

# 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.

## December 2025

U.S. existing home sales ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

- Single Family Closed Sales decreased 15.2 percent to 406.
- Townhouse-Condo Closed Sales decreased 1.6 percent to 186.
- Adult Communities Closed Sales decreased 33.3 percent to 6.
- Single Family Median Sales Price was up 9.0 percent to \$825,000.
- Townhouse-Condo Median Sales Price was up 15.2 percent to \$530,000.
- Adult Communities Median Sales Price was down 9.6 percent to \$399,500.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

## Monthly Snapshot

**- 11.7%**      **+ 1.4%**      **+ 8.6%**

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



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	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		216	<b>224</b>	+ 3.7%	6,351	<b>6,364</b>	+ 0.2%
<b>Pending Sales</b>		264	<b>268</b>	+ 1.5%	4,710	<b>4,658</b>	- 1.1%
<b>Closed Sales</b>		479	<b>406</b>	- 15.2%	4,683	<b>4,634</b>	- 1.0%
<b>Median Sales Price</b>		\$757,000	<b>\$825,000</b>	+ 9.0%	\$750,000	<b>\$825,000</b>	+ 10.0%
<b>Average Sales Price</b>		\$888,391	<b>\$1,004,383</b>	+ 13.1%	\$953,514	<b>\$1,060,381</b>	+ 11.2%
<b>Pct. of List Price Received</b>		102.8%	<b>102.4%</b>	- 0.4%	103.7%	<b>103.3%</b>	- 0.4%
<b>Days on Market Until Sale</b>		34	<b>35</b>	+ 2.9%	33	<b>34</b>	+ 3.0%
<b>Housing Affordability Index</b>		60	<b>59</b>	- 1.7%	61	<b>59</b>	- 3.3%
<b>Inventory of Homes for Sale</b>		578	<b>549</b>	- 5.0%	--	--	--
<b>Months Supply of Inventory</b>		1.5	<b>1.4</b>	- 6.7%	--	--	--

# 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	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		120	<b>150</b>	+ 25.0%	2,838	<b>2,959</b>	+ 4.3%
<b>Pending Sales</b>		132	<b>149</b>	+ 12.9%	2,155	<b>2,063</b>	- 4.3%
<b>Closed Sales</b>		189	<b>186</b>	- 1.6%	2,182	<b>2,029</b>	- 7.0%
<b>Median Sales Price</b>		\$460,000	<b>\$530,000</b>	+ 15.2%	\$475,000	<b>\$505,000</b>	+ 6.3%
<b>Average Sales Price</b>		\$582,913	<b>\$640,868</b>	+ 9.9%	\$591,640	<b>\$607,703</b>	+ 2.7%
<b>Pct. of List Price Received</b>		100.8%	<b>99.8%</b>	- 1.0%	100.7%	<b>100.6%</b>	- 0.1%
<b>Days on Market Until Sale</b>		42	<b>41</b>	- 2.4%	43	<b>43</b>	0.0%
<b>Housing Affordability Index</b>		99	<b>91</b>	- 8.1%	96	<b>96</b>	0.0%
<b>Inventory of Homes for Sale</b>		341	<b>382</b>	+ 12.0%	--	--	--
<b>Months Supply of Inventory</b>		1.9	<b>2.2</b>	+ 15.8%	--	--	--

# Adult Community Market Overview



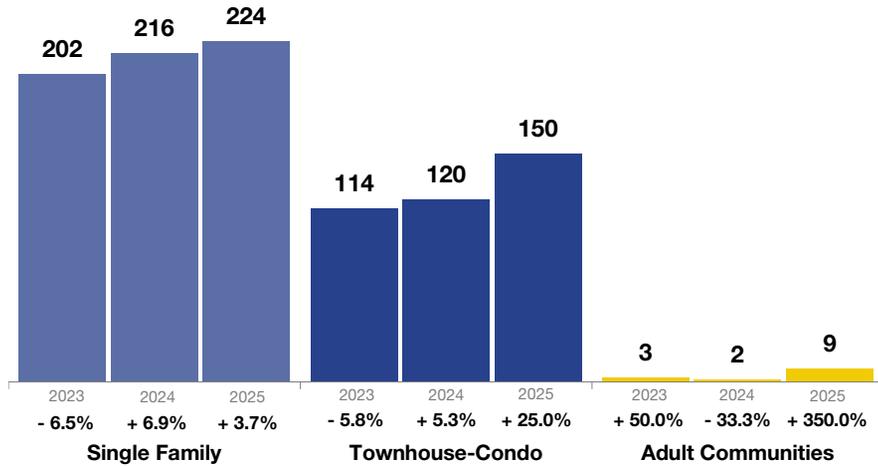
Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		2	9	+ 350.0%	76	87	+ 14.5%
<b>Pending Sales</b>		1	9	+ 800.0%	72	72	0.0%
<b>Closed Sales</b>		9	6	- 33.3%	79	63	- 20.3%
<b>Median Sales Price</b>		\$442,084	\$399,500	- 9.6%	\$439,000	\$512,100	+ 16.7%
<b>Average Sales Price</b>		\$606,545	\$424,555	- 30.0%	\$548,925	\$664,443	+ 21.0%
<b>Pct. of List Price Received</b>		105.8%	100.8%	- 4.7%	101.7%	102.1%	+ 0.4%
<b>Days on Market Until Sale</b>		20	55	+ 175.0%	47	34	- 27.7%
<b>Housing Affordability Index</b>		120	141	+ 17.5%	121	110	- 9.1%
<b>Inventory of Homes for Sale</b>		8	9	+ 12.5%	--	--	--
<b>Months Supply of Inventory</b>		1.3	1.5	+ 15.4%	--	--	--

