

# 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.

## January 2026

U.S. existing-home sales climbed 5.1% month-over-month and 1.4% year-over-year to a seasonally adjusted annual rate of 4.35 million units, the strongest pace in nearly three years, according to the National Association of REALTORS® (NAR). Lower mortgage rates and slower home price growth helped spur buyer activity, and sales increased month-over-month in every region. On an annual basis, sales rose in the South, held steady in the West and Midwest, and declined in the Northeast.

- Single Family Closed Sales decreased 15.6 percent to 276.
- Townhouse-Condo Closed Sales decreased 8.1 percent to 113.
- Adult Communities Closed Sales increased 200.0 percent to 6.
- Single Family Median Sales Price was up 1.0 percent to \$810,000.
- Townhouse-Condo Median Sales Price was down 13.5 percent to \$465,000.
- Adult Communities Median Sales Price was up 31.7 percent to \$509,500.

Nationally, there were 1.18 million homes for sale heading into January, an 18.1% decline from the previous month but 3.5% higher compared to the same period last year, representing a 3.3-month supply at the current sales pace, according to NAR. Meanwhile, the median existing-home price rose 0.4% from a year ago to \$405,400, reflecting a continued moderation in national price growth.

## Monthly Snapshot

**- 12.6% + 0.4% - 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	1-2025		1-2026		Percent Change	YTD 2025		YTD 2026		Percent Change
		1-2025	1-2026	1-2026	1-2026		1-2025	1-2026	1-2026	1-2026	
<b>New Listings</b>		400	343	343	343	- 14.3%	400	343	343	343	- 14.3%
<b>Pending Sales</b>		256	254	254	254	- 0.8%	256	254	254	254	- 0.8%
<b>Closed Sales</b>		327	276	276	276	- 15.6%	327	276	276	276	- 15.6%
<b>Median Sales Price</b>		\$802,000	\$810,000	\$810,000	\$810,000	+ 1.0%	\$802,000	\$810,000	\$810,000	\$810,000	+ 1.0%
<b>Average Sales Price</b>		\$1,094,165	\$1,075,979	\$1,075,979	\$1,075,979	- 1.7%	\$1,094,165	\$1,075,979	\$1,075,979	\$1,075,979	- 1.7%
<b>Pct. of List Price Received</b>		102.0%	101.7%	101.7%	101.7%	- 0.3%	102.0%	101.7%	101.7%	101.7%	- 0.3%
<b>Days on Market Until Sale</b>		42	47	47	47	+ 11.9%	42	47	47	47	+ 11.9%
<b>Housing Affordability Index</b>		59	62	62	62	+ 5.1%	59	62	62	62	+ 5.1%
<b>Inventory of Homes for Sale</b>		613	563	563	563	- 8.2%	--	--	--	--	--
<b>Months Supply of Inventory</b>		1.6	1.5	1.5	1.5	- 6.3%	--	--	--	--	--

# 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	1-2025		1-2026		Percent Change	YTD 2025		YTD 2026		Percent Change
		1-2025	1-2026	YTD 2025	YTD 2026		YTD 2025	YTD 2026	YTD 2025	YTD 2026	
<b>New Listings</b>		223	236	+ 5.8%	223	236	+ 5.8%				
<b>Pending Sales</b>		151	144	- 4.6%	151	144	- 4.6%				
<b>Closed Sales</b>		123	113	- 8.1%	123	113	- 8.1%				
<b>Median Sales Price</b>		\$537,500	\$465,000	- 13.5%	\$537,500	\$465,000	- 13.5%				
<b>Average Sales Price</b>		\$663,580	\$540,519	- 18.5%	\$663,580	\$540,519	- 18.5%				
<b>Pct. of List Price Received</b>		99.8%	100.0%	+ 0.2%	99.8%	100.0%	+ 0.2%				
<b>Days on Market Until Sale</b>		58	44	- 24.1%	58	44	- 24.1%				
<b>Housing Affordability Index</b>		88	109	+ 23.9%	88	109	+ 23.9%				
<b>Inventory of Homes for Sale</b>		366	417	+ 13.9%	--	--	--				
<b>Months Supply of Inventory</b>		2.0	2.5	+ 25.0%	--	--	--				

# 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.

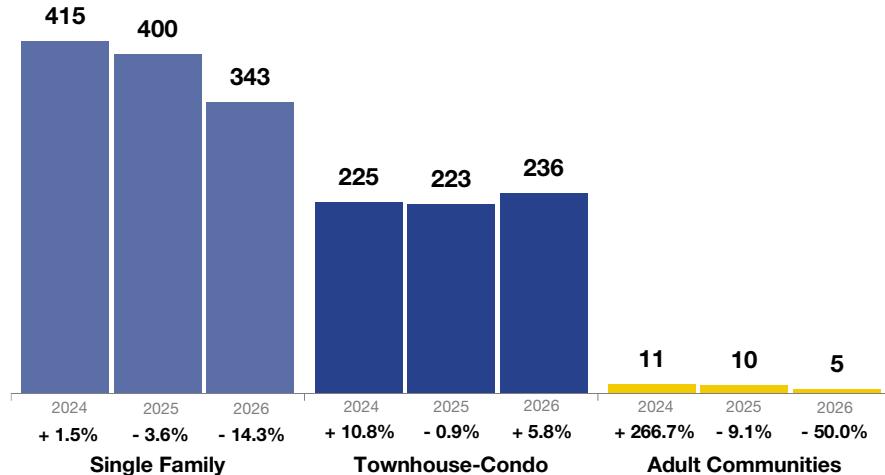
Key Metrics	Historical Sparklines	1-2025		1-2026		Percent Change	YTD 2025		YTD 2026		Percent Change
		1-2025	1-2026	1-2025	1-2026		YTD 2025	YTD 2026	YTD 2025	YTD 2026	
<b>New Listings</b>		10	5	- 50.0%	10	5	- 50.0%	10	5	- 50.0%	
<b>Pending Sales</b>		10	4	- 60.0%	10	4	- 60.0%	10	4	- 60.0%	
<b>Closed Sales</b>		2	6	+ 200.0%	2	6	+ 200.0%	2	6	+ 200.0%	
<b>Median Sales Price</b>		\$387,000	\$509,500	+ 31.7%	\$387,000	\$509,500	+ 31.7%	\$387,000	\$509,500	+ 31.7%	
<b>Average Sales Price</b>		\$387,000	\$535,865	+ 38.5%	\$387,000	\$535,865	+ 38.5%	\$387,000	\$535,865	+ 38.5%	
<b>Pct. of List Price Received</b>		103.2%	100.1%	- 3.0%	103.2%	100.1%	- 3.0%	103.2%	100.1%	- 3.0%	
<b>Days on Market Until Sale</b>		48	44	- 8.3%	48	44	- 8.3%	48	44	- 8.3%	
<b>Housing Affordability Index</b>		142	116	- 18.3%	142	116	- 18.3%	142	116	- 18.3%	
<b>Inventory of Homes for Sale</b>		6	9	+ 50.0%	--	--	--	--	--	--	
<b>Months Supply of Inventory</b>		0.9	1.6	+ 77.8%	--	--	--	--	--	--	

