Monthly Indicators

For residential real estate activity in the state of New Jersey



October 2025

U.S. existing-home sales climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

- Single Family Closed Sales were up 2.4 percent to 5,170.
- Townhouse-Condo Closed Sales were down 11.6 percent to 1,684.
- Adult Communities Closed Sales were up 6.5 percent to 691.
- Single Family Median Sales Price increased 5.4 percent to \$585,000.
- Townhouse-Condo Median Sales Price remained flat at \$425,000.
- Adult Communities Median Sales Price increased 3.7 percent to \$374,750.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to \$415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Monthly Snapshot

Cinale Family Market Oversion

- 1.0% + 3.8% + 5.0%

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

Residential real estate activity comprised of single family properties, townhouses and condominiums combined, and properties in adult communities. 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	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	10-2022 10-2023 10-2024 10-2025	6,667	6,616	- 0.8%	69,565	71,629	+ 3.0%
Pending Sales	10-2022 10-2023 10-2024 10-2025	5,144	5,198	+ 1.0%	50,797	51,369	+ 1.1%
Closed Sales	10-2022 10-2023 10-2024 10-2025	5,047	5,170	+ 2.4%	48,385	48,733	+ 0.7%
Median Sales Price	10-2022 10-2023 10-2024 10-2025	\$555,000	\$585,000	+ 5.4%	\$550,000	\$585,000	+ 6.4%
Avg. Sales Price	10-2022 10-2023 10-2024 10-2025	\$687,575	\$739,927	+ 7.6%	\$685,861	\$743,641	+ 8.4%
Pct. of List Price Received	10-2022 10-2023 10-2024 10-2025	102.1%	101.5%	- 0.6%	103.0%	102.5%	- 0.5%
Days on Market	10-2022 10-2023 10-2024 10-2025	35	37	+ 5.7%	35	37	+ 5.7%
Affordability Index	10-2022 10-2023 10-2024 10-2025	82	80	- 2.4%	83	80	- 3.6%
Homes for Sale	10-2022 10-2023 10-2024 10-2025	12,546	12,539	- 0.1%			
Months Supply	10-2022 10-2023 10-2024 10-2025	2.6	2.5	- 3.8%			

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	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	10-2022 10-2023 10-2024 10-2025	2,597	2,463	- 5.2%	25,271	26,067	+ 3.1%
Pending Sales	10-2022 10-2023 10-2024 10-2025	1,878	1,643	- 12.5%	18,167	17,721	- 2.5%
Closed Sales	10-2022 10-2023 10-2024 10-2025	1,906	1,684	- 11.6%	17,387	17,188	- 1.1%
Median Sales Price	10-2022 10-2023 10-2024 10-2025	\$425,000	\$425,000	0.0%	\$409,000	\$421,000	+ 2.9%
Avg. Sales Price	10-2022 10-2023 10-2024 10-2025	\$515,919	\$539,784	+ 4.6%	\$499,919	\$523,153	+ 4.6%
Pct. of List Price Received	10-2022 10-2023 10-2024 10-2025	101.1%	99.8%	- 1.3%	101.8%	100.5%	- 1.3%
Days on Market	10-2022 10-2023 10-2024 10-2025	34	41	+ 20.6%	34	39	+ 14.7%
Affordability Index	10-2022 10-2023 10-2024 10-2025	107	111	+ 3.7%	112	112	0.0%
Homes for Sale	10-2022 10-2023 10-2024 10-2025	4,372	4,706	+ 7.6%			
Months Supply	10-2022 10-2023 10-2024 10-2025	2.5	2.8	+ 12.0%			

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.