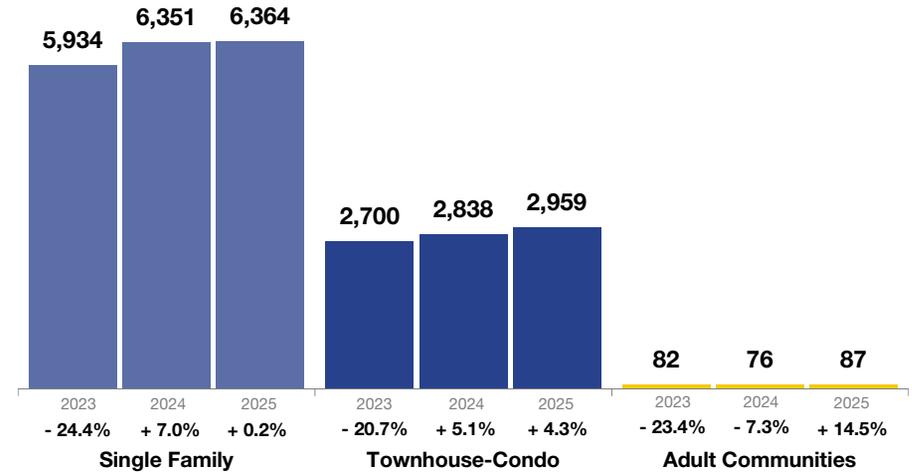
# New Listings

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

## December

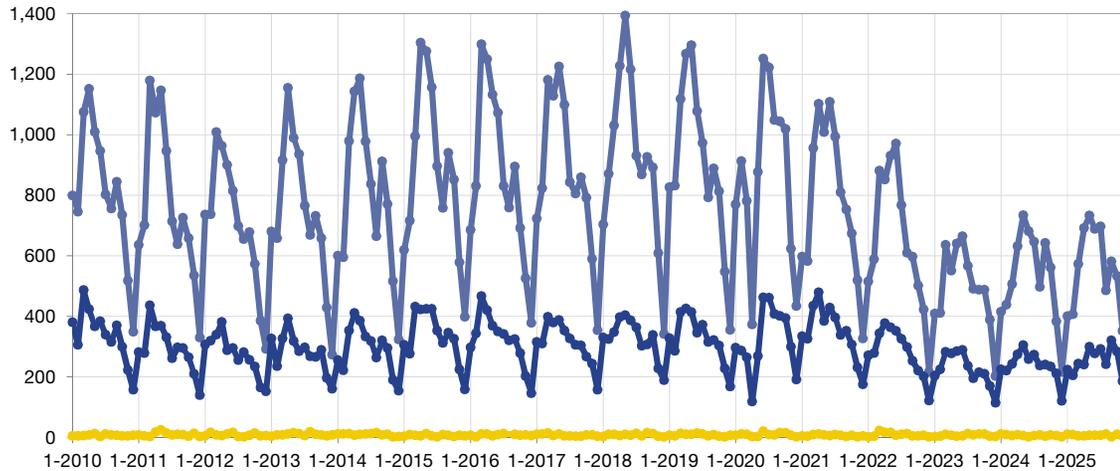


## Year to Date



## Historical New Listings by Month

Single Family    Townhouse-Condo    Adult Communities



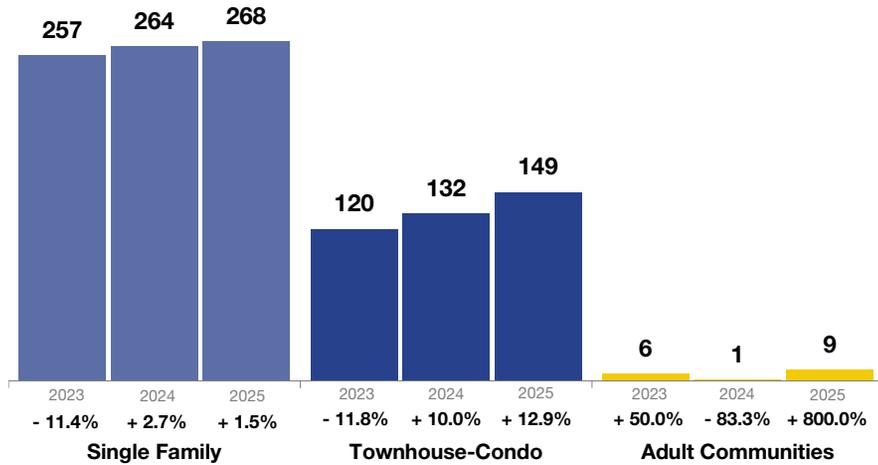
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	400	223	10
February 2025	406	205	9
March 2025	573	243	5
April 2025	692	240	5
May 2025	733	299	7
June 2025	688	277	7
July 2025	697	292	7
August 2025	485	241	11
September 2025	581	320	2
October 2025	533	283	10
November 2025	352	186	5
<b>December 2025</b>	<b>224</b>	<b>150</b>	<b>9</b>
12-Month Avg.	530	247	7

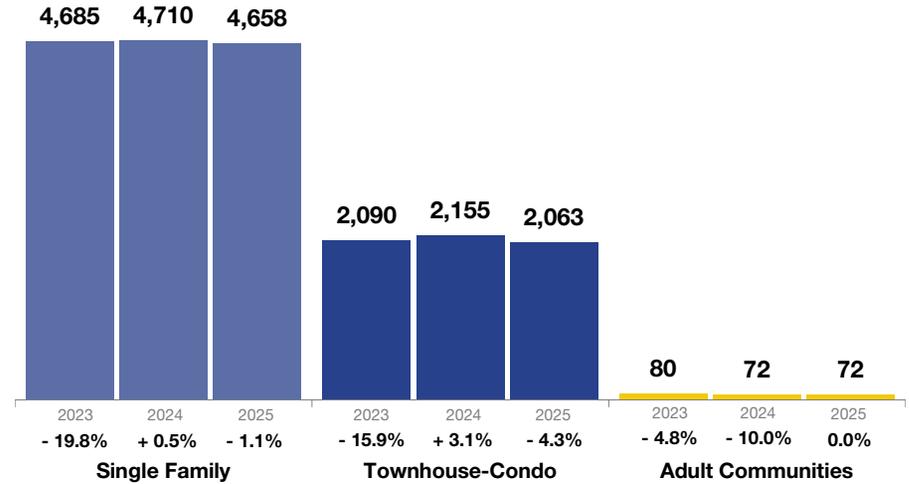
# Pending Sales

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

## December

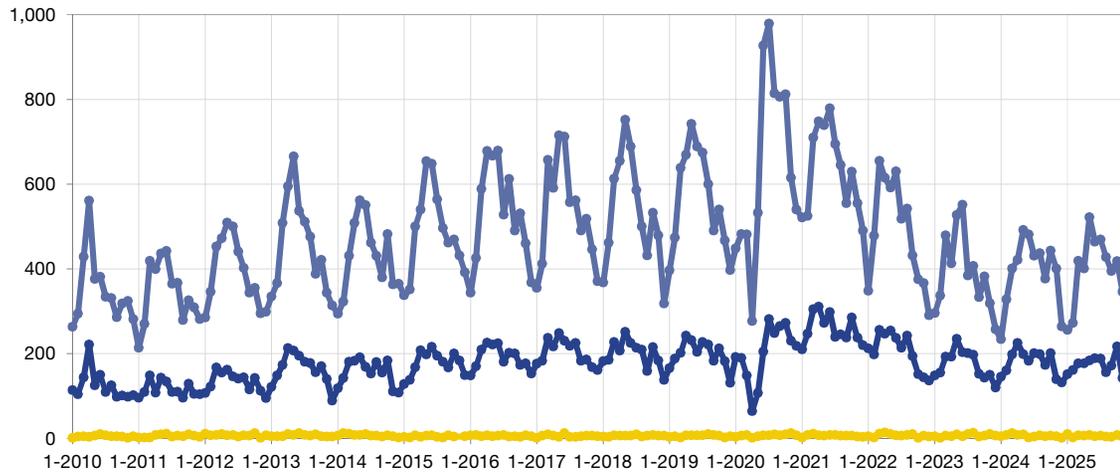


## Year to Date



## Historical Pending Sales by Month

Single Family (Blue line), Townhouse-Condo (Dark Blue line), Adult Communities (Yellow line)