# New Listings

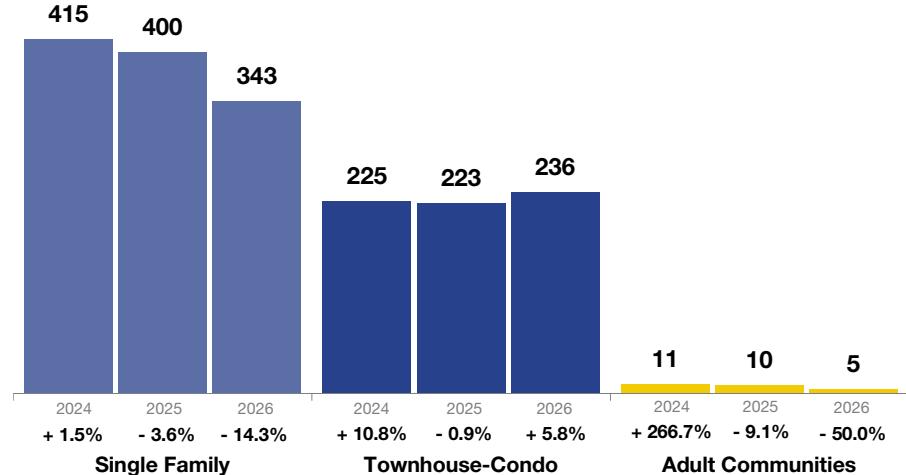


A count of the properties that have been newly listed on the market in a given month.

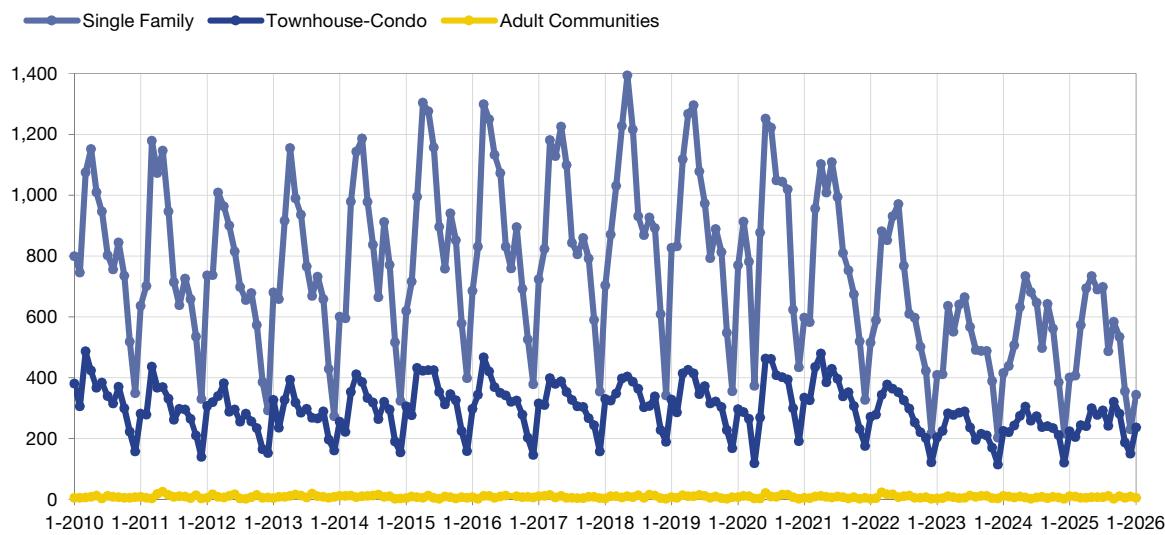
## January



## Year to Date



## Historical New Listings by Month



	Single Family	Townhouse-Condo	Adult Communities
February 2025	406	205	9
March 2025	573	243	5
April 2025	694	240	5
May 2025	734	299	7
June 2025	689	277	7
July 2025	698	292	7
August 2025	486	241	11
September 2025	583	320	2
October 2025	534	281	10
November 2025	355	187	5
December 2025	230	150	9
<b>January 2026</b>	<b>343</b>	<b>236</b>	<b>5</b>
12-Month Avg.	527	248	7

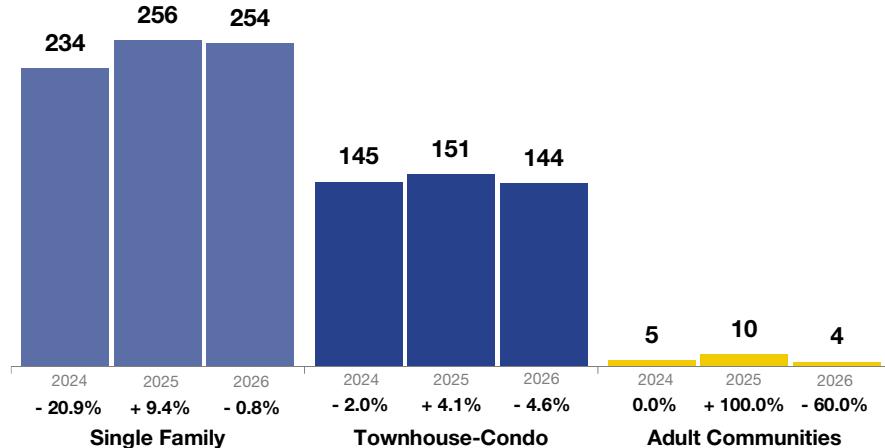
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Pending Sales

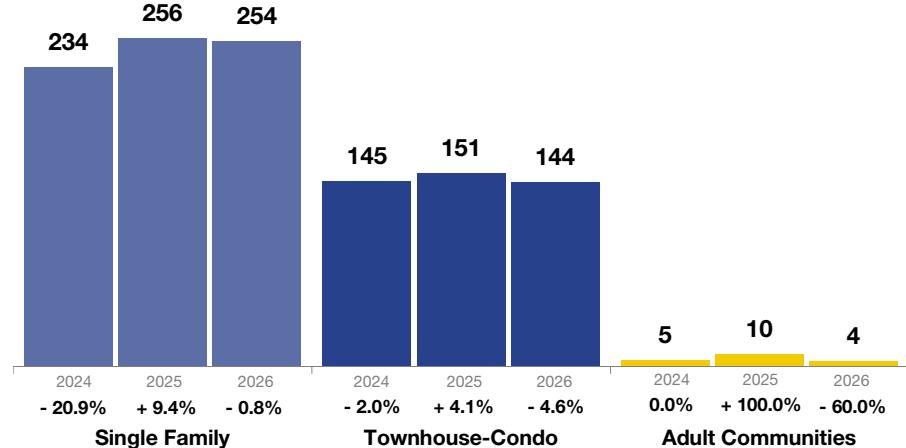


A count of the properties on which offers have been accepted in a given month.

