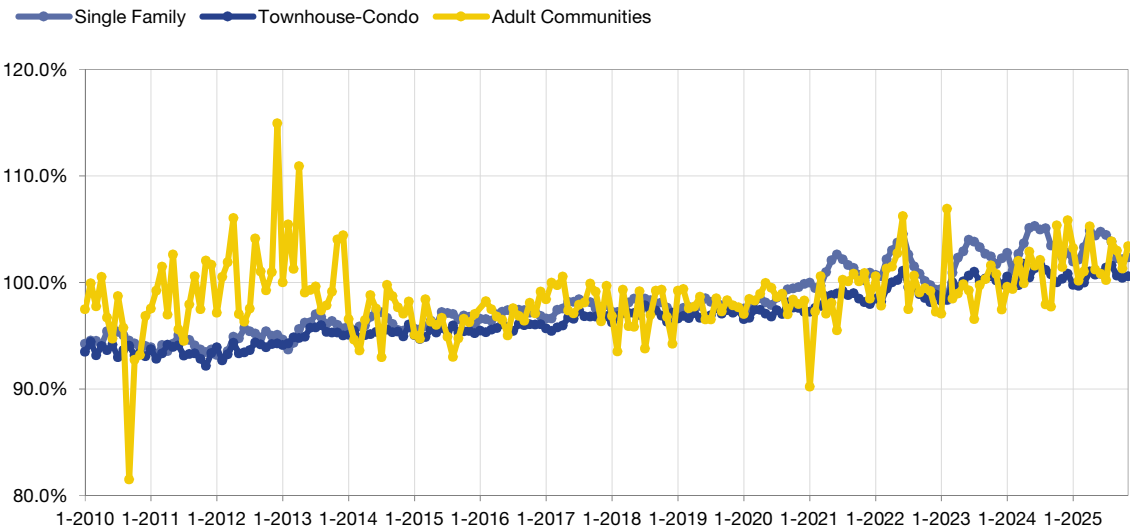
## November



## Year to Date



## Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	102.8%	100.8%	105.8%
January 2025	102.0%	99.8%	103.2%
February 2025	102.1%	99.7%	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	102.2%	100.6%	103.0%
October 2025	102.2%	100.4%	101.3%
November 2025	102.3%	100.6%	103.4%
12-Month Avg.*	103.4%	100.7%	102.8%

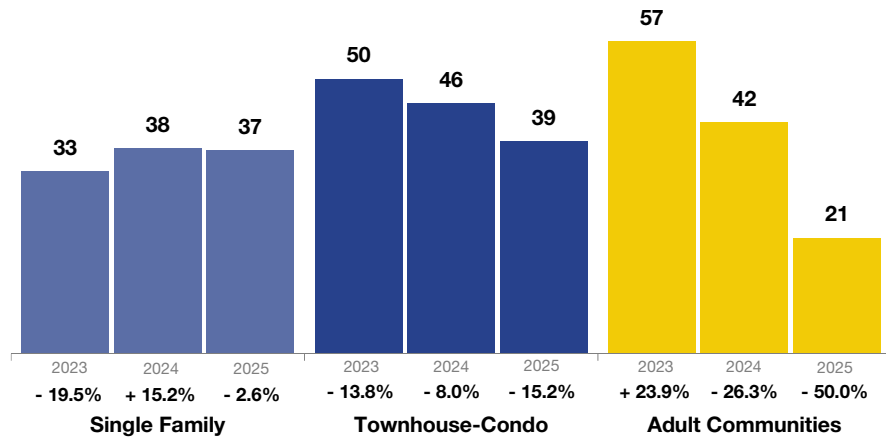
\* Pct. of List Price Received for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