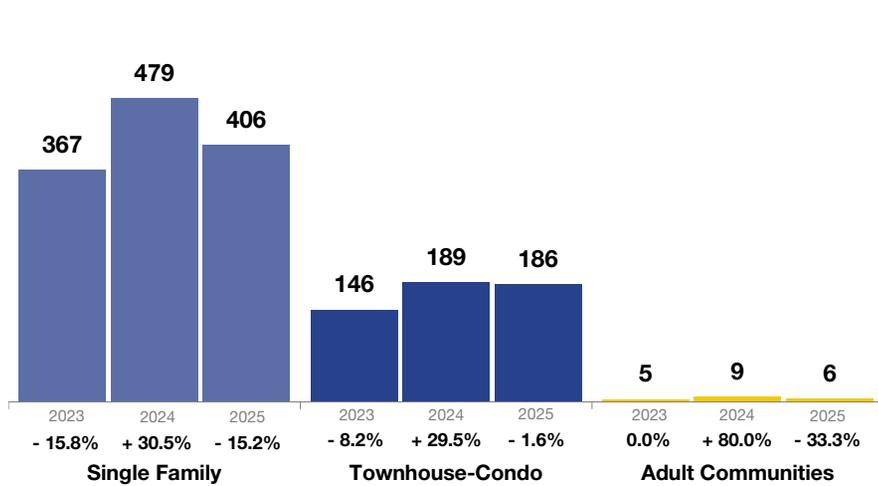
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	256	151	10
February 2025	272	161	2
March 2025	419	177	7
April 2025	401	177	6
May 2025	522	184	8
June 2025	464	189	5
July 2025	469	188	6
August 2025	428	156	4
September 2025	395	172	3
October 2025	418	217	8
November 2025	346	142	4
<b>December 2025</b>	<b>268</b>	<b>149</b>	<b>9</b>
12-Month Avg.	388	172	6

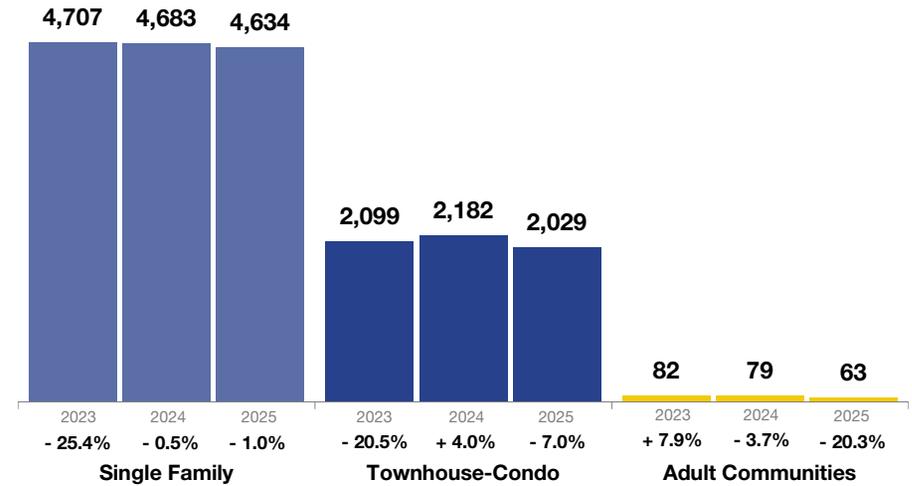
# Closed Sales

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

## December

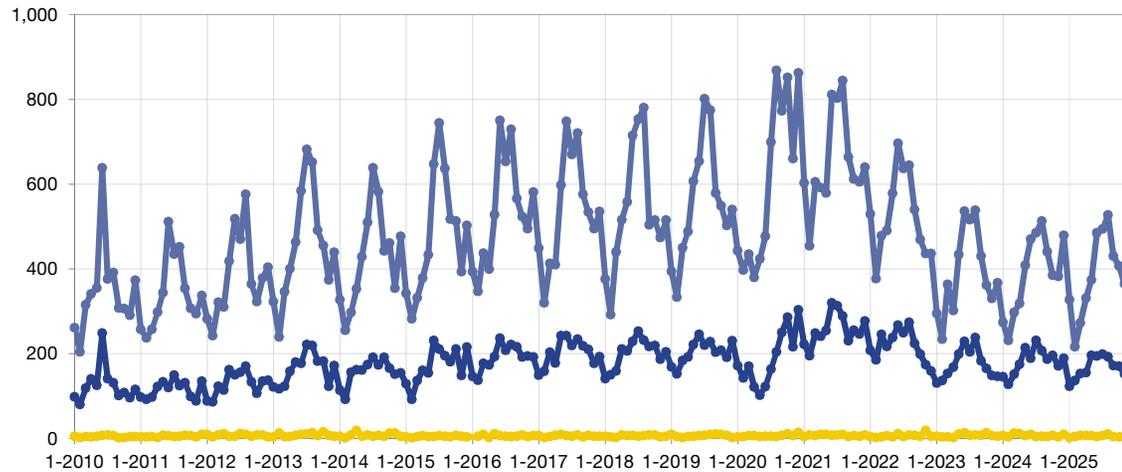


## Year to Date



## Historical Closed Sales 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.

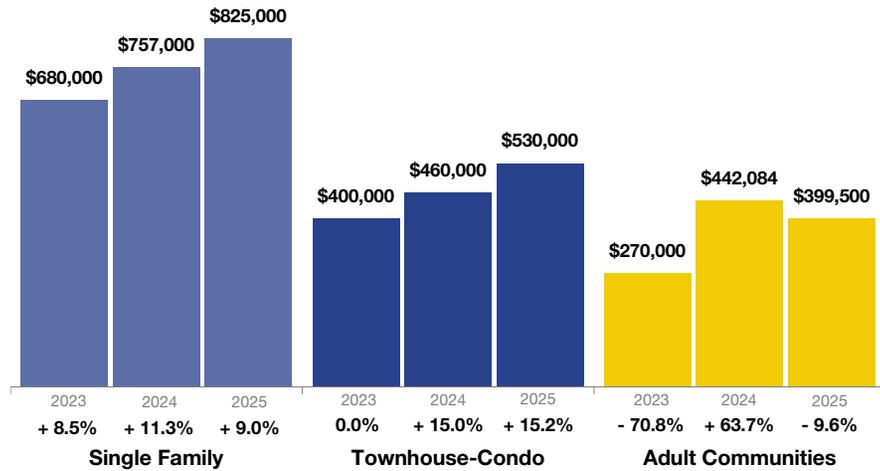
	Single Family	Townhouse-Condo	Adult Communities
January 2025	327	123	2
February 2025	216	136	4
March 2025	272	153	7
April 2025	331	155	6
May 2025	374	196	6
June 2025	485	194	4
July 2025	494	199	6
August 2025	527	193	10
September 2025	430	172	4
October 2025	407	170	3
November 2025	365	152	5
<b>December 2025</b>	<b>406</b>	<b>186</b>	<b>6</b>
12-Month Avg.	386	169	5

