

Monthly Indicators



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 were down 6.2 percent to 1,066.
- Townhouse-Condo Closed Sales were up 3.1 percent to 304.
- Adult Communities Closed Sales were down 5.3 percent to 36.
- Single Family Median Sales Price increased 1.6 percent to \$625,000.
- Townhouse-Condo Median Sales Price decreased 6.0 percent to \$395,000.
- Adult Communities Median Sales Price decreased 8.2 percent to \$475,000.

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

- 4.3% **- 2.8%** **- 1.7%**

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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For residential real estate activity in Essex, Hunterdon, Morris, Somerset, Sussex, Union, Warren and Passaic Counties. Percent changes are calculated using rounded figures.

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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
New Listings		1,383	1,329	- 3.9%	1,383	1,329	- 3.9%
Pending Sales		1,021	887	- 13.1%	1,021	887	- 13.1%
Closed Sales		1,136	1,066	- 6.2%	1,136	1,066	- 6.2%
Median Sales Price		\$615,000	\$625,000	+ 1.6%	\$615,000	\$625,000	+ 1.6%
Avg. Sales Price		\$757,734	\$746,046	- 1.5%	\$757,734	\$746,046	- 1.5%
Pct. of List Price Received		103.7%	102.8%	- 0.9%	103.7%	102.8%	- 0.9%
Days on Market		38	40	+ 5.3%	38	40	+ 5.3%
Affordability Index		76	80	+ 5.3%	76	80	+ 5.3%
Homes for Sale		2,233	2,131	- 4.6%	--	--	--
Months Supply		1.5	1.5	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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		434	402	- 7.4%	434	402	- 7.4%
Pending Sales		283	263	- 7.1%	283	263	- 7.1%
Closed Sales		295	304	+ 3.1%	295	304	+ 3.1%
Median Sales Price		\$420,000	\$395,000	- 6.0%	\$420,000	\$395,000	- 6.0%
Avg. Sales Price		\$468,546	\$441,306	- 5.8%	\$468,546	\$441,306	- 5.8%
Pct. of List Price Received		101.8%	100.6%	- 1.2%	101.8%	100.6%	- 1.2%
Days on Market		36	40	+ 11.1%	36	40	+ 11.1%
Affordability Index		111	127	+ 14.4%	111	127	+ 14.4%
Homes for Sale		565	585	+ 3.5%	--	--	--
Months Supply		1.5	1.6	+ 6.7%	--	--	--

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.

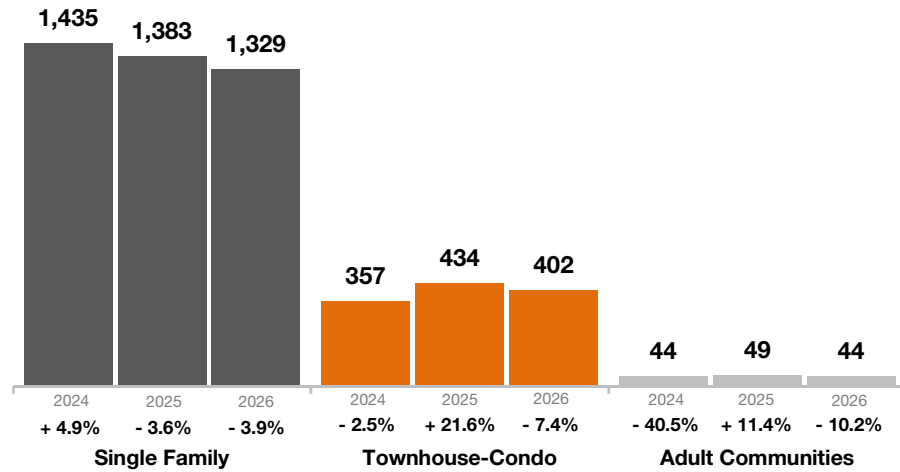


Key Metrics	Historical Sparklines	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		49	44	- 10.2%	49	44	- 10.2%
Pending Sales		31	43	+ 38.7%	31	43	+ 38.7%
Closed Sales		38	36	- 5.3%	38	36	- 5.3%
Median Sales Price		\$517,500	\$475,000	- 8.2%	\$517,500	\$475,000	- 8.2%
Avg. Sales Price		\$544,518	\$562,411	+ 3.3%	\$544,518	\$562,411	+ 3.3%
Pct. of List Price Received		100.3%	99.7%	- 0.6%	100.3%	99.7%	- 0.6%
Days on Market		44	53	+ 20.5%	44	53	+ 20.5%
Affordability Index		90	105	+ 16.7%	90	105	+ 16.7%
Homes for Sale		82	83	+ 1.2%	--	--	--
Months Supply		1.8	1.7	- 5.6%	--	--	--