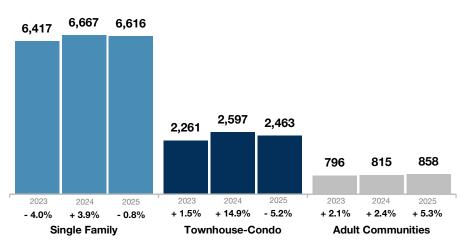
Key Metrics	Historical Sparklines	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	10-2022 10-2023 10-2024 10-2025	815	858	+ 5.3%	7,745	8,502	+ 9.8%
Pending Sales	10-2022 10-2023 10-2024 10-2025	619	659	+ 6.5%	6,279	6,499	+ 3.5%
Closed Sales	10-2022 10-2023 10-2024 10-2025	649	691	+ 6.5%	6,128	6,209	+ 1.3%
Median Sales Price	10-2022 10-2023 10-2024 10-2025	\$361,502	\$374,750	+ 3.7%	\$352,500	\$370,000	+ 5.0%
Avg. Sales Price	10-2022 10-2023 10-2024 10-2025	\$405,380	\$399,652	- 1.4%	\$383,261	\$396,354	+ 3.4%
Pct. of List Price Received	10-2022 10-2023 10-2024 10-2025	99.9%	99.0%	- 0.9%	99.6%	99.1%	- 0.5%
Days on Market	10-2022 10-2023 10-2024 10-2025	38	47	+ 23.7%	39	44	+ 12.8%
Affordability Index	10-2022 10-2023 10-2024 10-2025	128	128	0.0%	132	129	- 2.3%
Homes for Sale	10-2022 10-2023 10-2024 10-2025	1,345	1,669	+ 24.1%			
Months Supply	10-2022 10-2023 10-2024 10-2025	2.2	2.7	+ 22.7%			

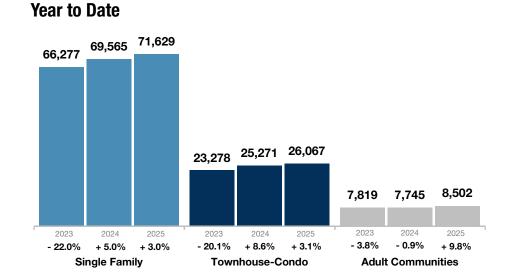
New Listings

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

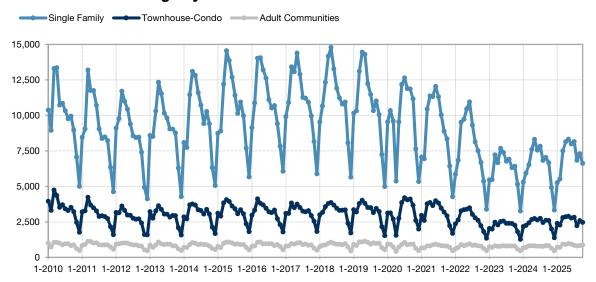








Historical New Listings by Month



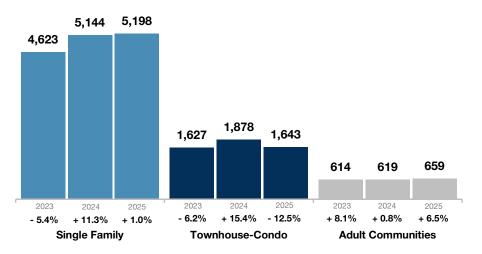
	Single Family	Townhouse-Condo	Adult Communities
November 2024	4,916	1,997	636
December 2024	3,330	1,380	456
January 2025	5,258	2,392	713
February 2025	5,515	2,272	700
March 2025	7,496	2,804	934
April 2025	8,146	2,857	906
May 2025	8,324	2,886	972
June 2025	7,986	2,764	926
July 2025	8,153	2,826	855
August 2025	6,840	2,220	805
September 2025	7,295	2,583	833
October 2025	6,616	2,463	858
12-Month Avg.	6,656	2,454	800

Pending Sales

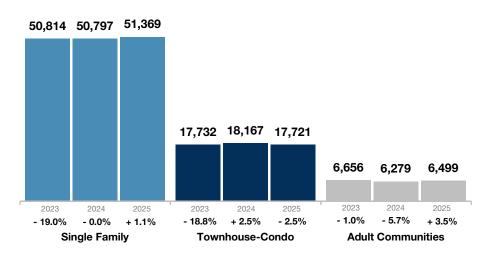
A count of the properties on which offers have been accepted in a given month.