# Median Sales Price

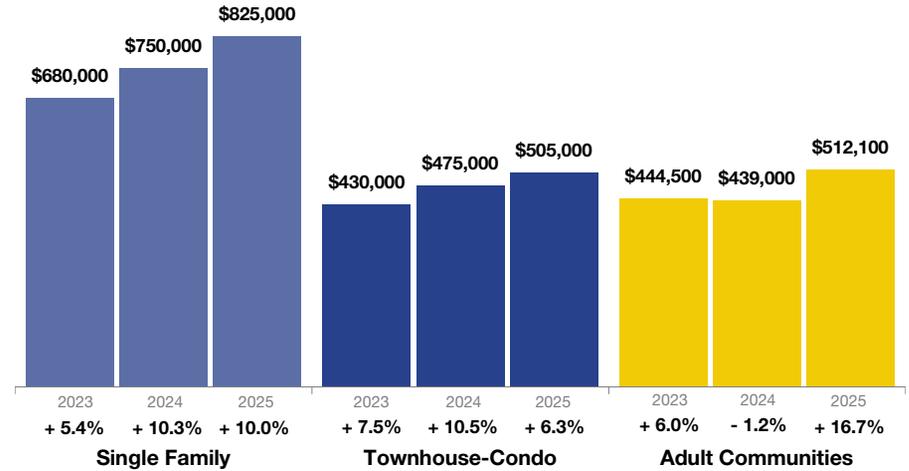


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

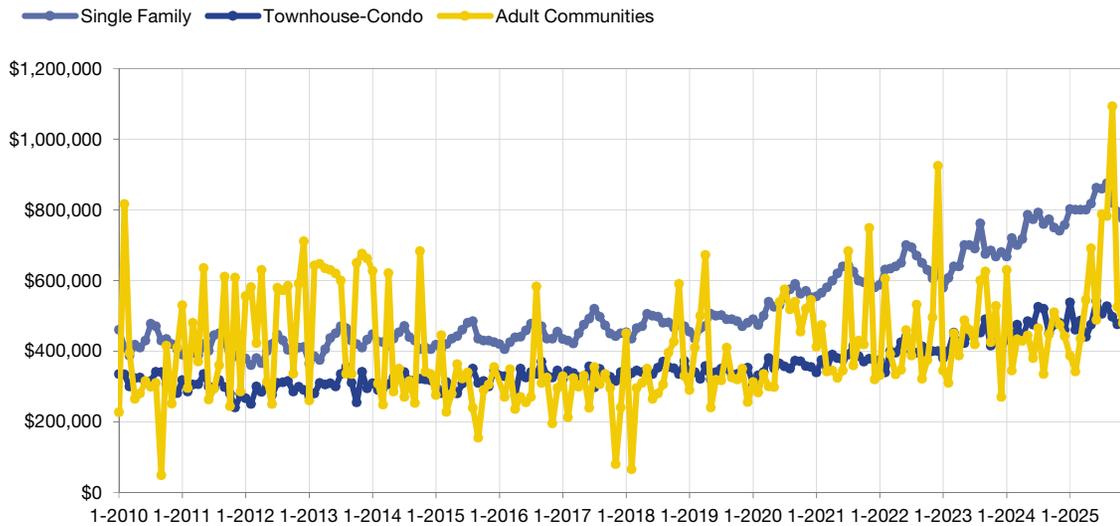
## December



## Year to Date



## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
January 2025	\$802,000	\$537,500	\$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	\$862,000	\$541,000	\$488,550
July 2025	\$860,000	\$505,000	\$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	\$486,500	\$479,500
<b>December 2025</b>	<b>\$825,000</b>	<b>\$530,000</b>	<b>\$399,500</b>
12-Month Med.*	\$825,000	\$505,000	\$512,100

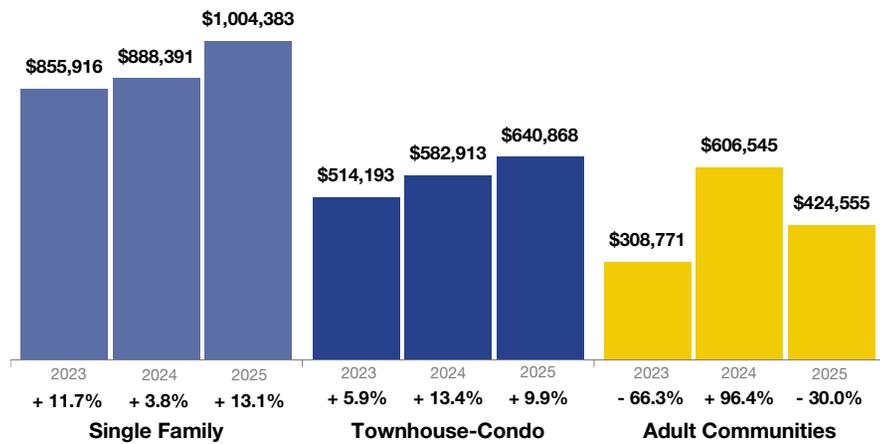
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