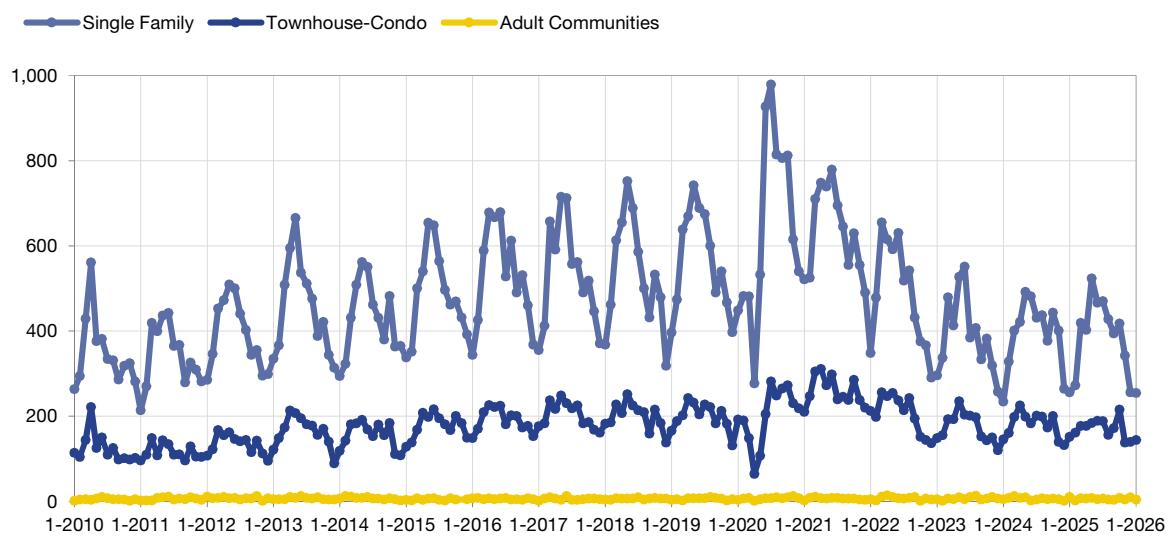
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## Historical Pending Sales by Month



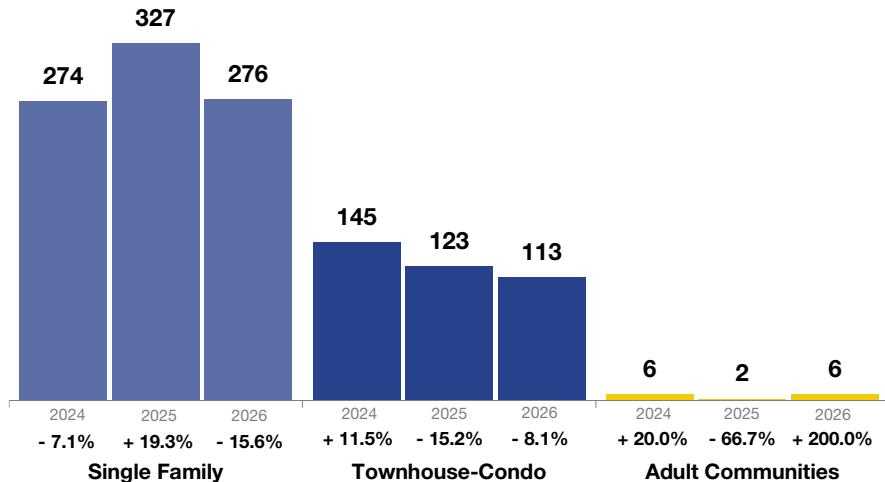
	Single Family	Townhouse-Condo	Adult Communities
February 2025	272	161	2
March 2025	419	177	7
April 2025	402	177	6
May 2025	523	184	8
June 2025	466	189	5
July 2025	470	188	6
August 2025	428	156	4
September 2025	394	172	3
October 2025	417	215	8
November 2025	342	138	4
December 2025	256	139	9
<b>January 2026</b>	<b>254</b>	<b>144</b>	<b>4</b>
12-Month Avg.	387	170	6

# Closed Sales

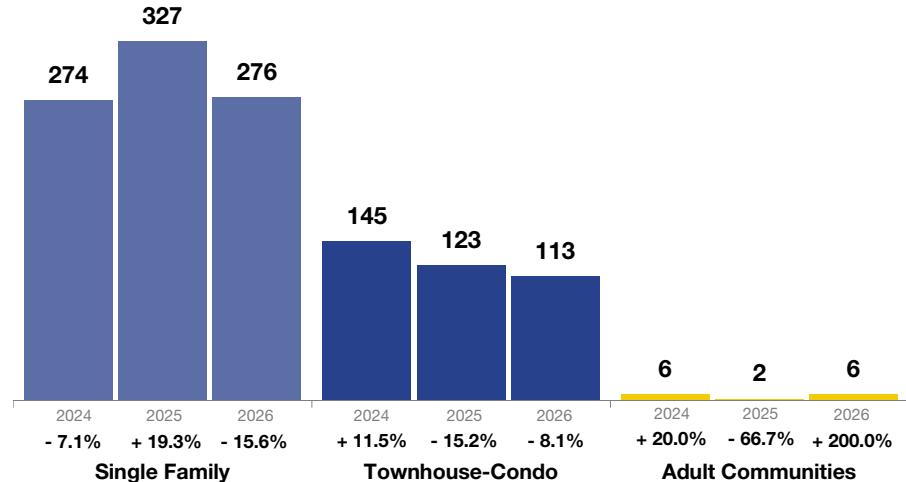


A count of the actual sales that closed in a given month.

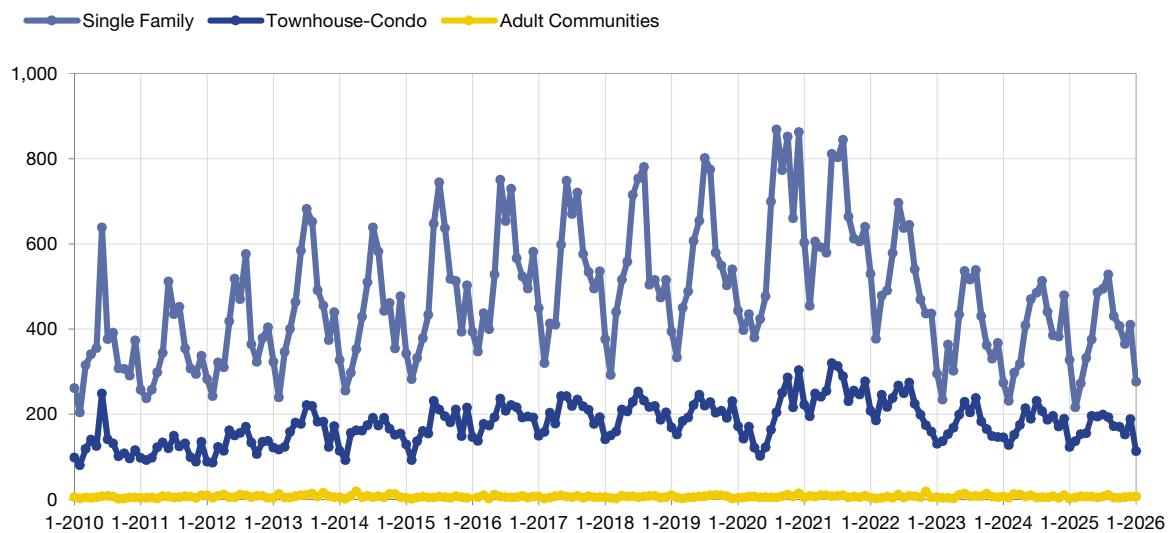
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## Historical Closed Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
February 2025	216	136	4
March 2025	272	153	7
April 2025	332	155	6
May 2025	375	196	6
June 2025	486	194	4
July 2025	494	199	6
August 2025	528	193	10
September 2025	430	172	4
October 2025	407	170	3
November 2025	365	152	5
December 2025	410	188	6
<b>January 2026</b>	<b>276</b>	<b>113</b>	<b>6</b>
12-Month Avg.	383	168	6