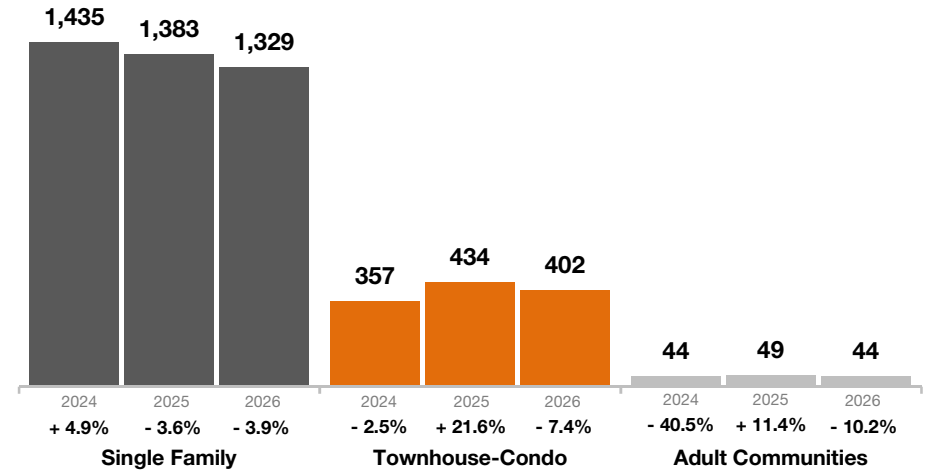
New Listings

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

January

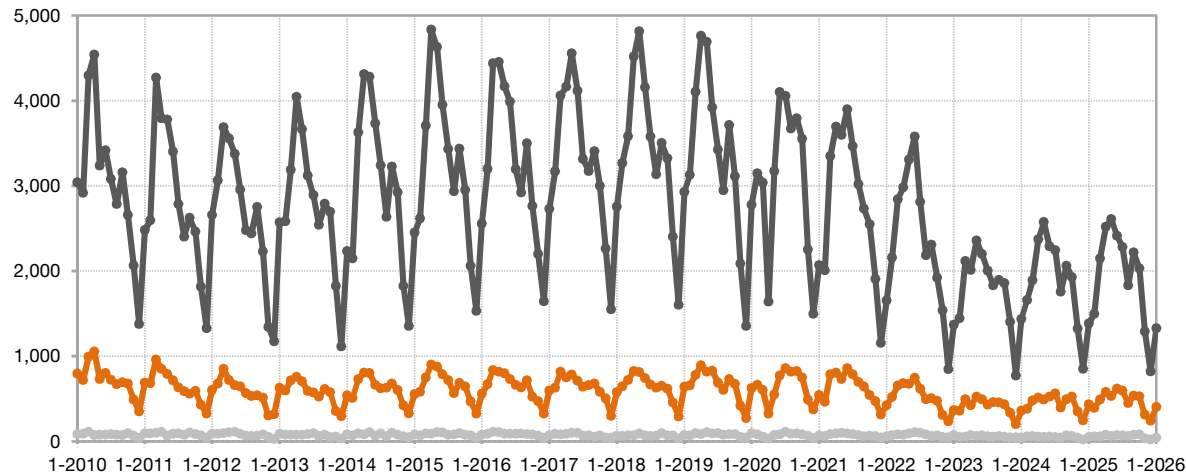


Year to Date



Historical New Listings by Month

— Single Family — Townhouse-Condo — Adult Communities



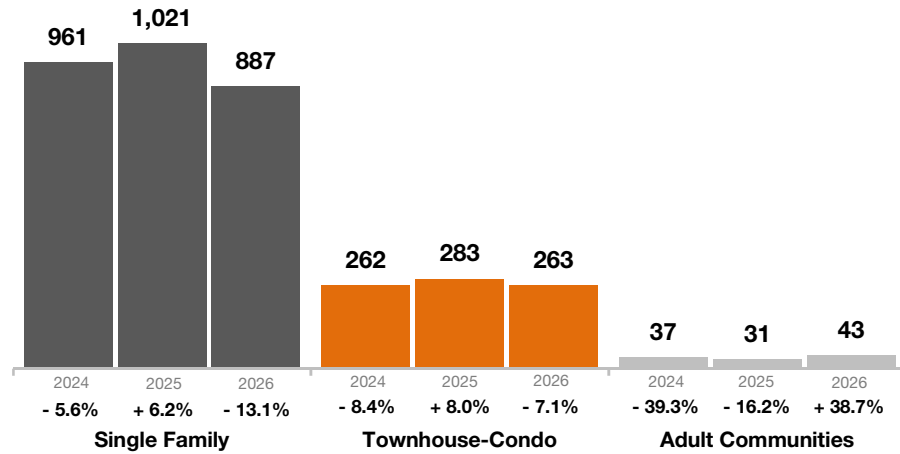
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
February 2025	1,496	394	58
March 2025	2,147	491	57
April 2025	2,519	581	75
May 2025	2,609	532	62
June 2025	2,413	619	74
July 2025	2,283	595	69
August 2025	1,830	450	62
September 2025	2,219	534	78
October 2025	2,031	527	82
November 2025	1,292	315	34
December 2025	820	242	22
January 2026	1,329	402	44
12-Month Avg.	1,916	474	60

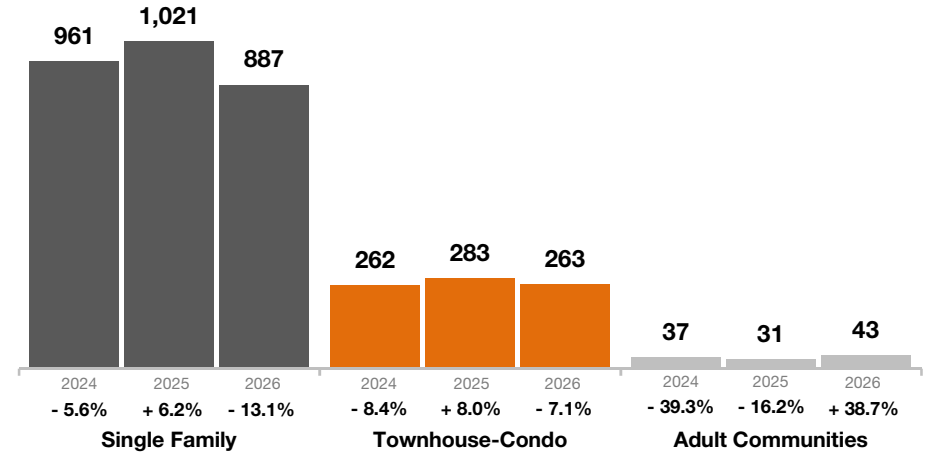
Pending Sales

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

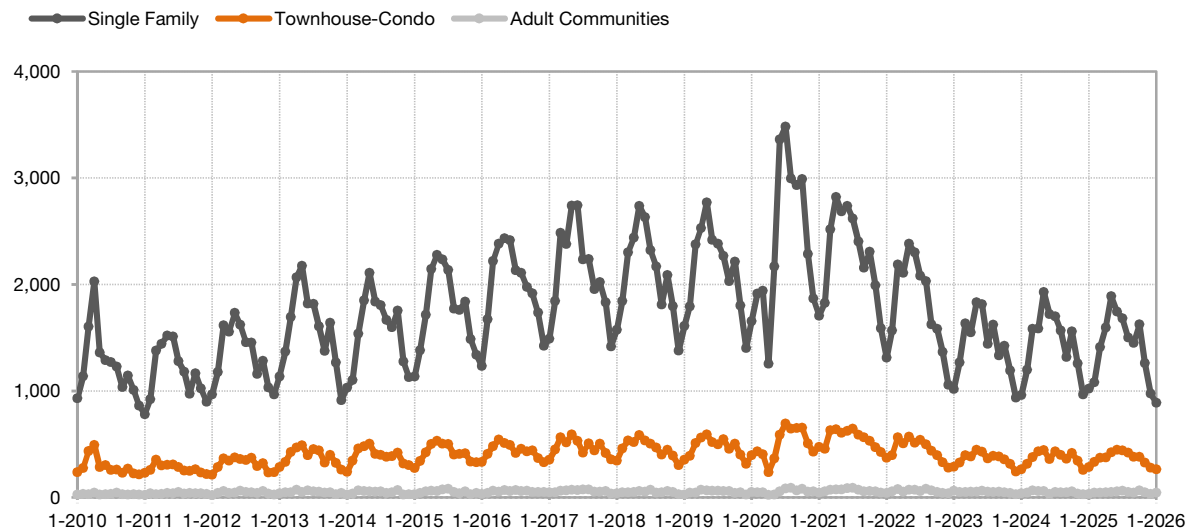
January



Year to Date



Historical Pending Sales by Month



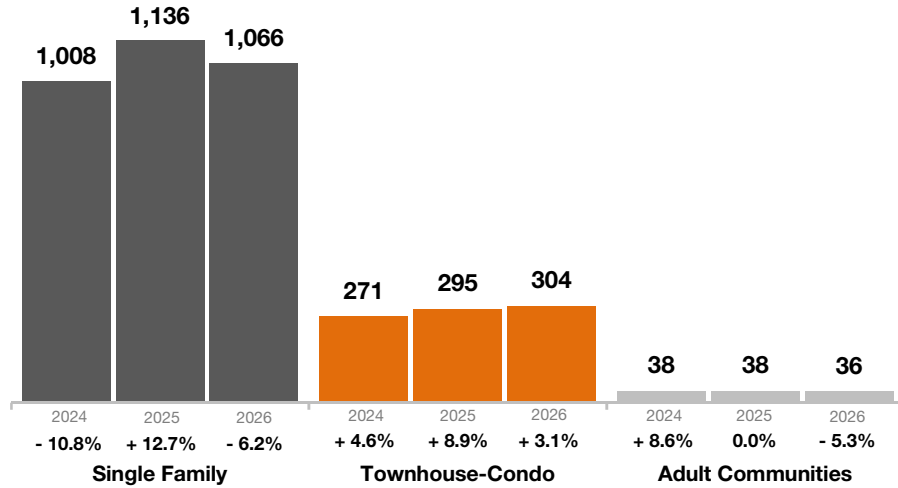
	Single Family	Townhouse-Condo	Adult Communities
February 2025	1,079	332	42
March 2025	1,410	371	43
April 2025	1,594	373	46
May 2025	1,889	421	49
June 2025	1,745	447	56
July 2025	1,680	441	60
August 2025	1,501	418	48
September 2025	1,449	381	44
October 2025	1,625	379	64
November 2025	1,261	327	47
December 2025	974	277	30
January 2026	887	263	43
12-Month Avg.	1,425	369	48