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

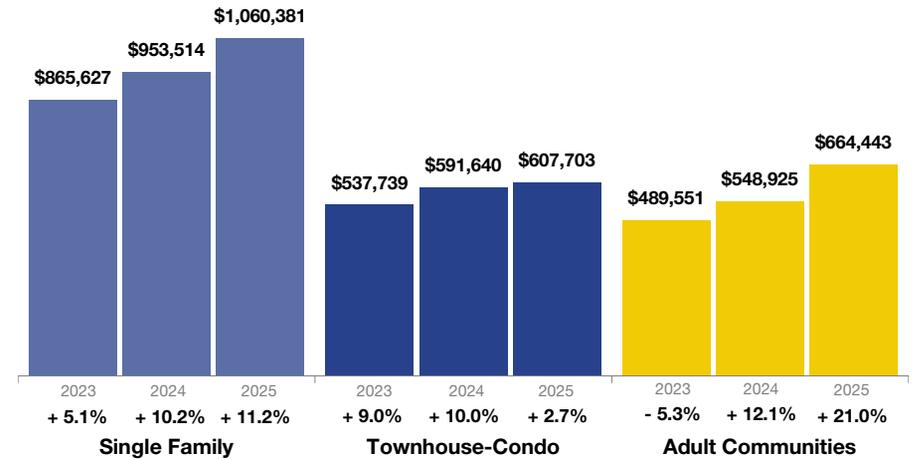
# Average Sales Price

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

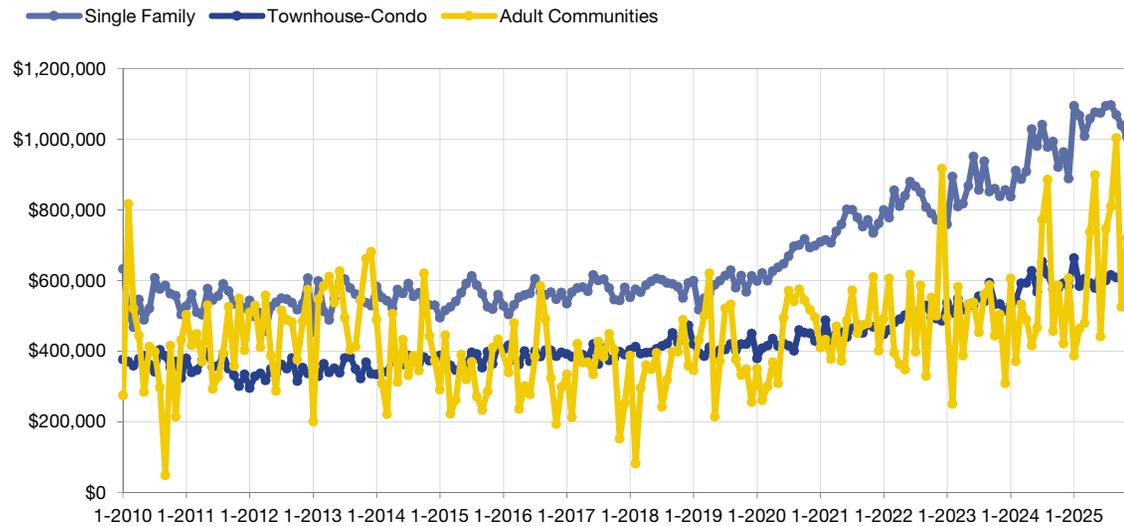
## December



## 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
January 2025	\$1,094,165	\$663,580	\$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	\$1,074,676	\$628,880	\$441,650
July 2025	\$1,094,532	\$599,574	\$746,029
August 2025	\$1,097,215	\$615,138	\$808,850
September 2025	\$1,068,991	\$608,338	\$1,003,000
October 2025	\$1,038,844	\$608,535	\$525,000
November 2025	\$1,007,737	\$572,103	\$719,500
<b>December 2025</b>	<b>\$1,004,383</b>	<b>\$640,868</b>	<b>\$424,555</b>
12-Month Avg.*	\$1,060,381	\$607,703	\$664,443

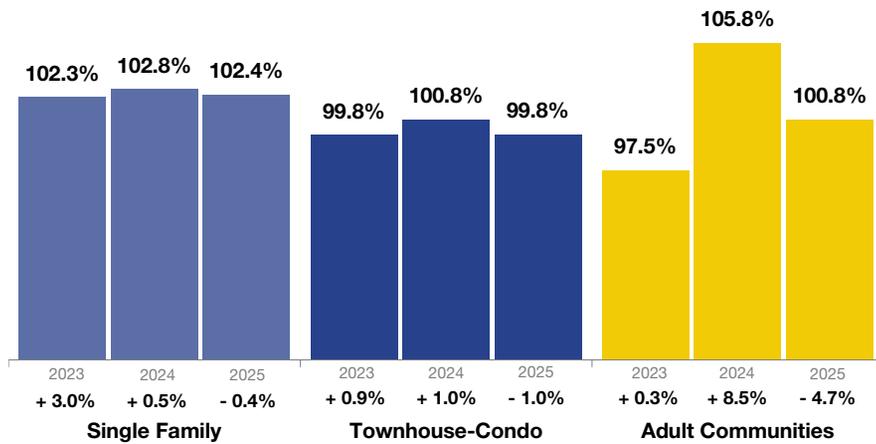
\* Avg. Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