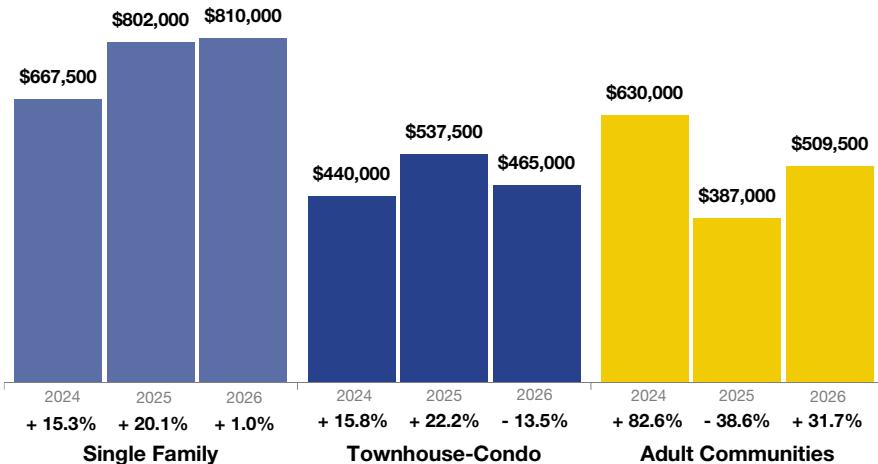
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Median Sales Price

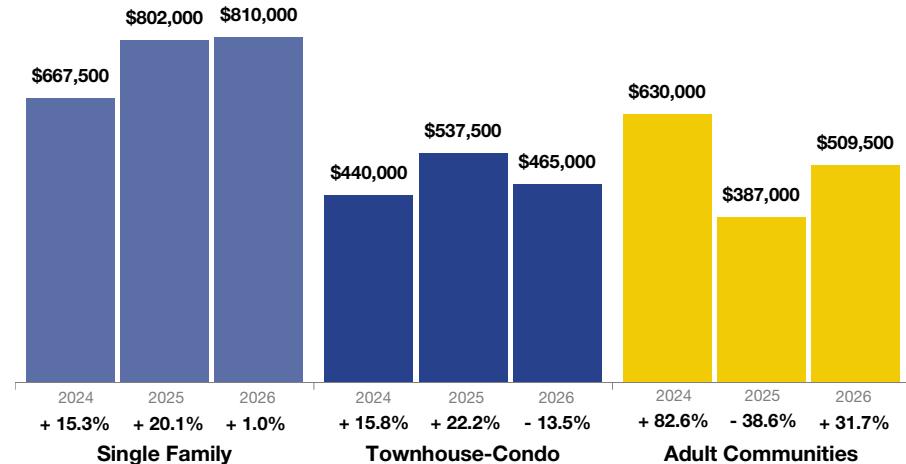


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

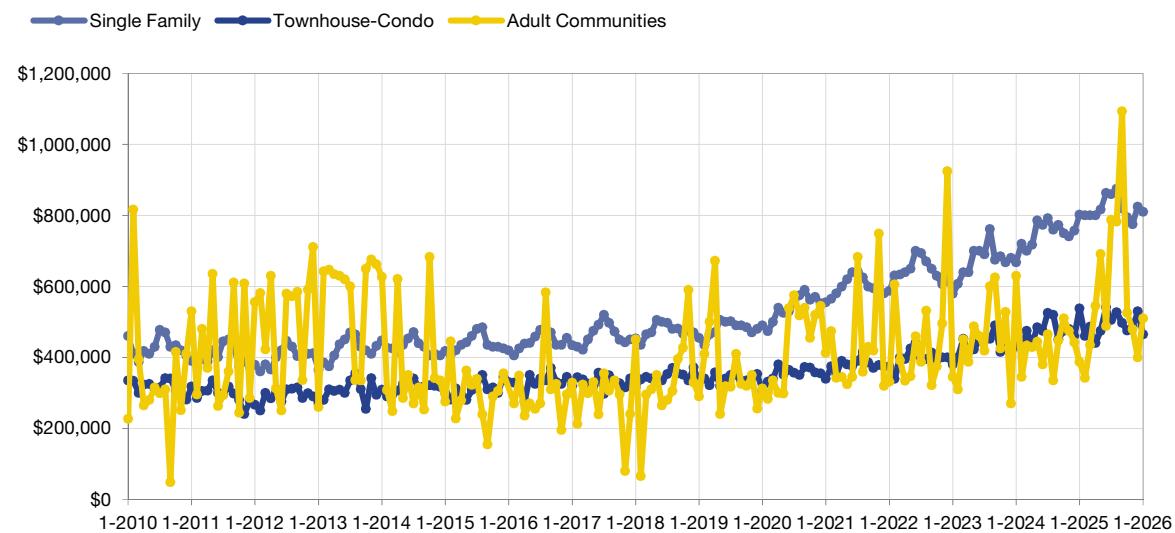
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## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
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	\$816,000	\$475,000	\$691,500
June 2025	\$863,500	\$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
December 2025	\$825,000	\$530,000	\$399,500
<b>January 2026</b>	<b>\$810,000</b>	<b>\$465,000</b>	<b>\$509,500</b>
12-Month Med.*	\$825,000	\$499,900	\$512,100

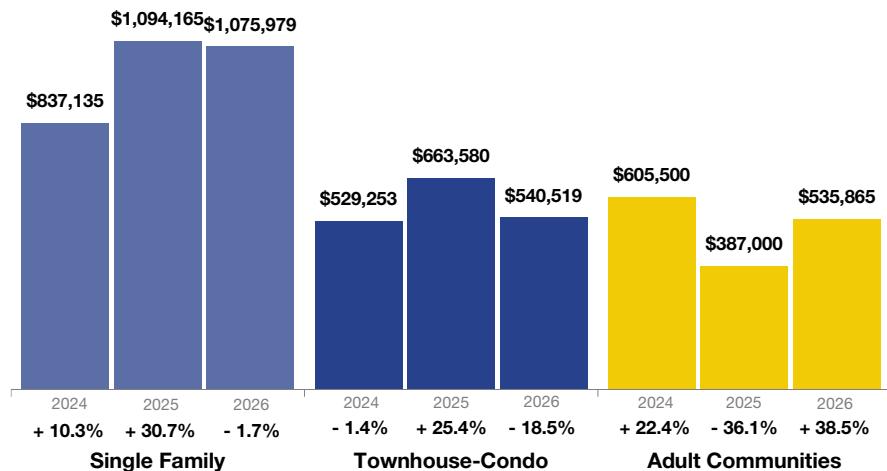
\* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