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

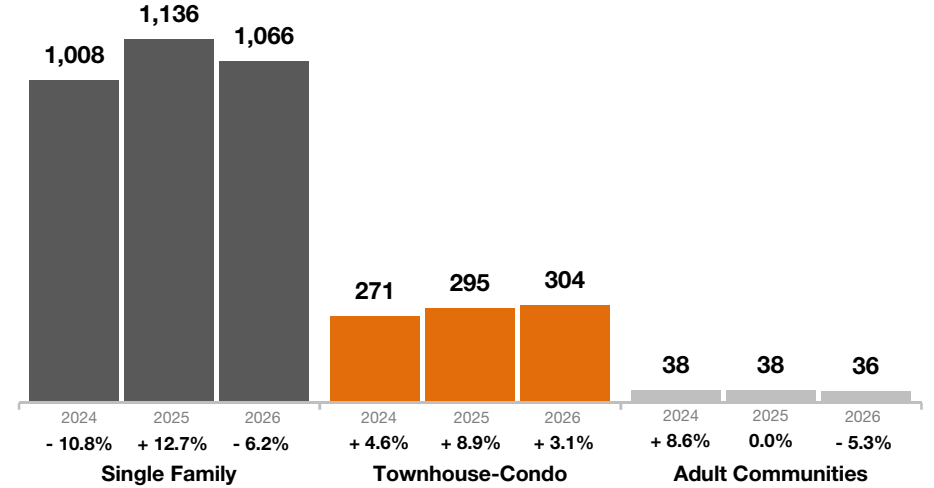
Closed Sales

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

January

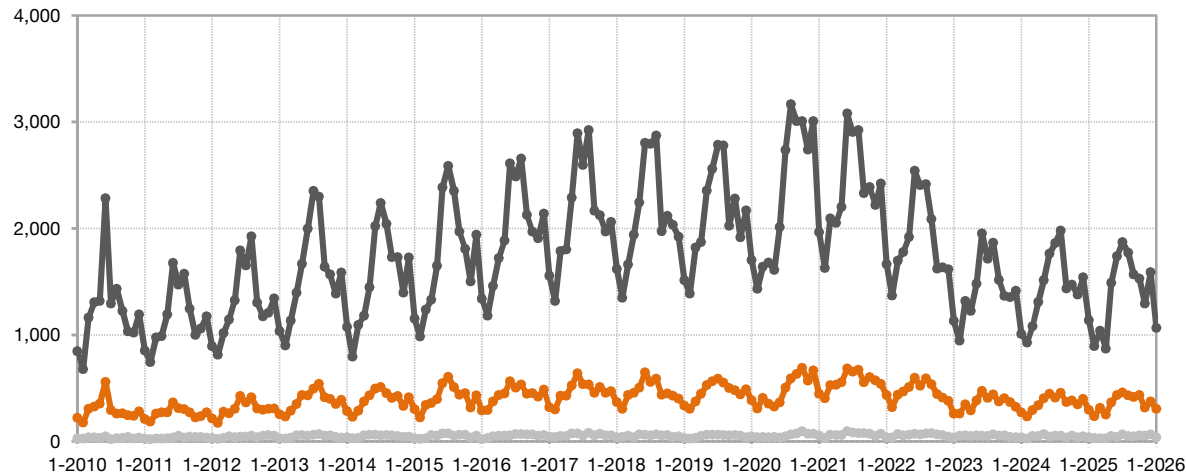


Year to Date



Historical Closed Sales 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.

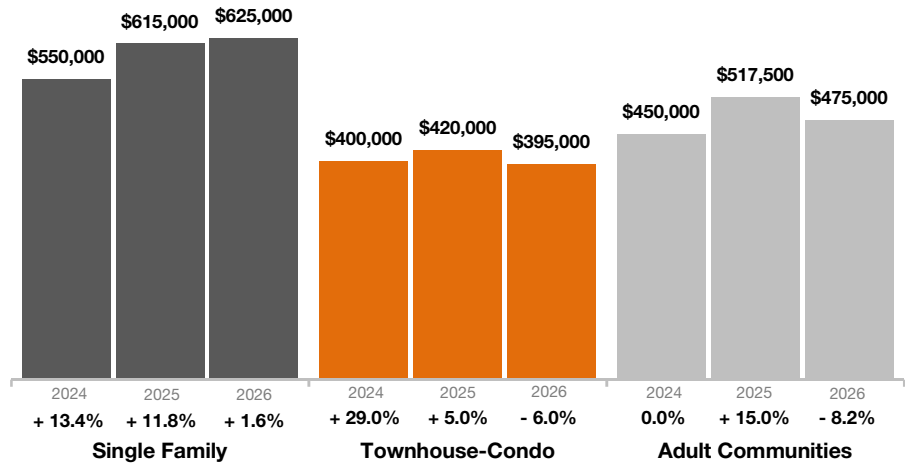
	Single Family	Townhouse-Condo	Adult Communities
February 2025	895	236	31
March 2025	1,038	314	28
April 2025	871	251	29
May 2025	1,489	364	49
June 2025	1,738	434	41
July 2025	1,872	457	64
August 2025	1,772	431	50
September 2025	1,567	415	46
October 2025	1,528	433	55
November 2025	1,294	316	52
December 2025	1,589	374	64
January 2026	1,066	304	36
12-Month Avg.	1,393	361	45

Median Sales Price

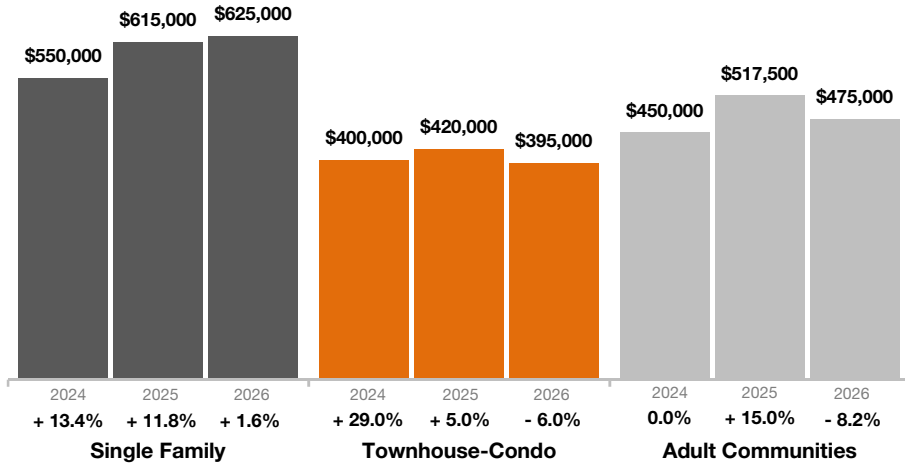
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