# Percent of List Price Received

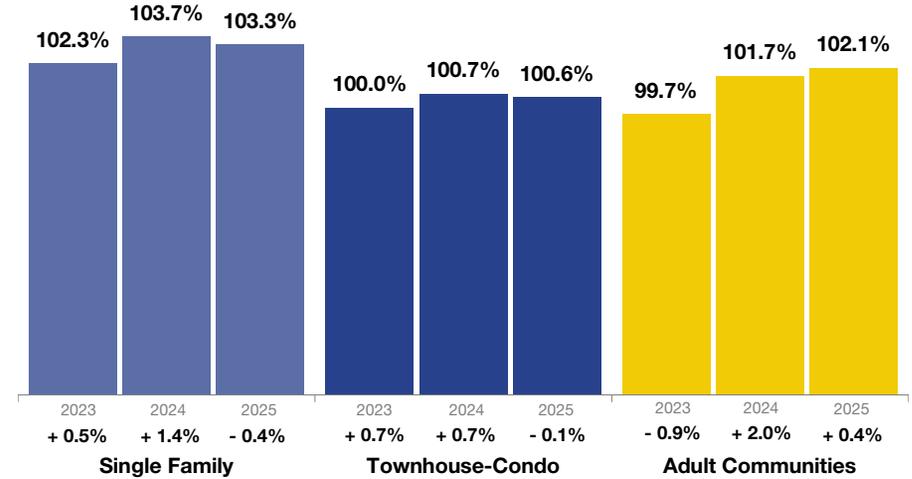


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December

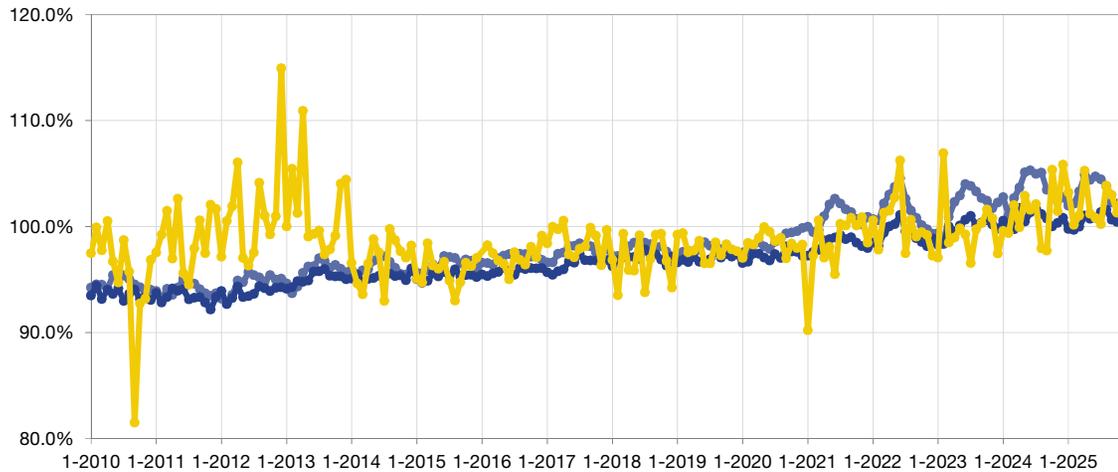


## Year to Date



## 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.

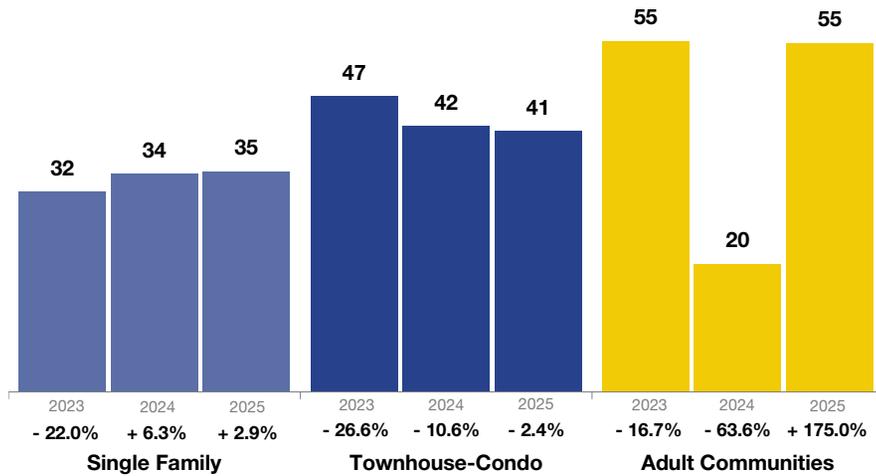
	Single Family	Townhouse-Condo	Adult Communities
January 2025	102.0%	99.8%	103.2%
February 2025	102.1%	99.7%	100.1%
March 2025	103.3%	100.0%	101.0%
April 2025	104.9%	101.0%	105.3%
May 2025	104.4%	100.7%	101.2%
June 2025	104.7%	100.8%	100.8%
July 2025	104.4%	101.4%	100.2%
August 2025	103.8%	101.6%	103.9%
September 2025	102.2%	100.6%	103.0%
October 2025	102.1%	100.4%	101.3%
November 2025	102.3%	100.6%	103.4%
<b>December 2025</b>	<b>102.4%</b>	<b>99.8%</b>	<b>100.8%</b>
12-Month Avg.*	103.3%	100.6%	102.1%

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

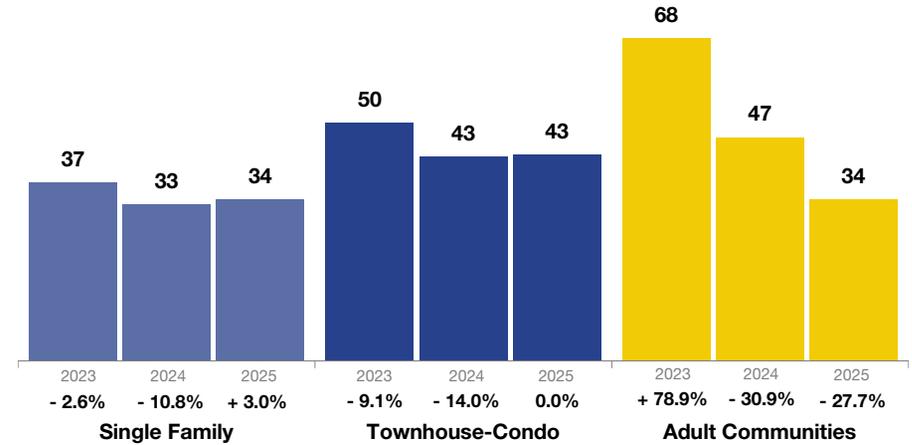
# Days on Market Until Sale

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

## December

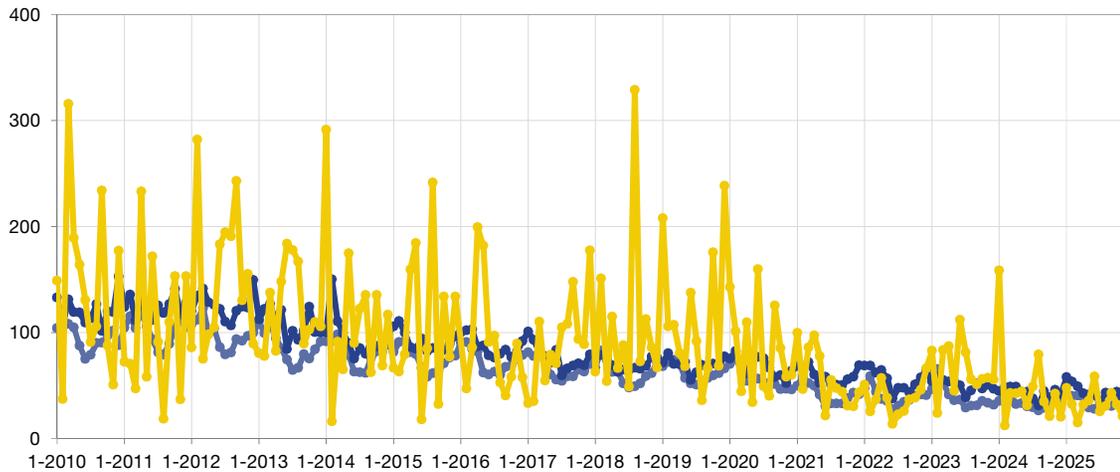


## Year to Date



## 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
January 2025	42	58	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	38	39	21
<b>December 2025</b>	<b>35</b>	<b>41</b>	<b>55</b>
<b>12-Month Avg.*</b>	<b>34</b>	<b>43</b>	<b>34</b>

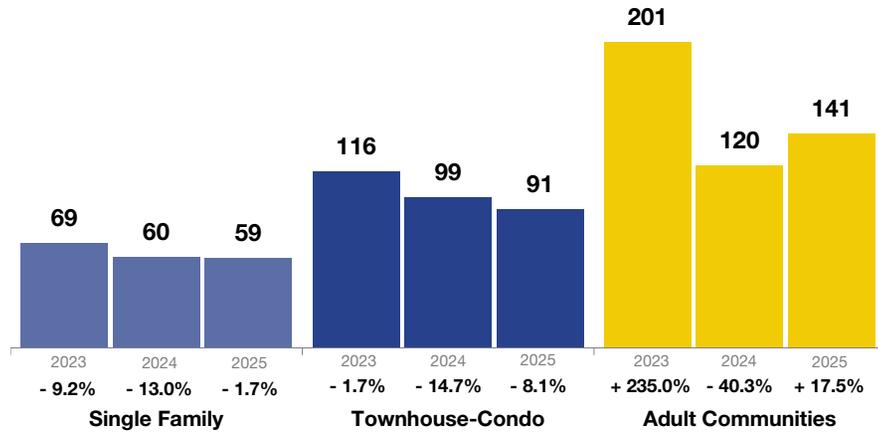
\* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