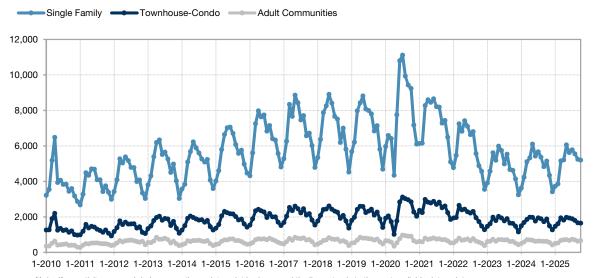




Year to Date



Historical Pending Sales by Month



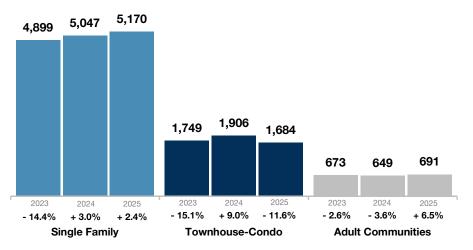
	Single Family	Townhouse-Condo	Adult Communities
November 2024	4,343	1,491	556
December 2024	3,410	1,265	422
January 2025	3,726	1,462	501
February 2025	3,850	1,609	526
March 2025	5,156	1,946	667
April 2025	5,206	1,812	705
May 2025	6,051	1,968	713
June 2025	5,619	1,930	671
July 2025	5,775	1,892	730
August 2025	5,546	1,794	699
September 2025	5,242	1,665	628
October 2025	5,198	1,643	659
12-Month Avg.	4,927	1,706	623

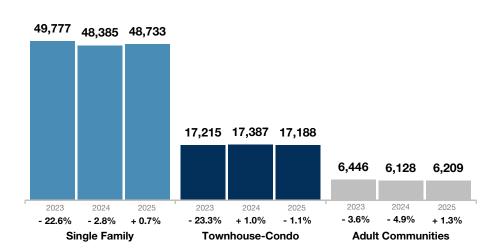
Closed Sales

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

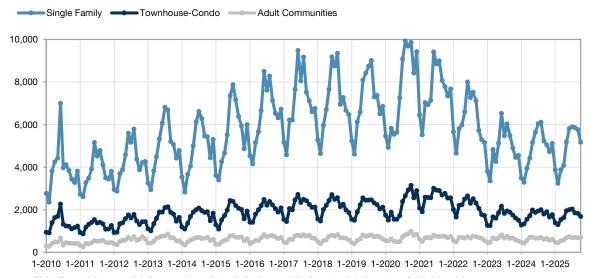








Historical Closed Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
November 2024	4,719	1,657	567
December 2024	5,112	1,771	608
January 2025	3,872	1,389	467
February 2025	3,238	1,294	436
March 2025	3,872	1,534	542
April 2025	4,082	1,629	583
May 2025	5,171	1,949	689
June 2025	5,810	1,999	734
July 2025	5,893	2,031	686
August 2025	5,858	1,853	700
September 2025	5,767	1,826	681
October 2025	5,170	1,684	691
12-Month Avg.	4,880	1,718	615