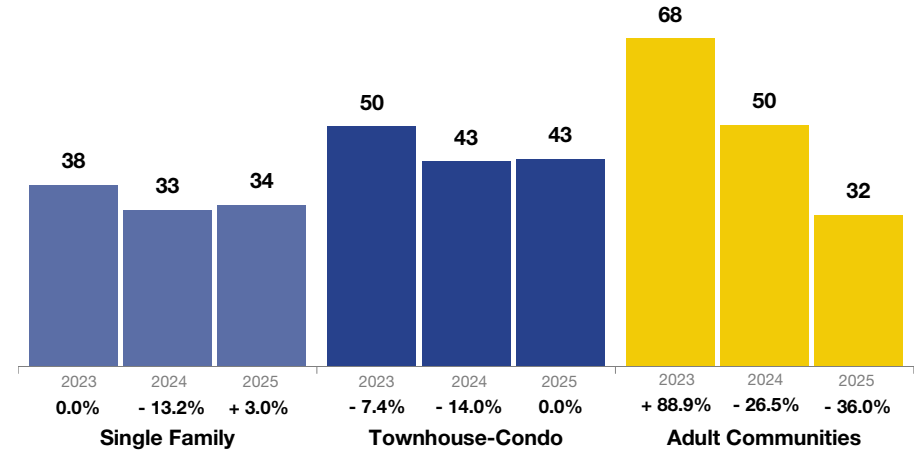


Average number of days between when a property is listed and when an offer is accepted in a given month.

## November

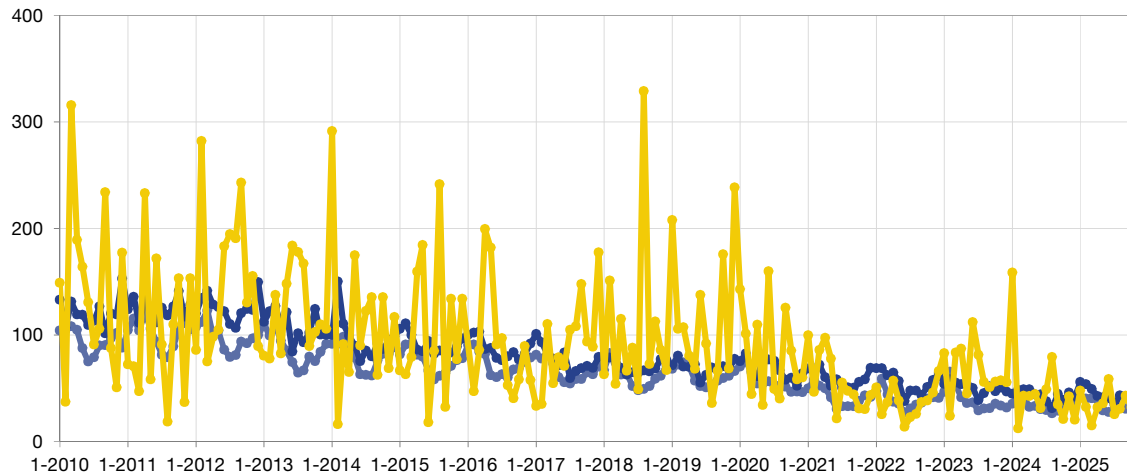


## Year to Date



## 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
December 2024	34	42	20
January 2025	42	56	48
February 2025	40	54	32
March 2025	40	49	15
April 2025	39	42	32
May 2025	29	41	36
June 2025	28	40	59
July 2025	27	34	26
August 2025	32	43	31
September 2025	30	40	43
October 2025	37	44	32
November 2025	37	39	21
12-Month Avg.*	34	43	30

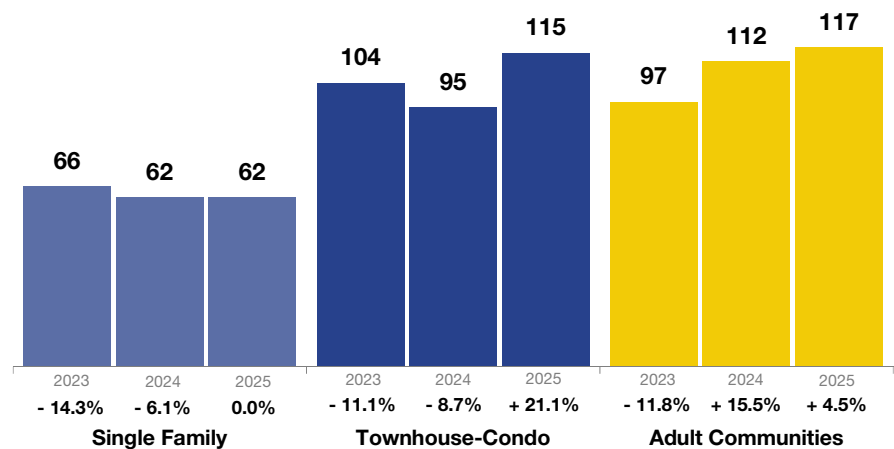
\* Days on Market for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Housing Affordability Index