# Average Sales Price

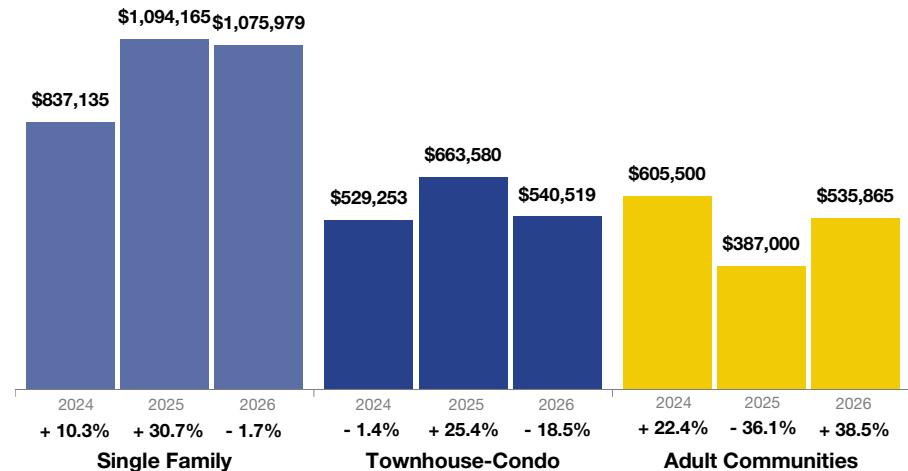


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

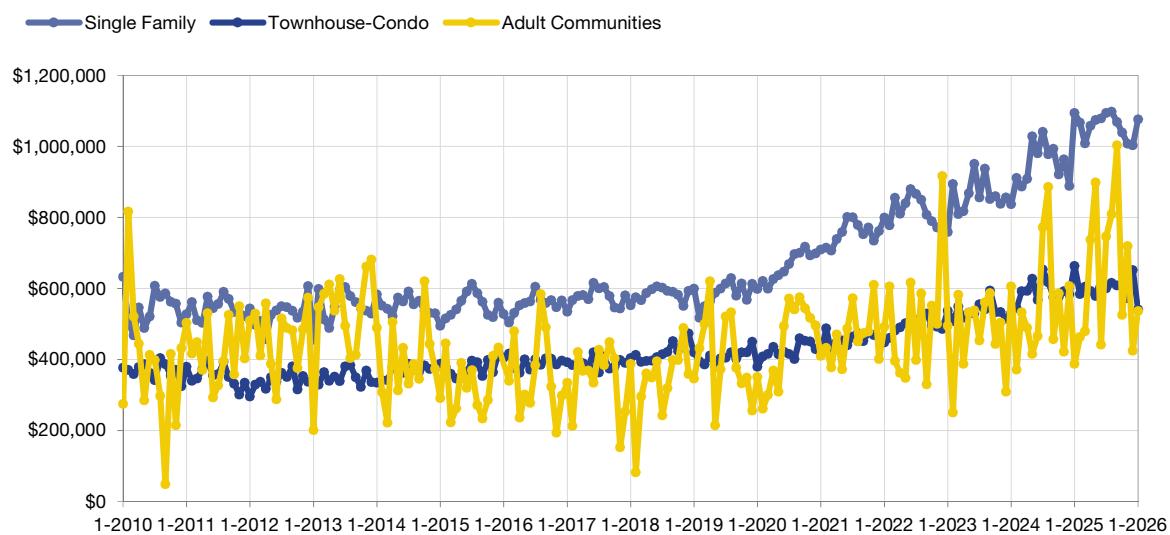
## January



## Year to Date



## Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
February 2025	\$1,067,266	\$583,525	\$463,045
March 2025	\$1,008,914	\$604,962	\$479,143
April 2025	\$1,058,215	\$592,918	\$737,483
May 2025	\$1,074,334	\$578,357	\$898,617
June 2025	\$1,078,432	\$628,880	\$441,650
July 2025	\$1,094,532	\$599,574	\$746,029
August 2025	\$1,097,410	\$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
December 2025	\$1,002,937	\$651,019	\$424,555
<b>January 2026</b>	<b>\$1,075,979</b>	<b>\$540,519</b>	<b>\$535,865</b>
12-Month Avg.*	\$1,059,002	\$601,550	\$661,210

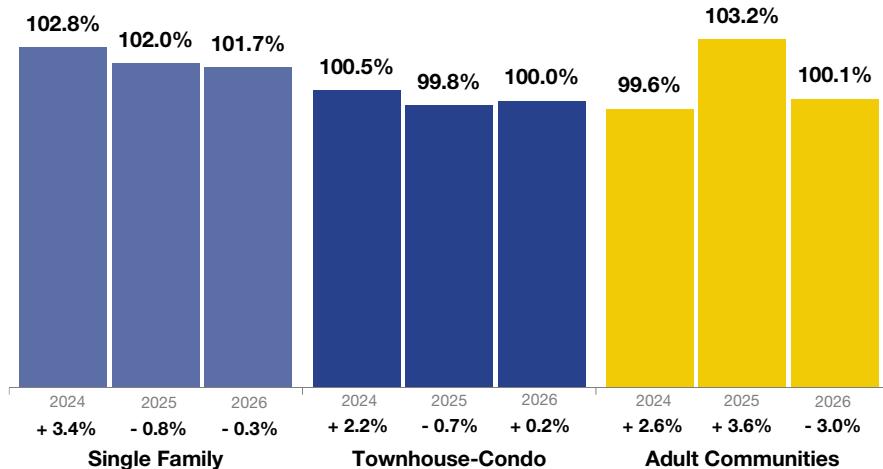
\* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

# Percent of List Price Received

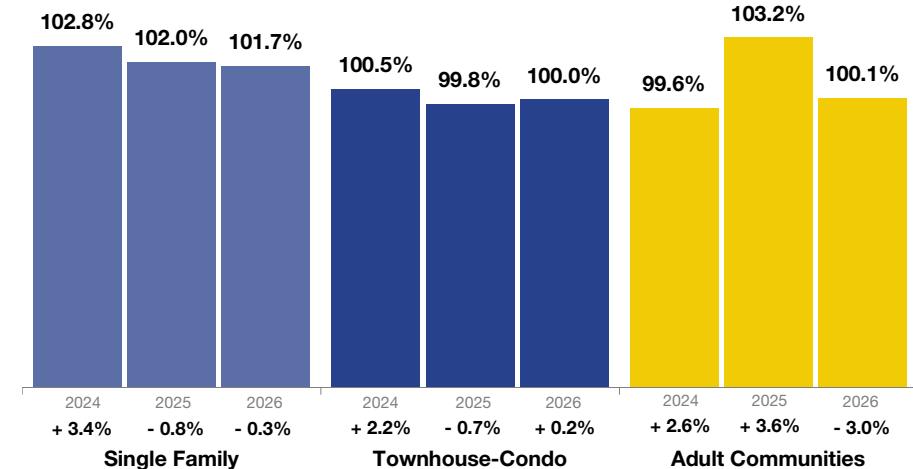


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

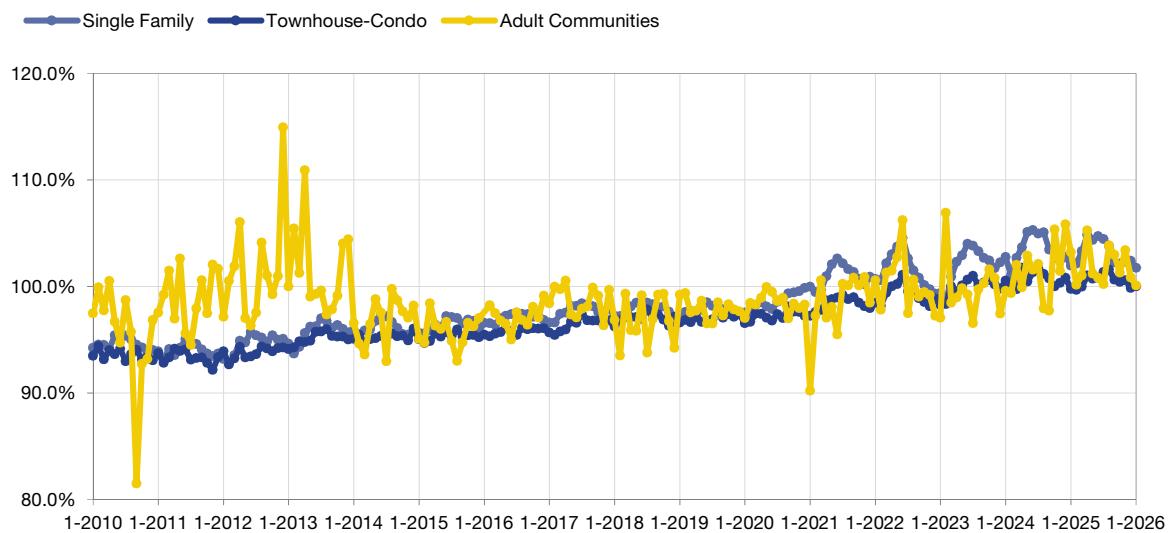
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## Year to Date



## Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
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%
December 2025	102.4%	99.8%	100.8%
<b>January 2026</b>	<b>101.7%</b>	<b>100.0%</b>	<b>100.1%</b>
12-Month Avg.*	103.3%	100.6%	101.9%

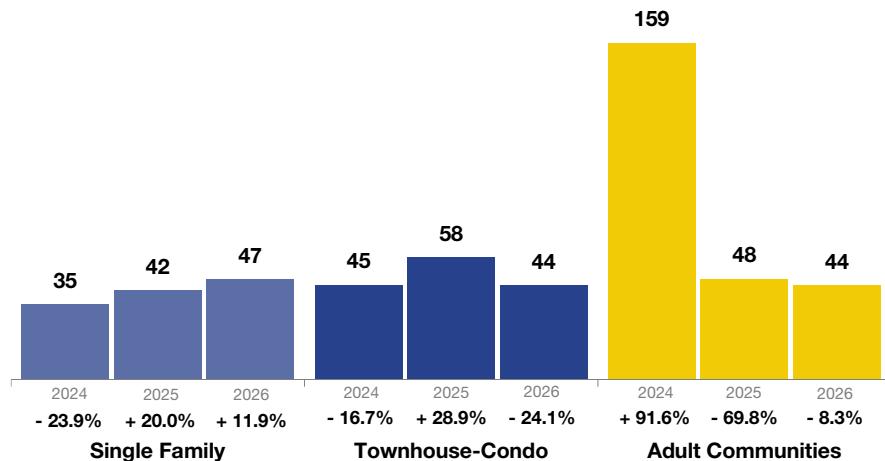
\* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

# Days on Market Until Sale

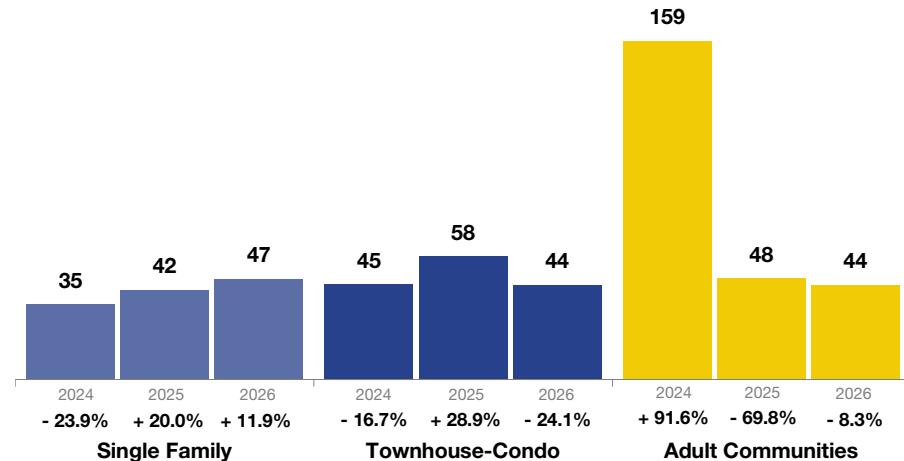


Average number of days between when a property is listed and when an offer is accepted in a given month.

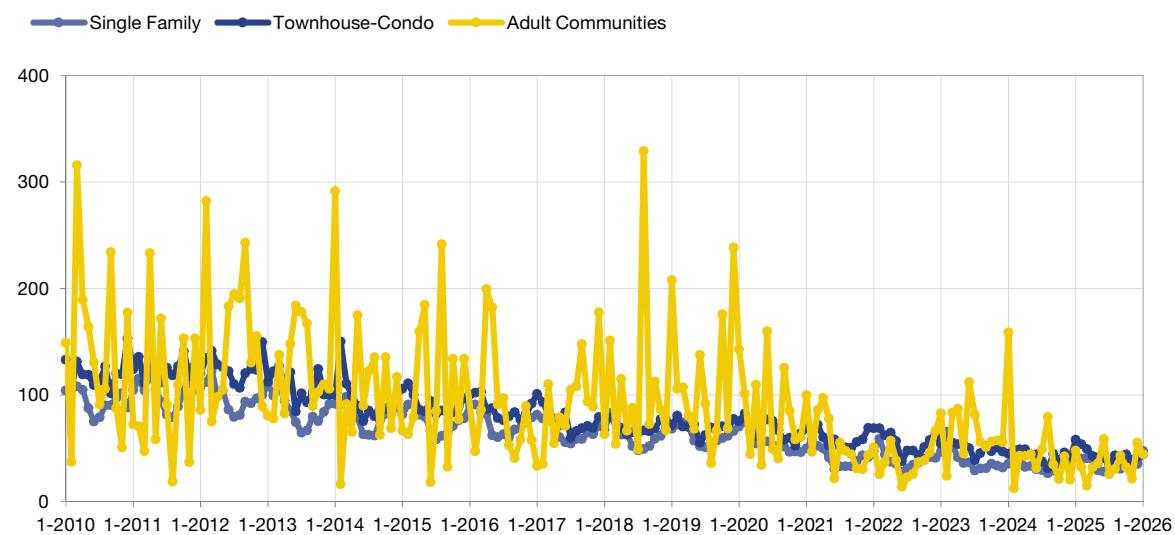
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## Year to Date



## Historical Days on Market Until Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
February 2025	40	54	32
March 2025	40	49	15
April 2025	40	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
December 2025	35	42	55
<b>January 2026</b>	<b>47</b>	<b>44</b>	<b>44</b>
12-Month Avg.*	34	42	34

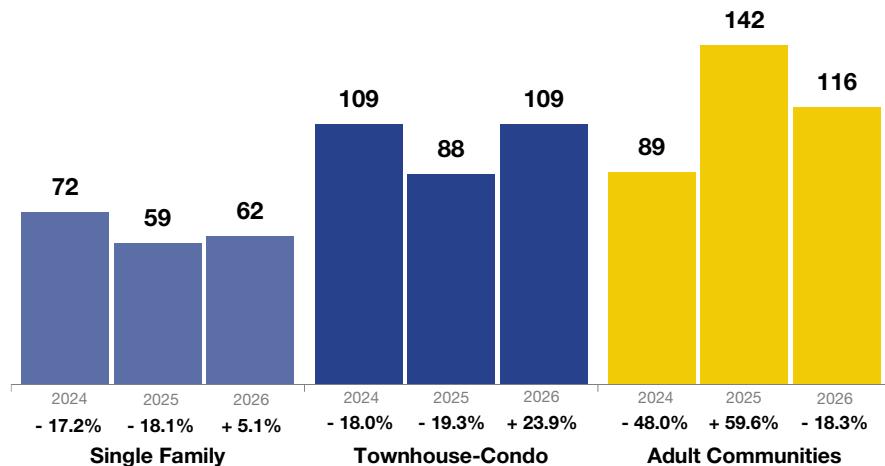
\* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