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

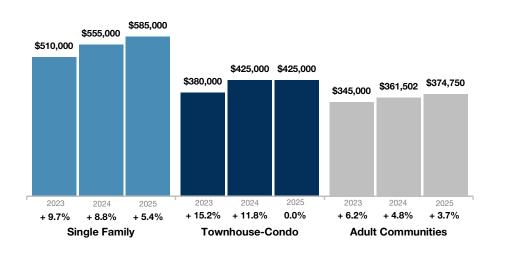
Year to Date

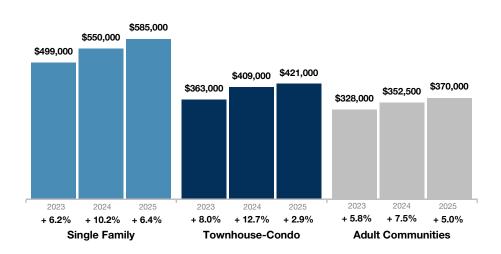
Median Sales Price



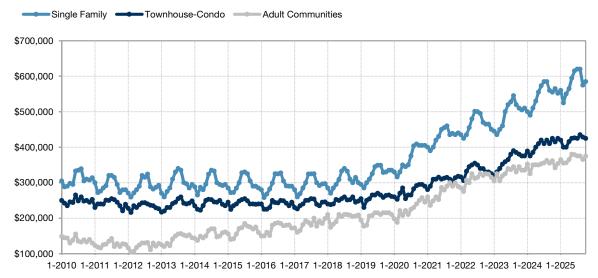
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.







Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
November 2024	\$565,000	\$415,000	\$342,000
December 2024	\$552,000	\$425,000	\$353,500
January 2025	\$560,000	\$420,000	\$365,000
February 2025	\$525,000	\$400,000	\$354,900
March 2025	\$550,000	\$400,000	\$356,000
April 2025	\$565,000	\$416,000	\$365,000
May 2025	\$595,000	\$425,000	\$380,000
June 2025	\$615,000	\$426,000	\$379,000
July 2025	\$620,000	\$425,000	\$375,000
August 2025	\$620,000	\$435,000	\$375,000
September 2025	\$575,000	\$428,500	\$365,450
October 2025	\$585,000	\$425,000	\$374,750
12-Month Med.*	\$580,000	\$420,000	\$365,000

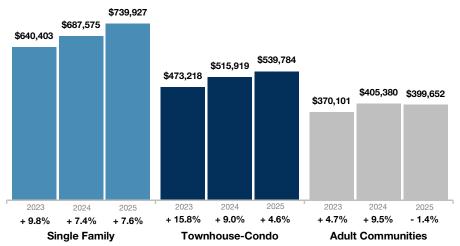
^{*} Median Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

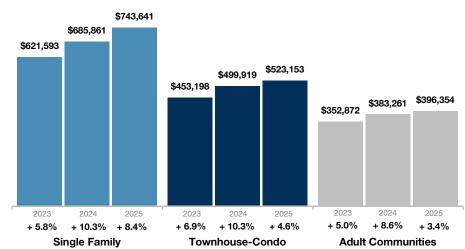
Average Sales Price

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

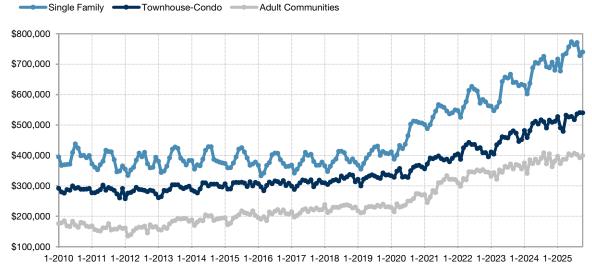








Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
November 2024	\$706,324	\$508,715	\$362,947
December 2024	\$679,730	\$511,396	\$381,364
January 2025	\$716,706	\$527,494	\$396,801
February 2025	\$677,498	\$490,574	\$372,810
March 2025	\$729,481	\$479,064	\$386,635
April 2025	\$734,519	\$532,184	\$387,571
May 2025	\$756,629	\$526,546	\$405,553
June 2025	\$773,766	\$527,759	\$400,009
July 2025	\$763,288	\$517,572	\$407,133
August 2025	\$770,795	\$536,474	\$402,631
September 2025	\$727,800	\$540,393	\$392,222
October 2025	\$739,927	\$539,784	\$399,652
12-Month Avg.*	\$735,034	\$520,972	\$392,585