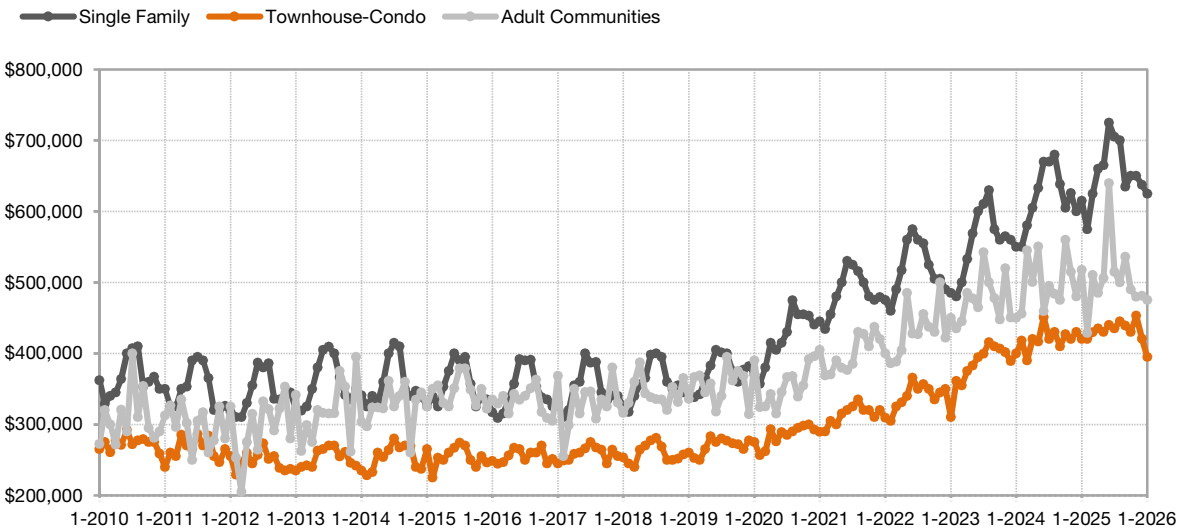
January



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.

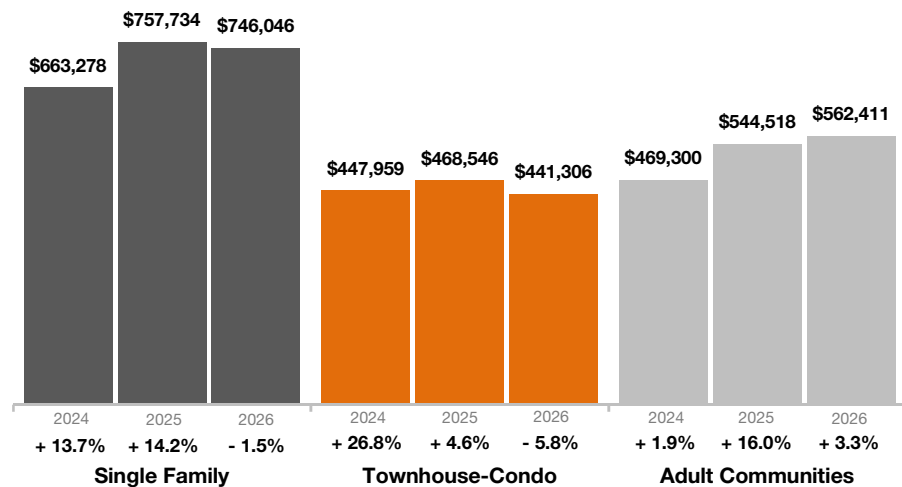
	Single Family	Townhouse-Condo	Adult Communities
February 2025	\$575,000	\$420,000	\$429,000
March 2025	\$625,000	\$429,500	\$510,444
April 2025	\$660,000	\$435,000	\$485,000
May 2025	\$665,000	\$430,000	\$506,000
June 2025	\$725,000	\$440,000	\$640,000
July 2025	\$705,000	\$435,000	\$515,000
August 2025	\$700,000	\$445,000	\$500,000
September 2025	\$635,000	\$439,000	\$536,250
October 2025	\$650,000	\$430,000	\$490,000
November 2025	\$650,000	\$453,250	\$479,750
December 2025	\$637,500	\$420,500	\$481,000
January 2026	\$625,000	\$395,000	\$475,000
12-Month Med.*	\$660,000	\$430,000	\$493,000