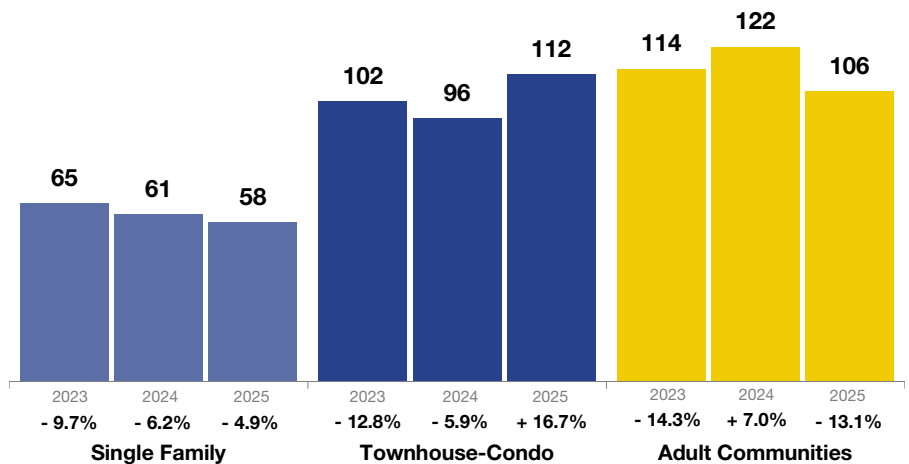


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

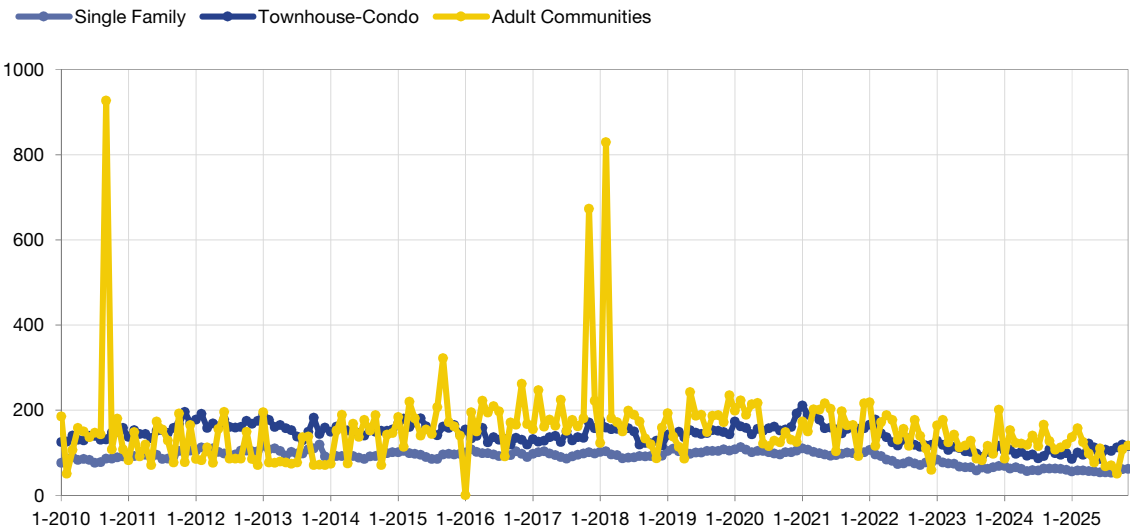
## November



## Year to Date



## Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	60	99	120
January 2025	56	85	136
February 2025	58	100	157
March 2025	58	95	125
April 2025	57	121	98
May 2025	56	112	77
June 2025	54	85	110
July 2025	54	107	68
August 2025	53	104	70
September 2025	58	112	51
October 2025	61	119	108
November 2025	62	115	117
12-Month Avg.*	57	105	103