# Housing Affordability Index

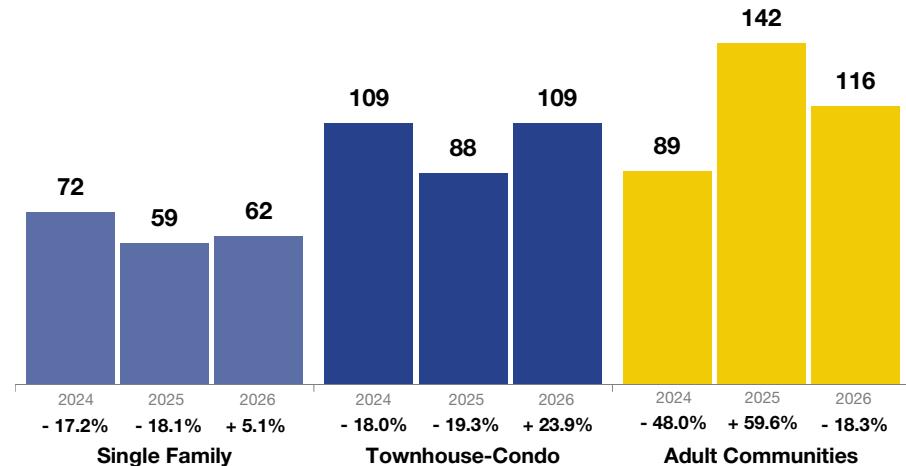


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

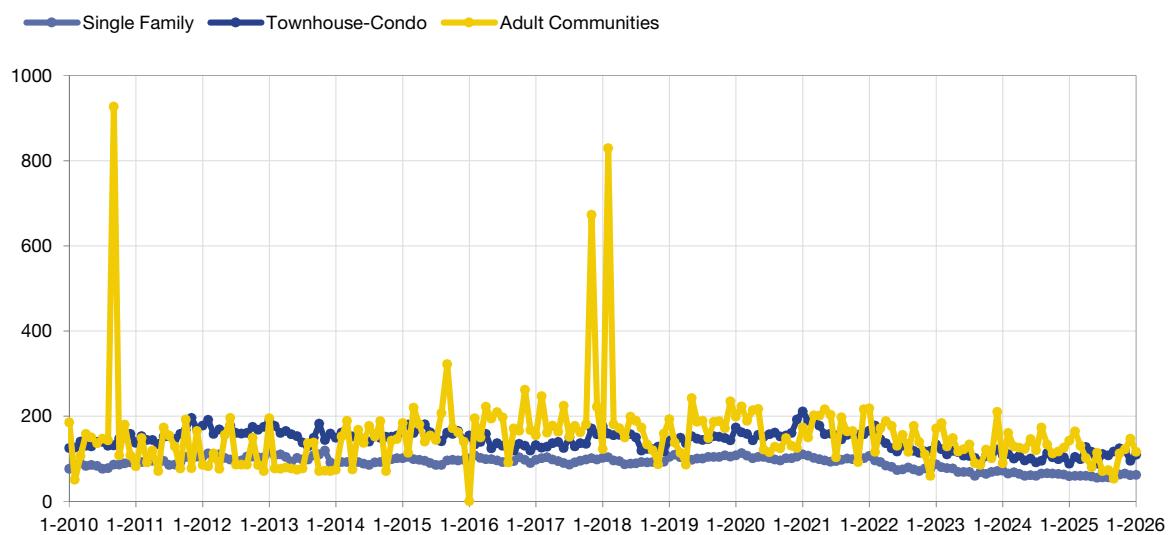
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## Year to Date



## Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
February 2025	60	104	164
March 2025	60	99	130
April 2025	60	127	102
May 2025	58	116	80
June 2025	55	88	114
July 2025	56	111	71
August 2025	56	108	73
September 2025	61	117	53
October 2025	63	124	112
November 2025	65	120	122
December 2025	61	95	147
<b>January 2026</b>	<b>62</b>	<b>109</b>	<b>116</b>
12-Month Avg.*	60	110	107

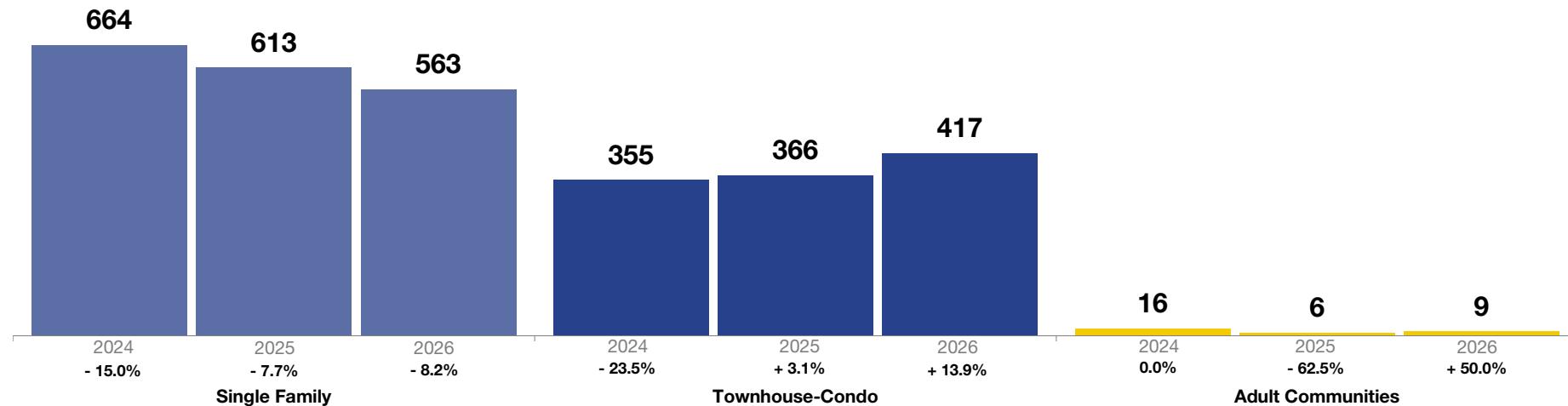
\* Affordability Index for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