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

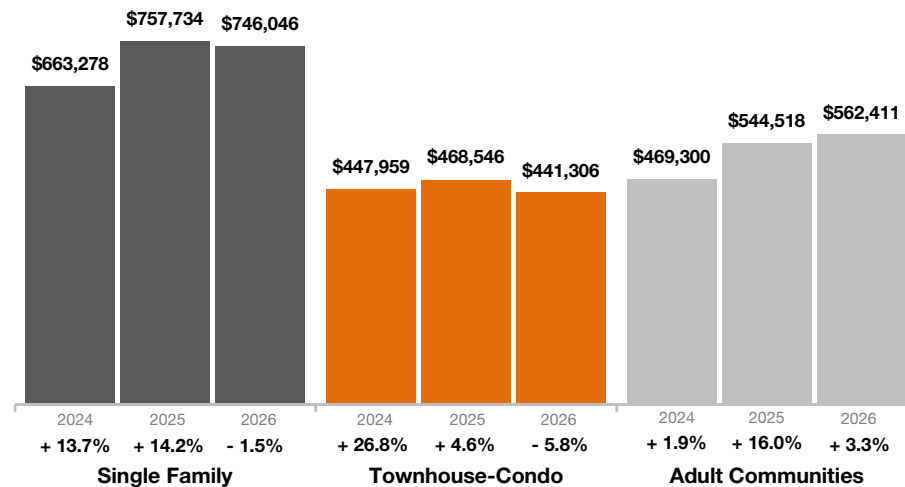
Average Sales Price

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

January

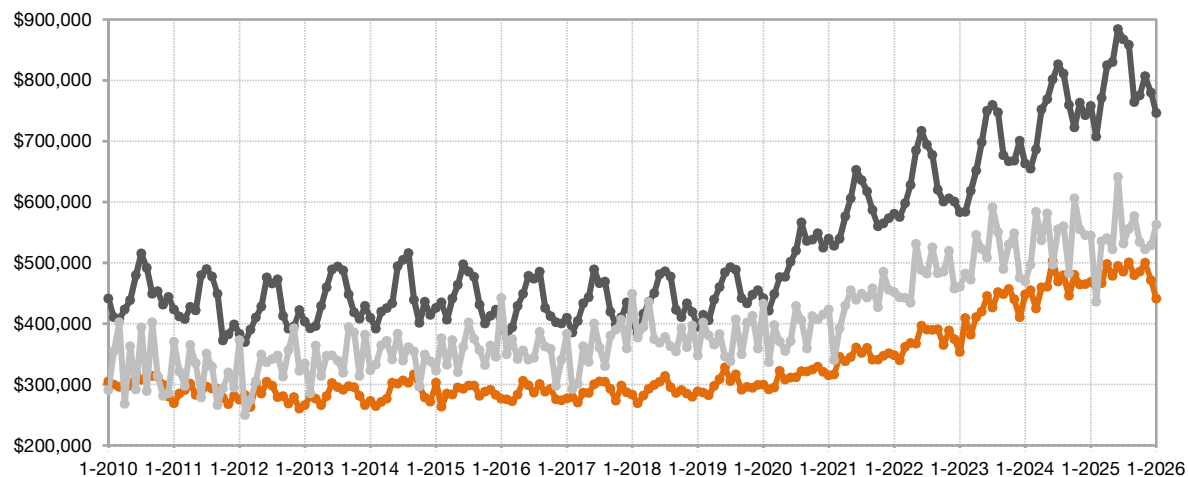


Year to Date



Historical Average Sales Price by Month

— Single Family — Townhouse-Condo — Adult Communities



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

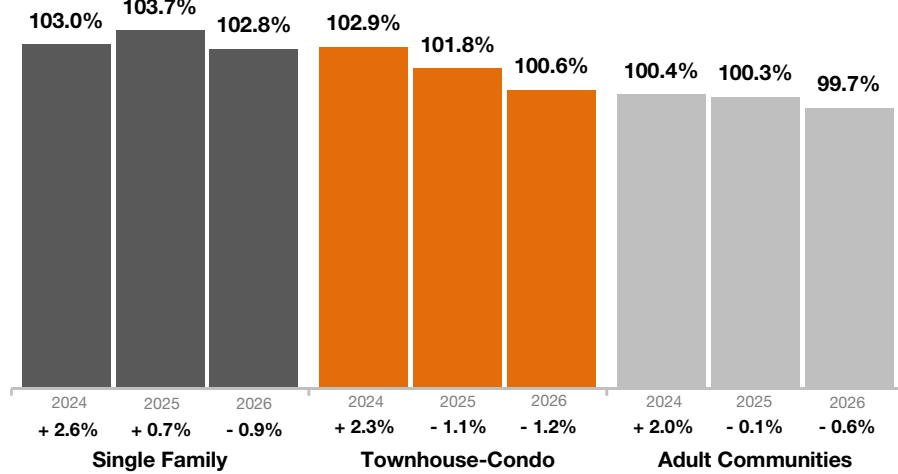
	Single Family	Townhouse-Condo	Adult Communities
February 2025	\$707,173	\$462,355	\$435,994
March 2025	\$771,021	\$466,313	\$535,132
April 2025	\$824,483	\$497,911	\$540,583
May 2025	\$829,879	\$478,533	\$522,272
June 2025	\$884,254	\$494,787	\$640,953
July 2025	\$867,286	\$485,561	\$531,607
August 2025	\$858,418	\$500,703	\$555,856
September 2025	\$764,256	\$479,669	\$576,889
October 2025	\$775,250	\$485,386	\$534,148
November 2025	\$806,970	\$500,084	\$522,145
December 2025	\$780,095	\$471,854	\$528,520
January 2026	\$746,046	\$441,306	\$562,411
12-Month Avg.*	\$809,248	\$481,640	\$541,287

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

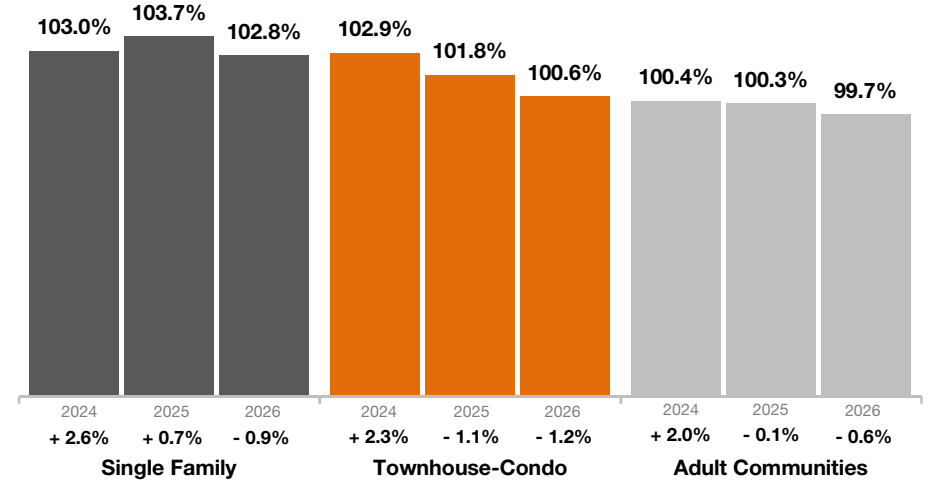
Percent of List Price Received

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.