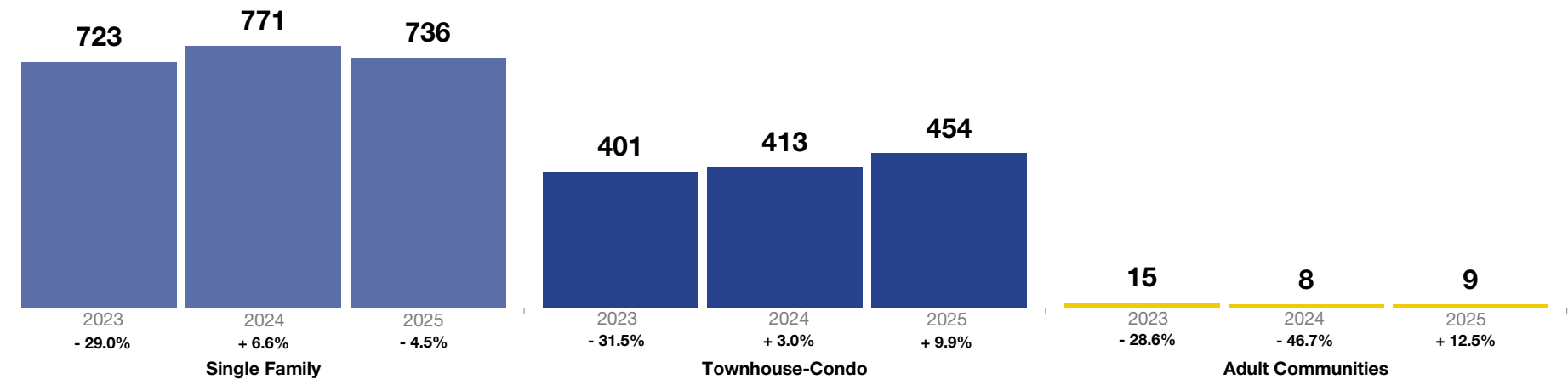
\* Affordability Index for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

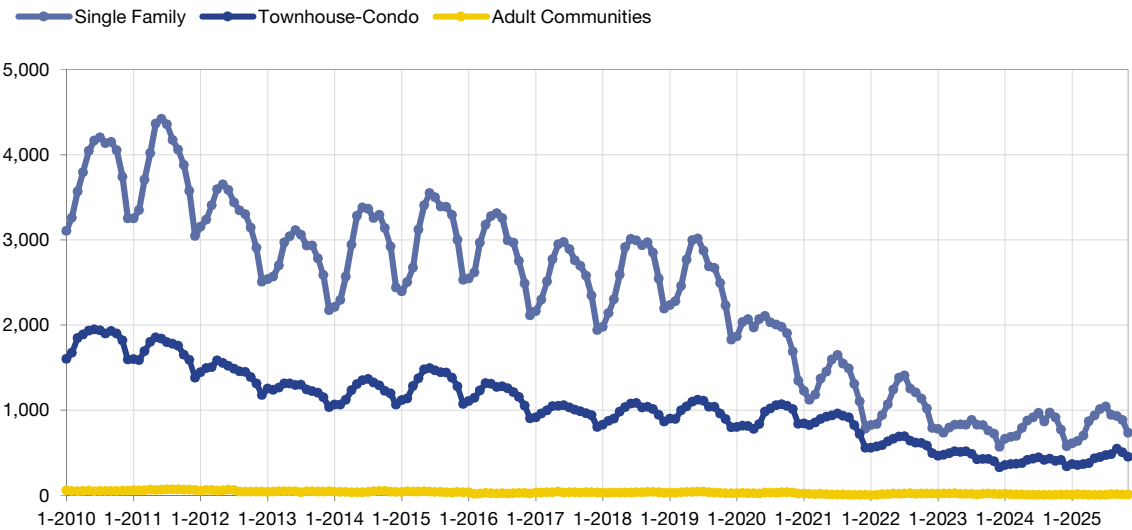


The number of properties available for sale in active status at the end of a given month.

## November



## Historical Inventory of Homes for Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	576	341	8
January 2025	609	365	6
February 2025	635	355	11
March 2025	700	366	9
April 2025	871	378	7
May 2025	937	434	6
June 2025	1,014	450	7
July 2025	1,043	471	6
August 2025	945	482	12
September 2025	929	546	11
October 2025	885	506	10
November 2025	736	454	9
12-Month Avg.	823	429	9