# Inventory of Homes for Sale

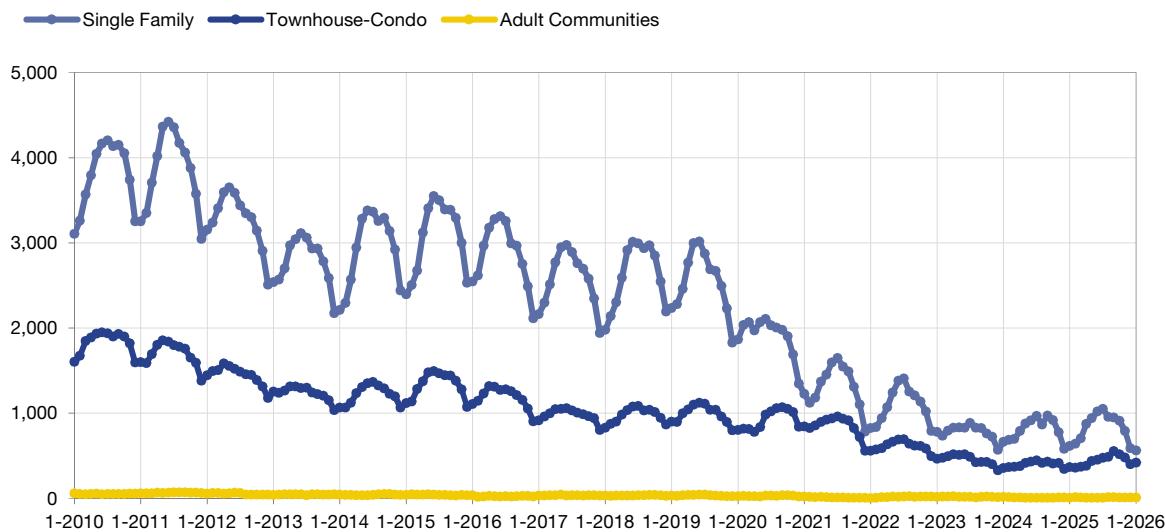


The number of properties available for sale in active status at the end of a given month.

## January



## Historical Inventory of Homes for Sale by Month



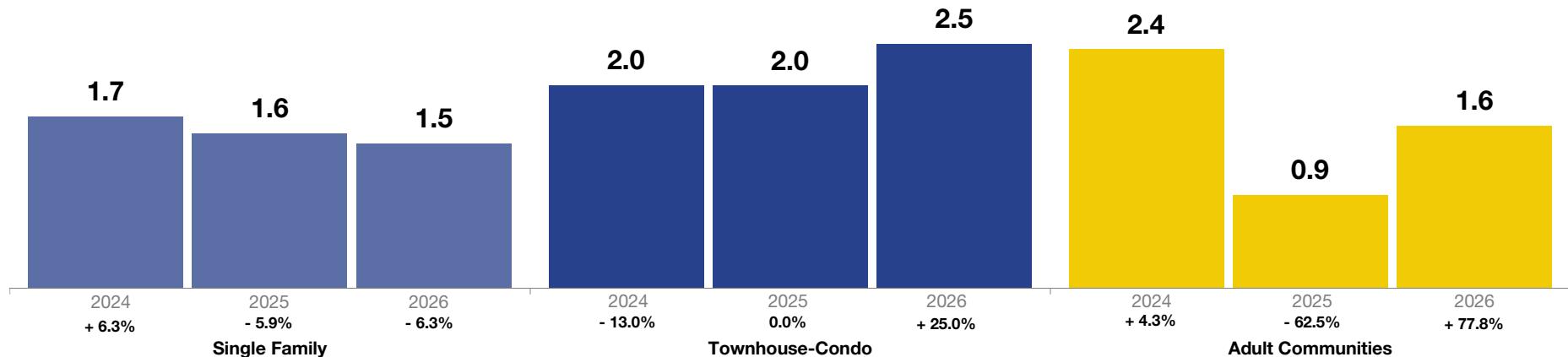
	Single Family	Townhouse-Condo	Adult Communities
February 2025	639	357	11
March 2025	704	368	9
April 2025	875	380	7
May 2025	942	436	6
June 2025	1,019	454	7
July 2025	1,049	476	6
August 2025	955	487	12
September 2025	947	553	11
October 2025	910	518	10
November 2025	789	479	10
December 2025	588	400	9
<b>January 2026</b>	<b>563</b>	<b>417</b>	<b>9</b>
12-Month Avg.	832	444	9

# Months Supply of Inventory

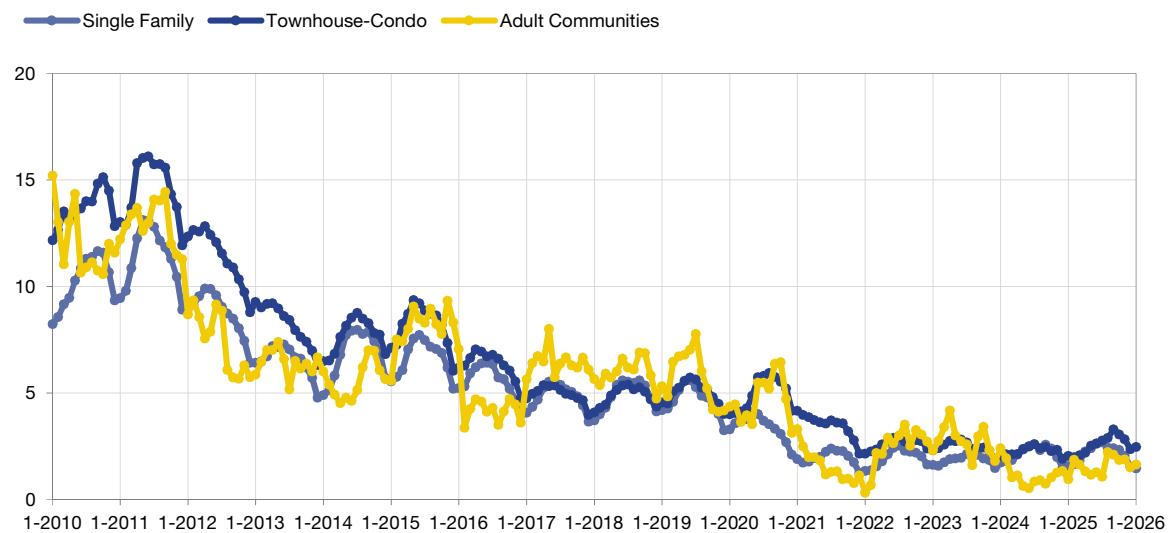


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## January



## Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
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
December 2025	1.5	2.3	1.5
<b>January 2026</b>	<b>1.5</b>	<b>2.5</b>	<b>1.6</b>
12-Month Avg.*	2.1	2.6	1.6

\* Months Supply for all properties from February 2025 through January 2026. 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	1-2025		1-2026		Percent Change	YTD 2025		YTD 2026		Percent Change
		1-2025	1-2026	YTD 2025	YTD 2026		YTD 2025	YTD 2026	YTD 2025	YTD 2026	
<b>New Listings</b>		633	584	- 7.7%	633	584	- 7.7%				
<b>Pending Sales</b>		417	402	- 3.6%	417	402	- 3.6%				
<b>Closed Sales</b>		452	395	- 12.6%	452	395	- 12.6%				
<b>Median Sales Price</b>		\$749,999	\$700,000	- 6.7%	\$749,999	\$700,000	- 6.7%				
<b>Average Sales Price</b>		\$974,551	\$914,593	- 6.2%	\$974,551	\$914,593	- 6.2%				
<b>Pct. of List Price Received</b>		101.4%	101.2%	- 0.2%	101.4%	101.2%	- 0.2%				
<b>Days on Market Until Sale</b>		46	46	0.0%	46	46	0.0%				
<b>Housing Affordability Index</b>		63	72	+ 14.3%	63	72	+ 14.3%				
<b>Inventory of Homes for Sale</b>		985	989	+ 0.4%	--	--	--				
<b>Months Supply of Inventory</b>		1.7	1.8	+ 5.9%	--	--	--				