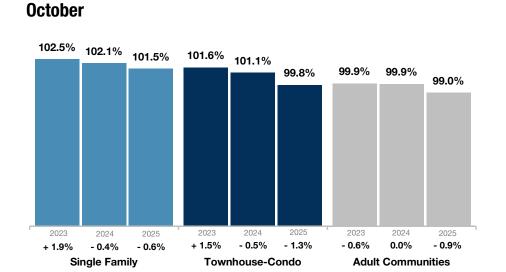
^{*} Avg. Sales Price for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

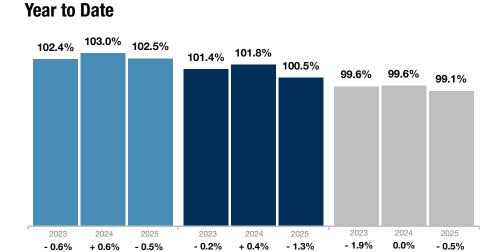
Percent of List Price Received



Adult Communities

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.

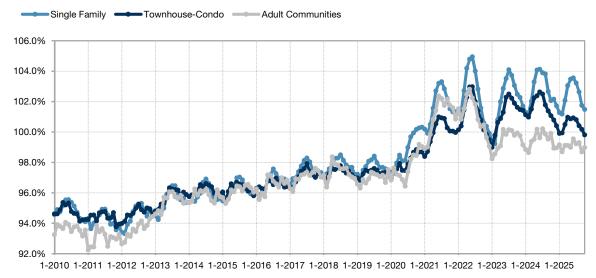




Townhouse-Condo

Single Family

Historical Percent of List Price Received by Month



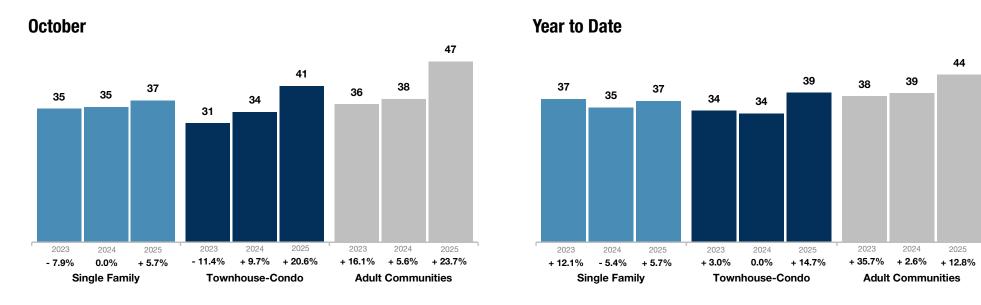
	Single Family	Townhouse-Condo	Adult Communities
November 2024	102.2%	100.8%	98.9%
December 2024	101.7%	100.4%	99.0%
January 2025	101.3%	99.9%	99.2%
February 2025	101.2%	99.9%	98.7%
March 2025	102.1%	100.5%	99.1%
April 2025	103.1%	101.0%	99.1%
May 2025	103.5%	100.9%	99.0%
June 2025	103.6%	100.9%	99.5%
July 2025	103.2%	100.8%	99.2%
August 2025	102.6%	100.4%	99.3%
September 2025	101.7%	100.2%	98.7%
October 2025	101.5%	99.8%	99.0%
12-Month Avg.*	102.4%	100.5%	99.1%