# Housing Affordability Index

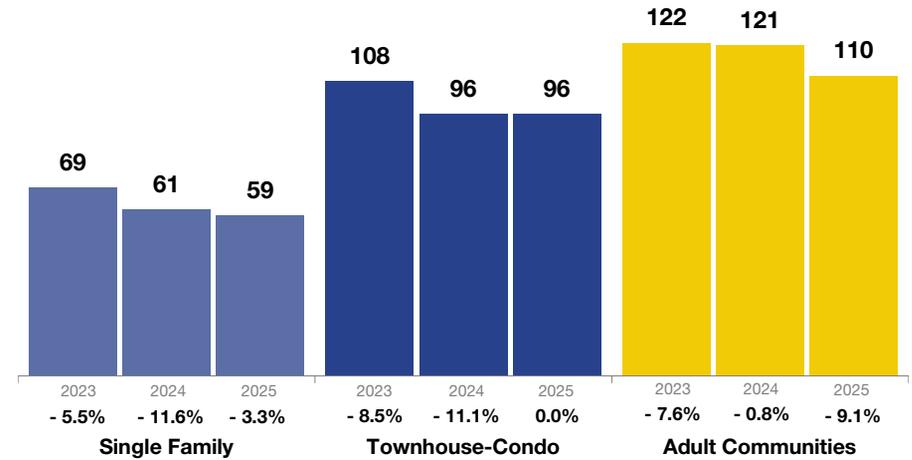


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## December

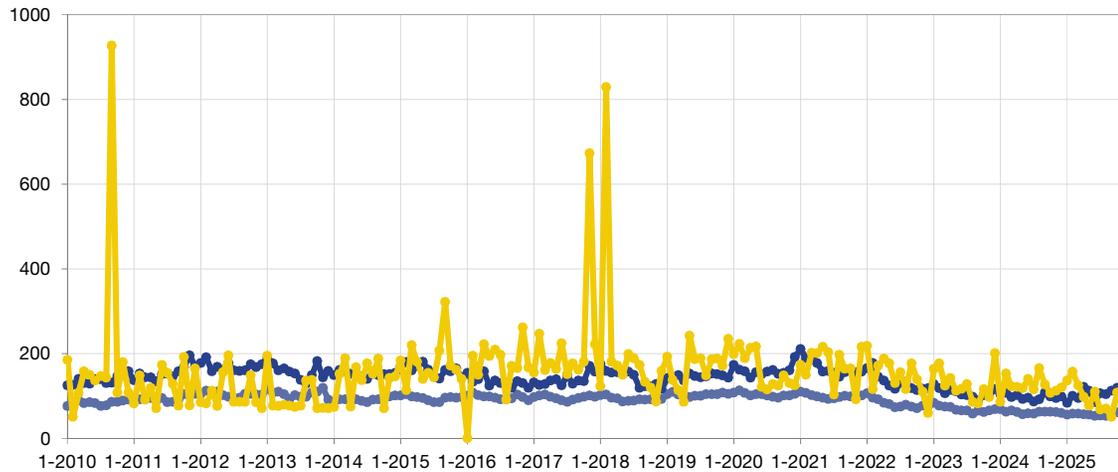


## Year to Date



## 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.

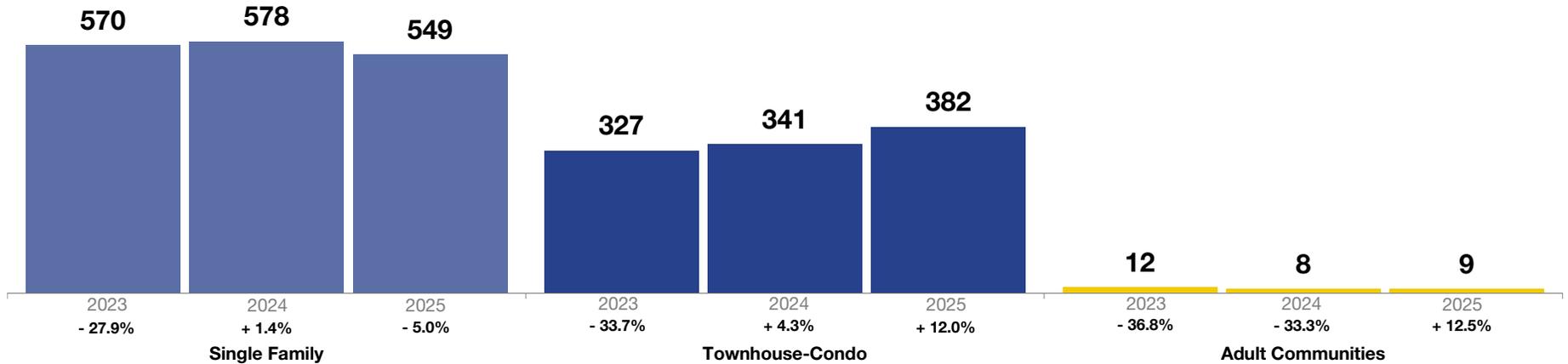
	Single Family	Townhouse-Condo	Adult Communities
January 2025	56	84	136
February 2025	58	100	157
March 2025	58	95	125
April 2025	57	121	98
May 2025	56	112	77
June 2025	53	85	110
July 2025	54	106	68
August 2025	53	104	70
September 2025	58	112	51
October 2025	61	119	108
November 2025	62	115	117
<b>December 2025</b>	<b>59</b>	<b>91</b>	<b>141</b>
12-Month Avg.*	57	104	105