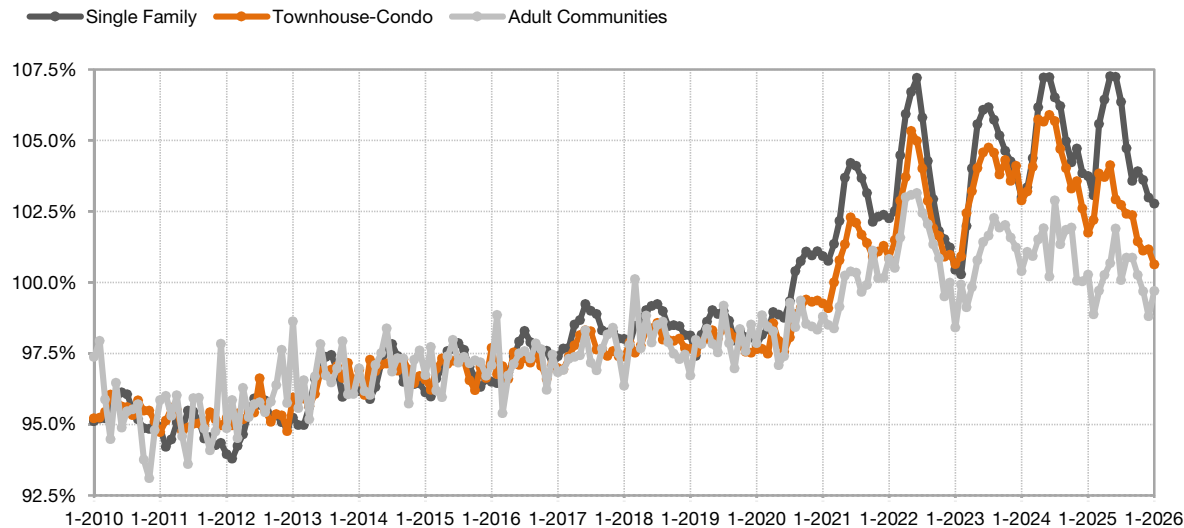
January



Year to Date



Historical Percent of List Price Received by Month



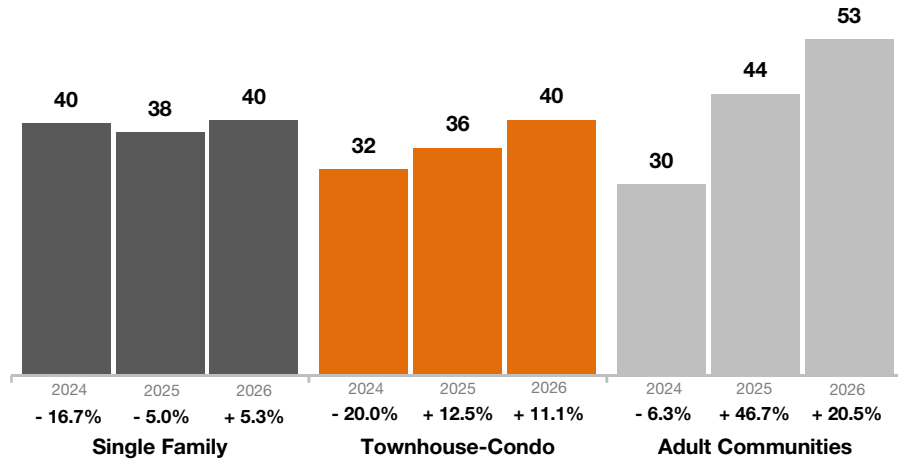
	Single Family	Townhouse-Condo	Adult Communities
February 2025	103.1%	102.2%	98.9%
March 2025	105.6%	103.8%	99.7%
April 2025	106.4%	103.7%	100.3%
May 2025	107.3%	104.1%	100.7%
June 2025	107.2%	102.9%	101.9%
July 2025	106.4%	102.7%	100.1%
August 2025	104.7%	102.4%	100.9%
September 2025	103.6%	102.4%	100.9%
October 2025	103.9%	101.4%	100.3%
November 2025	103.6%	101.1%	99.7%
December 2025	103.0%	101.2%	98.8%
January 2026	102.8%	100.6%	99.7%
12-Month Avg.*	104.9%	102.4%	100.1%

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

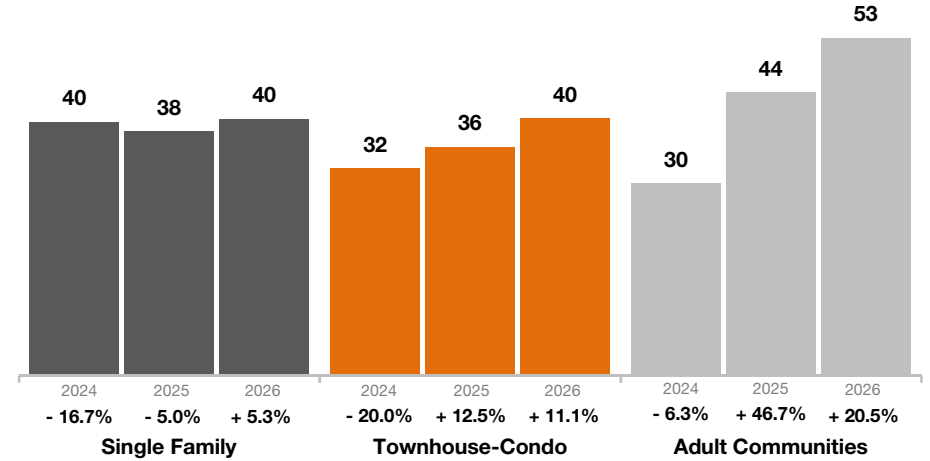
Days on Market Until Sale

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

January

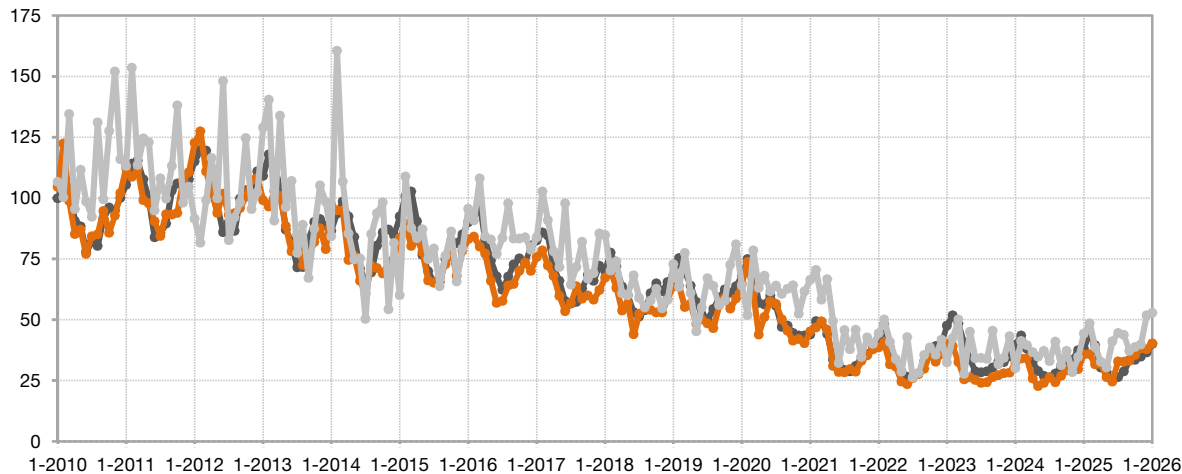


Year to Date



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
February 2025	44	36	48
March 2025	40	32	39
April 2025	30	32	33
May 2025	28	26	30
June 2025	25	25	41
July 2025	26	33	44
August 2025	29	33	44
September 2025	33	33	37
October 2025	33	35	39
November 2025	35	38	40
December 2025	36	38	52
January 2026	40	40	53
12-Month Avg.*	32	33	42

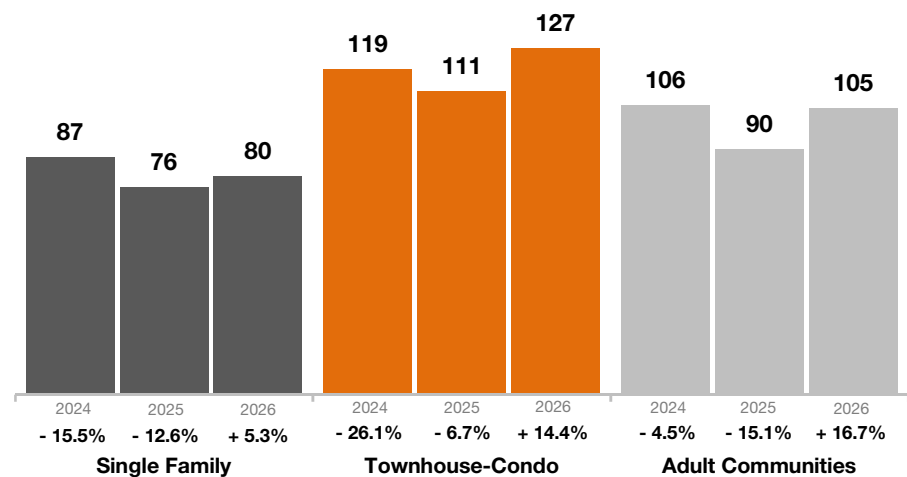
* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Housing Affordability Index