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

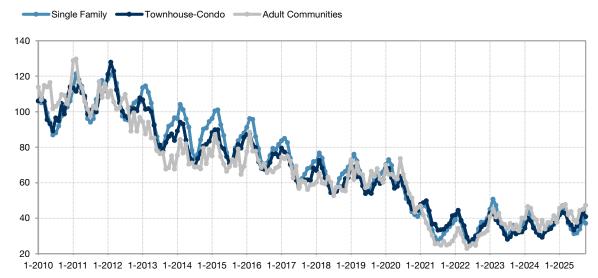
Days on Market Until Sale







Historical Days on Market Until Sale by Month



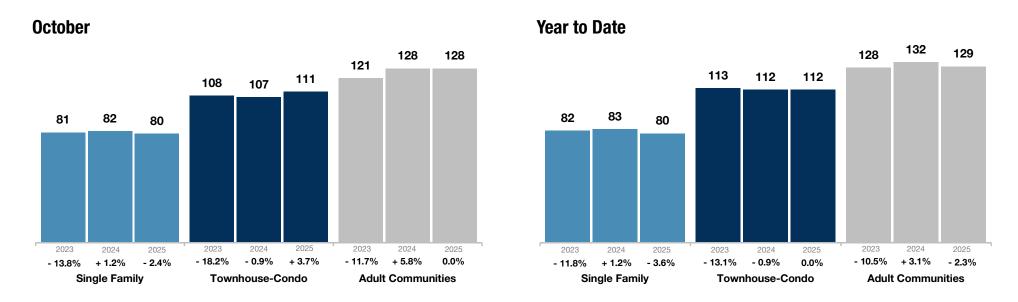
	Single Family	Townhouse-Condo	Adult Communities
November 2024	36	37	41
December 2024	39	38	38
January 2025	43	42	46
February 2025	47	43	47
March 2025	43	43	48
April 2025	37	38	42
May 2025	34	36	44
June 2025	31	33	39
July 2025	32	36	38
August 2025	34	38	44
September 2025	39	43	45
October 2025	37	41	47
12-Month Avg.*	37	39	43

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

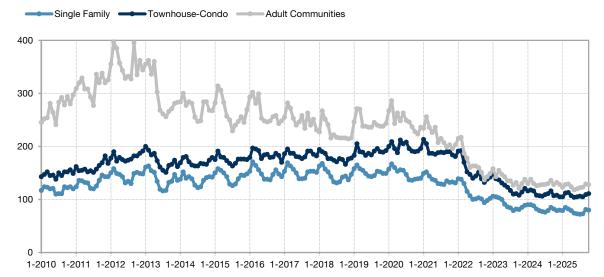
Housing Affordability Index



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.



Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
November 2024	79	108	132
December 2024	80	105	128
January 2025	79	105	123
February 2025	85	112	128
March 2025	82	113	129
April 2025	79	107	124
May 2025	74	104	118
June 2025	73	105	120
July 2025	72	106	122
August 2025	73	105	123
September 2025	81	109	129
October 2025	80	111	128
12-Month Avg.*	78	108	125

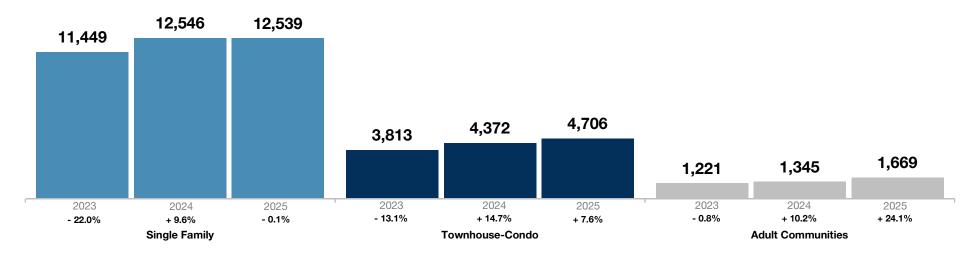
^{*} Affordability Index for all properties from November 2024 through October 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