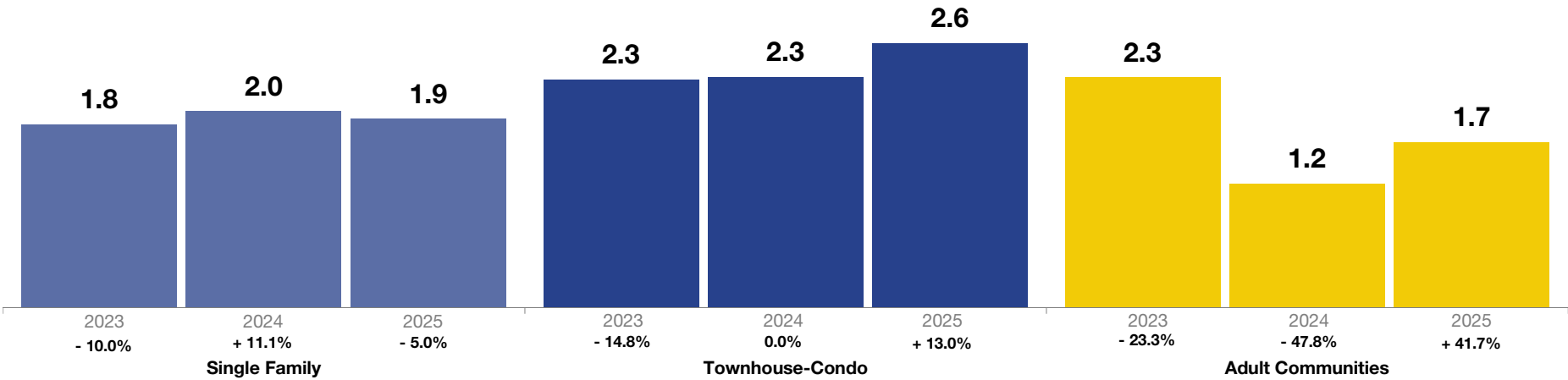
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Months Supply of Inventory

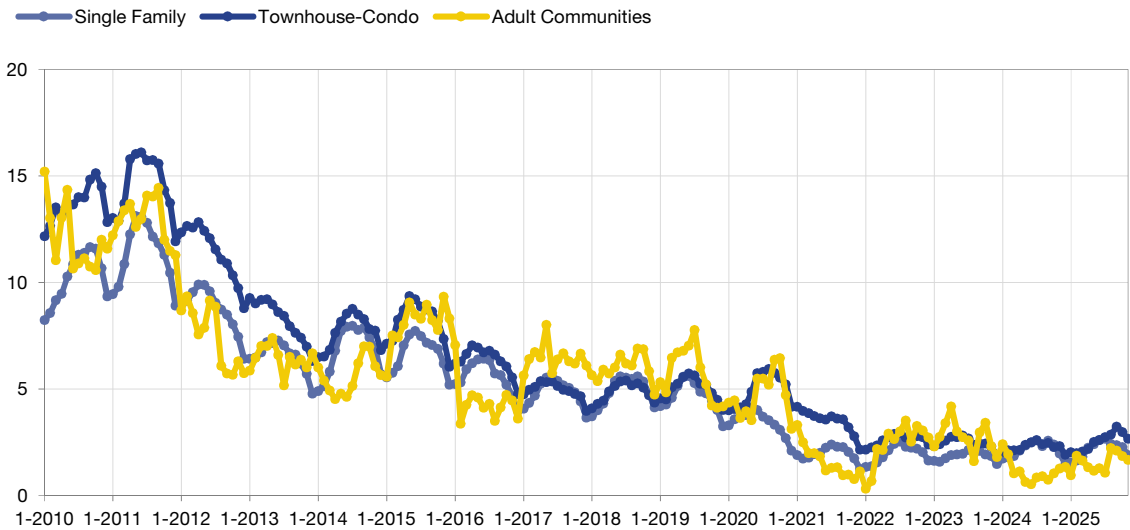


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## November



## Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
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	2.4	2.8	2.2
September 2025	2.4	3.2	2.1
October 2025	2.3	3.0	1.8
November 2025	1.9	2.6	1.7
12-Month Avg.*	2.1	2.5	1.5

\* Months Supply for all properties from December 2024 through November 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	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		599	536	- 10.5%	8,925	9,002	+ 0.9%
Pending Sales		544	512	- 5.9%	6,540	6,394	- 2.2%
Closed Sales		556	515	- 7.4%	6,267	6,114	- 2.4%
Median Sales Price		\$675,000	\$720,000	+ 6.7%	\$681,250	\$740,000	+ 8.6%
Average Sales Price		\$846,211	\$875,588	+ 3.5%	\$839,053	\$922,964	+ 10.0%
Pct. of List Price Received		101.8%	101.8%	0.0%	102.8%	102.6%	- 0.2%
Days on Market Until Sale		40	38	- 5.0%	36	37	+ 2.8%
Housing Affordability Index		68	67	- 1.5%	67	65	- 3.0%
Inventory of Homes for Sale		1,192	1,199	+ 0.6%	--	--	--
Months Supply of Inventory		2.1	2.1	0.0%	--	--	--