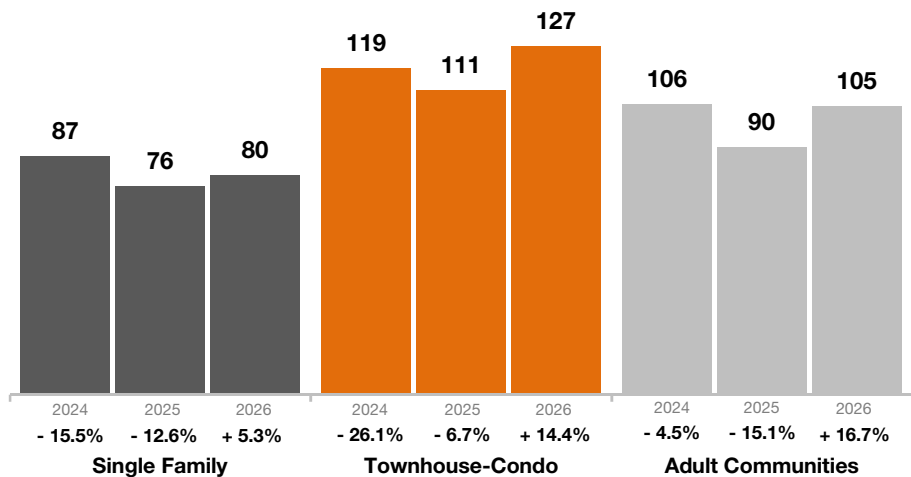
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

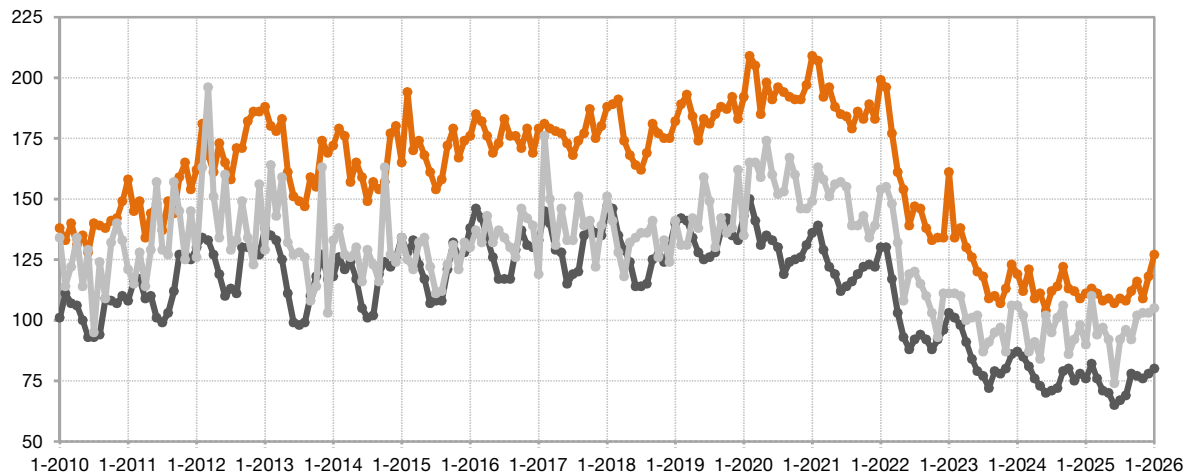


Year to Date



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
February 2025	82	113	110
March 2025	76	111	94
April 2025	71	108	97
May 2025	70	109	92
June 2025	65	107	74
July 2025	67	109	92
August 2025	69	108	96
September 2025	78	112	92
October 2025	77	116	102
November 2025	76	109	103
December 2025	78	118	103
January 2026	80	127	105
12-Month Avg.*	74	112	97

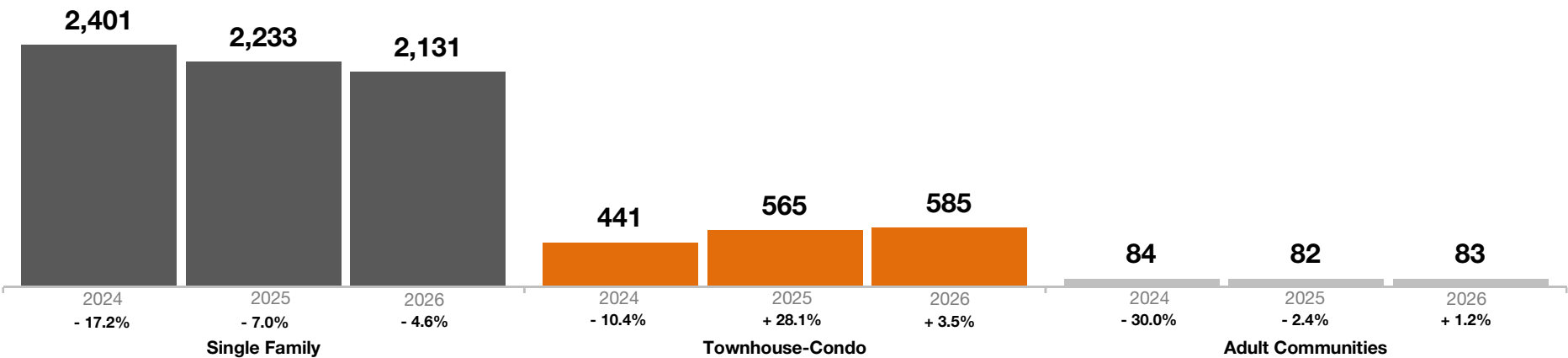
* Affordability Index for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Inventory of Homes for Sale

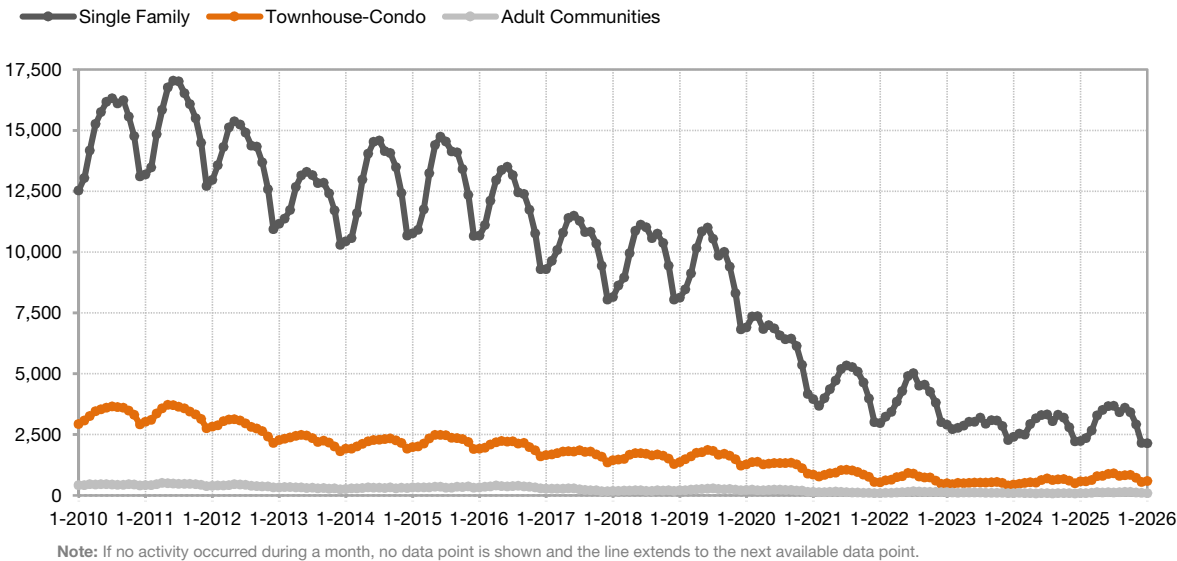
The number of properties available for sale in active status at the end of a given month.