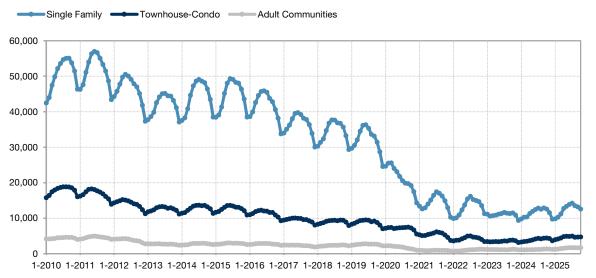




October



Historical Inventory of Homes for Sale by Month



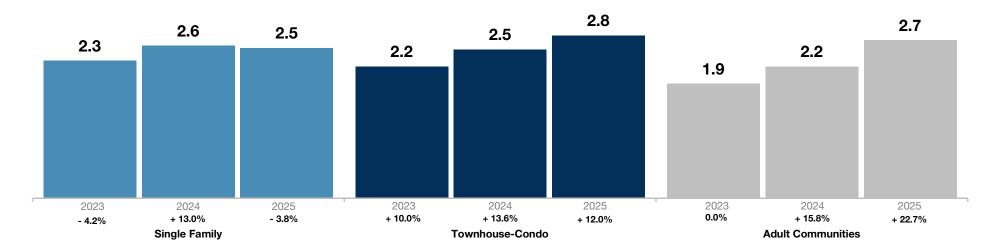
	Single Family	Townhouse-Condo	Adult Communities	
November 2024	11,551	4,269	1,294	
December 2024	9,695	3,638	1,173	
January 2025	9,811	3,946	1,256	
February 2025	10,251	4,118	1,298	
March 2025	11,158	4,391	1,428	
April 2025	12,752	4,779	1,500	
May 2025	13,327	4,882	1,590	
June 2025	13,862	4,857	1,704	
July 2025	14,228	4,947	1,667	
August 2025	13,483	4,616	1,625	
September 2025	13,191	4,679	1,648	
October 2025	12,539	4,706	1,669	
12-Month Avg.	12,154	4,486	1,488	

Months Supply of Inventory

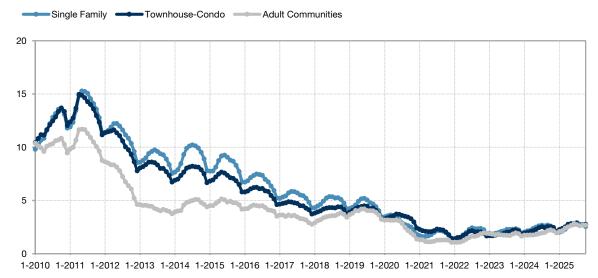


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities		
November 2024	2.4	2.5	2.1		
December 2024	2.0	2.1	1.9		
January 2025	2.0	2.3	2.1		
February 2025	2.1	2.4	2.2		
March 2025	2.3	2.5	2.4		
April 2025	2.6	2.8	2.5		
May 2025	2.7	2.8	2.6		
June 2025	2.9	2.8	2.8		
July 2025	2.9	2.8	2.7		
August 2025	2.8	2.7	2.6		
September 2025	2.7	2.7	2.7		
October 2025	2.5	2.8	2.7		
12-Month Avg.*	2.5	2.6	2.4		

^{*} Months Supply for all properties from November 2024 through October 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	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	10-2022 10-2023 10-2024 10-2025	10,160	10,015	- 1.4%	103,419	107,029	+ 3.5%
Pending Sales	10-2022 10-2023 10-2024 10-2025	7,691	7,560	- 1.7%	75,800	76,140	+ 0.4%
Closed Sales	10-2022 10-2023 10-2024 10-2025	7,674	7,598	- 1.0%	72,455	72,662	+ 0.3%
Median Sales Price	10-2022 10-2023 10-2024 10-2025	\$505,000	\$530,000	+ 5.0%	\$495,000	\$525,000	+ 6.1%
Avg. Sales Price	10-2022 10-2023 10-2024 10-2025	\$617,095	\$661,548	+ 7.2%	\$612,818	\$659,153	+ 7.6%
Pct. of List Price Received	10-2022 10-2023 10-2024 10-2025	101.6%	100.8%	- 0.8%	102.4%	101.7%	- 0.7%
Days on Market	10-2022 10-2023 10-2024 10-2025	36	39	+ 8.3%	35	38	+ 8.6%
Affordability Index	10-2022 10-2023 10-2024 10-2025	90	89	- 1.1%	92	90	- 2.2%
Homes for Sale	10-2022 10-2023 10-2024 10-2025	18,485	19,191	+ 3.8%			
Months Supply	10-2022 10-2023 10-2024 10-2025	2.6	2.6	0.0%			