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

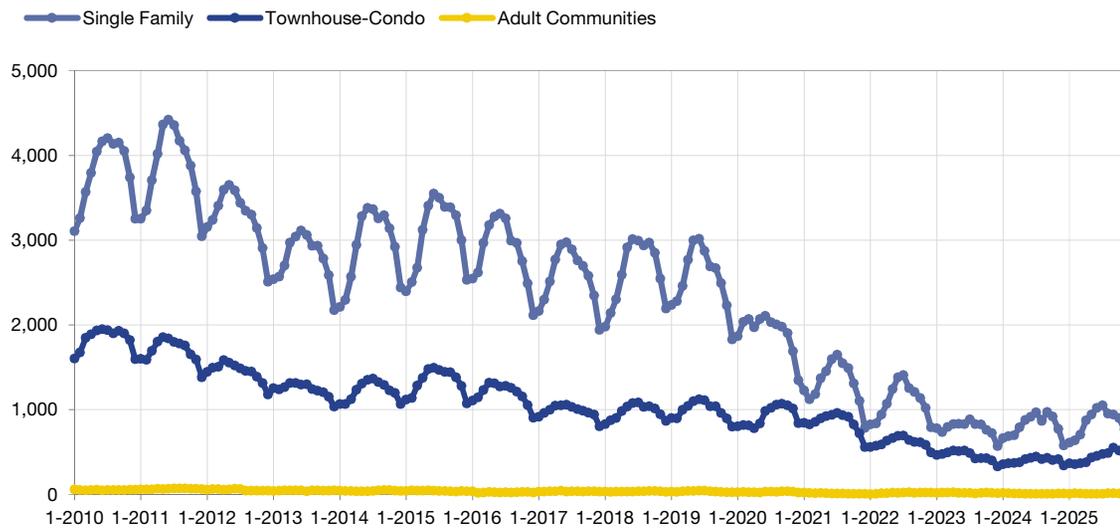
# Inventory of Homes for Sale

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

## December



## Historical Inventory of Homes for Sale by Month



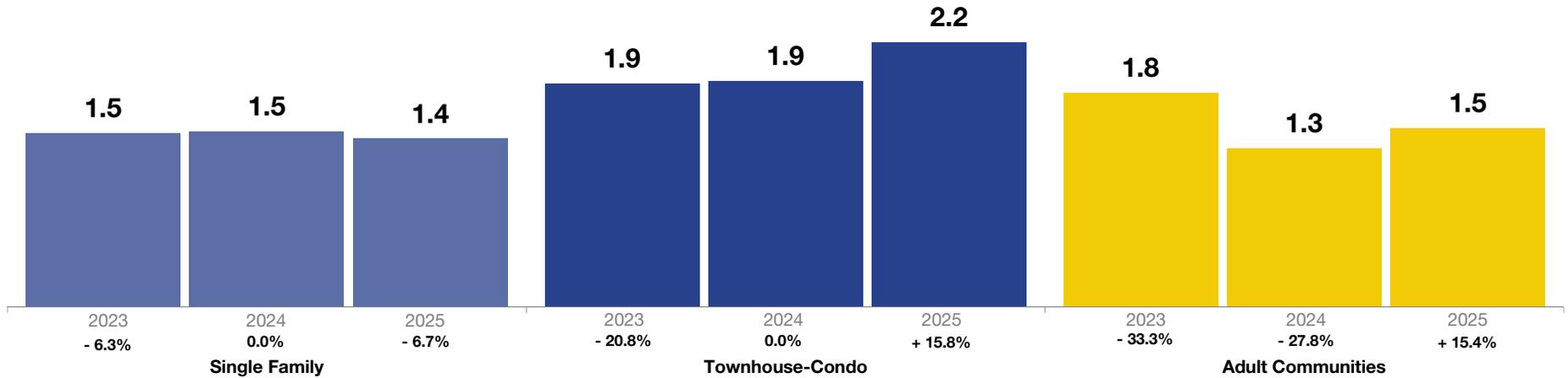
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	612	365	6
February 2025	638	356	11
March 2025	703	367	9
April 2025	873	379	7
May 2025	940	435	6
June 2025	1,018	453	7
July 2025	1,048	475	6
August 2025	953	486	12
September 2025	940	551	11
October 2025	901	516	10
November 2025	769	471	10
<b>December 2025</b>	<b>549</b>	<b>382</b>	<b>9</b>
12-Month Avg.	829	436	9

# Months Supply of Inventory

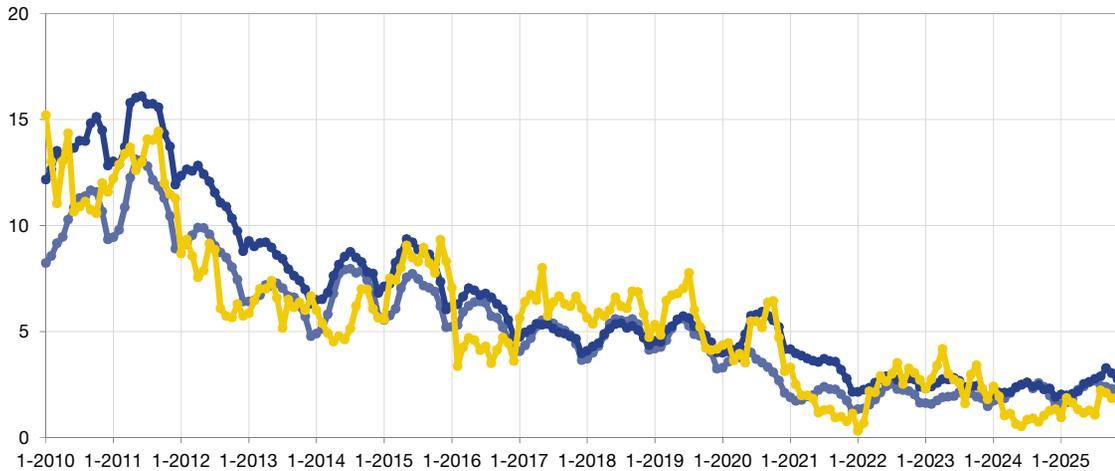
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## December



## 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
January 2025	1.6	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	2.7	2.8	1.1
August 2025	2.4	2.9	2.2
September 2025	2.4	3.3	2.1
October 2025	2.3	3.0	1.8
November 2025	2.0	2.8	1.9
<b>December 2025</b>	<b>1.4</b>	<b>2.2</b>	<b>1.5</b>
12-Month Avg.*	2.1	2.5	1.6

\* Months Supply for all properties from January 2025 through December 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	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
<b>New Listings</b>		338	<b>383</b>	+ 13.3%	9,265	<b>9,410</b>	+ 1.6%
<b>Pending Sales</b>		397	<b>426</b>	+ 7.3%	6,937	<b>6,793</b>	- 2.1%
<b>Closed Sales</b>		677	<b>598</b>	- 11.7%	6,944	<b>6,726</b>	- 3.1%
<b>Median Sales Price</b>		\$690,000	<b>\$749,000</b>	+ 8.6%	\$685,000	<b>\$740,000</b>	+ 8.0%
<b>Average Sales Price</b>		\$799,363	<b>\$885,300</b>	+ 10.8%	\$835,183	<b>\$920,120</b>	+ 10.2%
<b>Pct. of List Price Received</b>		102.3%	<b>101.6%</b>	- 0.7%	102.8%	<b>102.5%</b>	- 0.3%
<b>Days on Market Until Sale</b>		36	<b>37</b>	+ 2.8%	36	<b>37</b>	+ 2.8%
<b>Housing Affordability Index</b>		66	<b>65</b>	- 1.5%	67	<b>65</b>	- 3.0%
<b>Inventory of Homes for Sale</b>		927	<b>940</b>	+ 1.4%	--	--	--
<b>Months Supply of Inventory</b>		1.6	<b>1.7</b>	+ 6.3%	--	--	--