January



Historical Inventory of Homes for Sale by Month

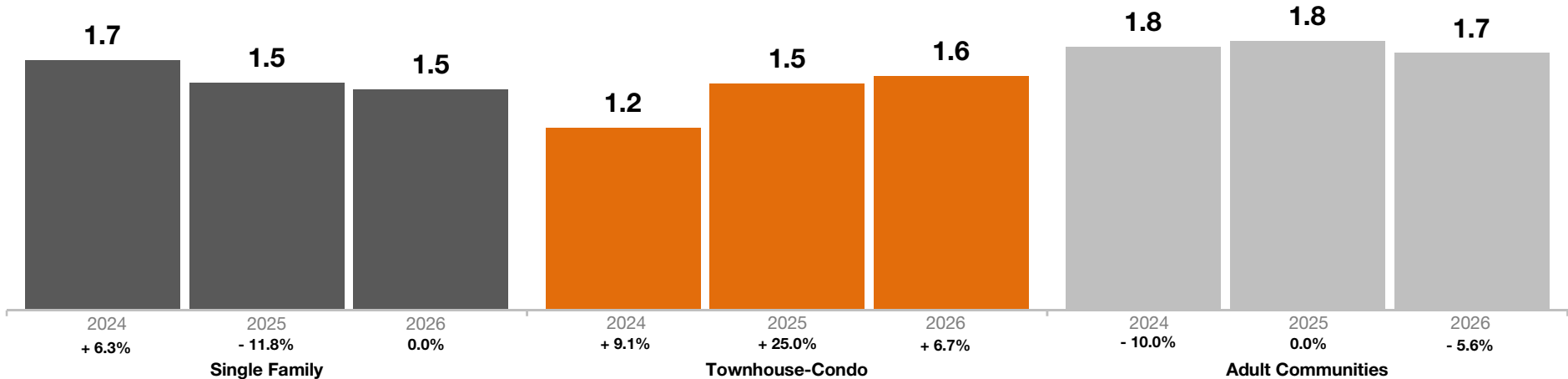


	Single Family	Townhouse-Condo	Adult Communities
February 2025	2,346	570	84
March 2025	2,662	628	94
April 2025	3,276	787	121
May 2025	3,504	797	110
June 2025	3,655	868	118
July 2025	3,672	897	116
August 2025	3,411	797	118
September 2025	3,594	818	141
October 2025	3,413	840	138
November 2025	2,911	710	113
December 2025	2,143	550	94
January 2026	2,131	585	83
12-Month Avg.	3,060	737	111

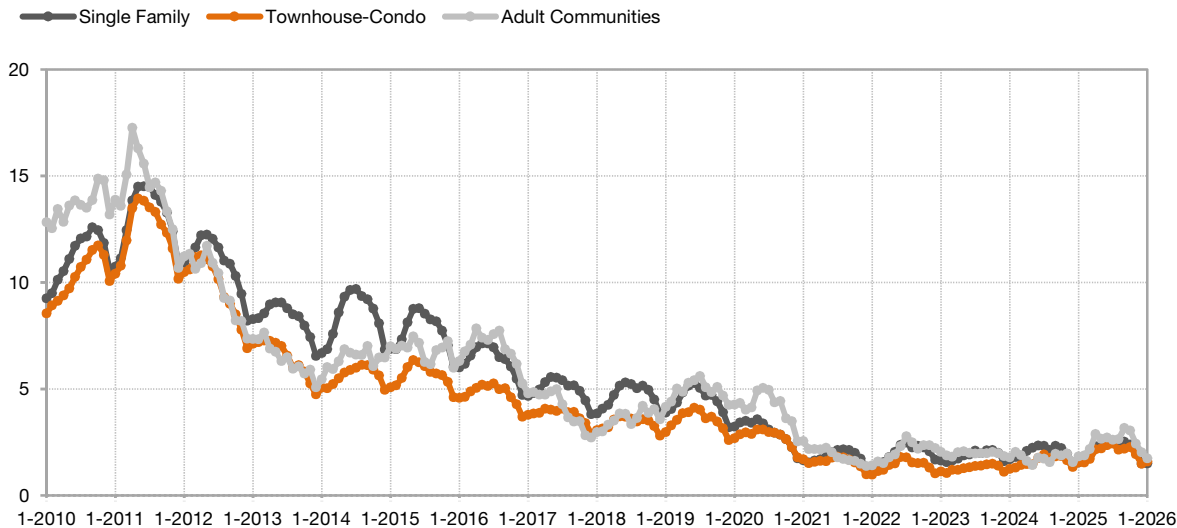
Months Supply of Inventory

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




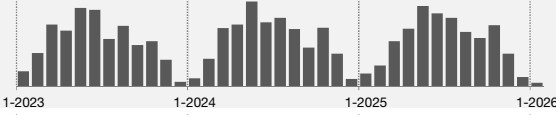

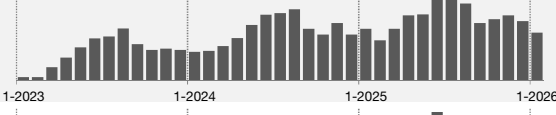
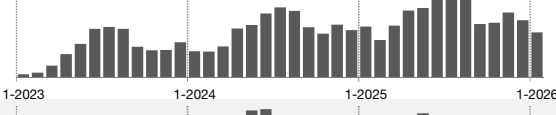
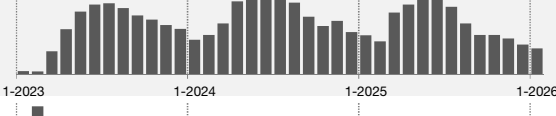


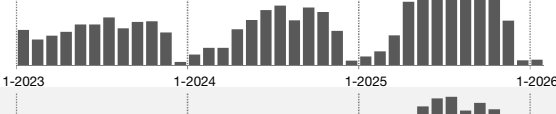

Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
February 2025	1.6	1.5	1.9
March 2025	1.9	1.7	2.2
April 2025	2.3	2.2	2.9
May 2025	2.5	2.2	2.7
June 2025	2.6	2.3	2.7
July 2025	2.6	2.4	2.6
August 2025	2.4	2.1	2.6
September 2025	2.5	2.2	3.2
October 2025	2.4	2.3	3.0
November 2025	2.0	1.9	2.4
December 2025	1.5	1.5	2.0
January 2026	1.5	1.6	1.7
12-Month Avg.*	2.1	2.0	2.5

* 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
New Listings		1,866	1,775	- 4.9%	1,866	1,775	- 4.9%
Pending Sales		1,335	1,193	- 10.6%	1,335	1,193	- 10.6%
Closed Sales		1,469	1,406	- 4.3%	1,469	1,406	- 4.3%
Median Sales Price		\$575,000	\$565,000	- 1.7%	\$575,000	\$565,000	- 1.7%
Avg. Sales Price		\$694,255	\$675,404	- 2.7%	\$694,255	\$675,404	- 2.7%
Pct. of List Price Received		103.3%	102.2%	- 1.1%	103.3%	102.2%	- 1.1%
Days on Market		38	40	+ 5.3%	38	40	+ 5.3%
Affordability Index		81	89	+ 9.9%	81	89	+ 9.9%
Homes for Sale		2,880	2,799	- 2.8%	--	--	--
Months Supply		1.5	1.5	0.0%	--	--	--