

# Monthly Indicators

For residential real estate activity in the state of New Jersey



## August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

- Single Family Closed Sales were down 4.7 percent to 5,613.
- Townhouse-Condo Closed Sales were down 9.2 percent to 1,709.
- Adult Communities Closed Sales were down 1.3 percent to 659.
- Single Family Median Sales Price increased 5.9 percent to \$625,000.
- Townhouse-Condo Median Sales Price increased 2.7 percent to \$440,495.
- Adult Communities Median Sales Price increased 3.1 percent to \$380,000.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

## Monthly Snapshot

**- 5.4%**      **+ 11.4%**      **+ 6.6%**

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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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.

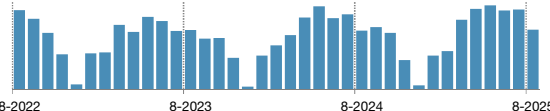


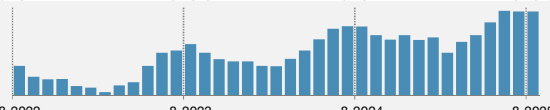

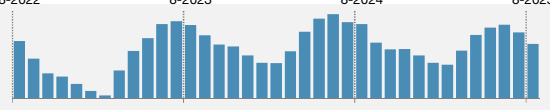

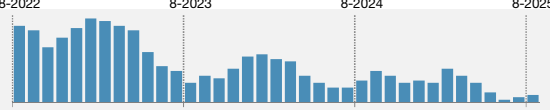

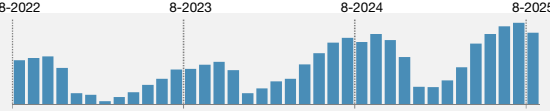
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# Single Family Market Overview



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	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		6,465	6,525	+ 0.9%	53,113	55,153	+ 3.8%
Pending Sales		5,113	5,204	+ 1.8%	39,235	39,339	+ 0.3%
Closed Sales		5,888	5,613	- 4.7%	36,722	36,384	- 0.9%
Median Sales Price		\$590,000	\$625,000	+ 5.9%	\$551,000	\$597,500	+ 8.4%
Avg. Sales Price		\$738,279	\$783,947	+ 6.2%	\$697,053	\$758,875	+ 8.9%
Pct. of List Price Received		103.7%	102.4%	- 1.3%	103.2%	102.7%	- 0.5%
Days on Market		30	32	+ 6.7%	34	36	+ 5.9%
Affordability Index		79	73	- 7.6%	84	76	- 9.5%
Homes for Sale		11,527	12,377	+ 7.4%	--	--	--
Months Supply		2.5	2.6	+ 4.0%	--	--	--

# Townhouse-Condo Market Overview






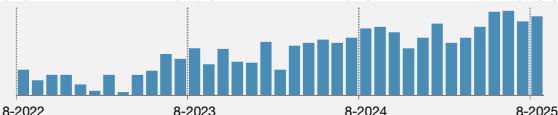


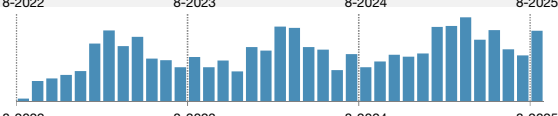
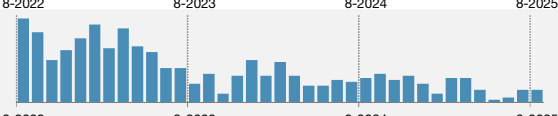
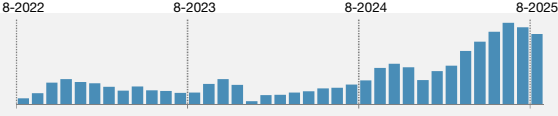
Key metrics for **Townhouses and Condominiums Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2,246	2,071	- 7.8%	18,736	19,760	+ 5.5%
Pending Sales		1,768	1,663	- 5.9%	13,606	13,459	- 1.1%
Closed Sales		1,883	1,709	- 9.2%	12,785	12,692	- 0.7%
Median Sales Price		\$429,000	\$440,495	+ 2.7%	\$410,000	\$428,250	+ 4.5%
Avg. Sales Price		\$524,305	\$549,598	+ 4.8%	\$511,537	\$532,664	+ 4.1%
Pct. of List Price Received		101.9%	100.4%	- 1.5%	102.0%	100.6%	- 1.4%
Days on Market		31	46	+ 48.4%	33	47	+ 42.4%
Affordability Index		108	103	- 4.6%	113	106	- 6.2%
Homes for Sale		3,823	4,335	+ 13.4%	--	--	--
Months Supply		2.4	2.7	+ 12.5%	--	--	--

# 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.

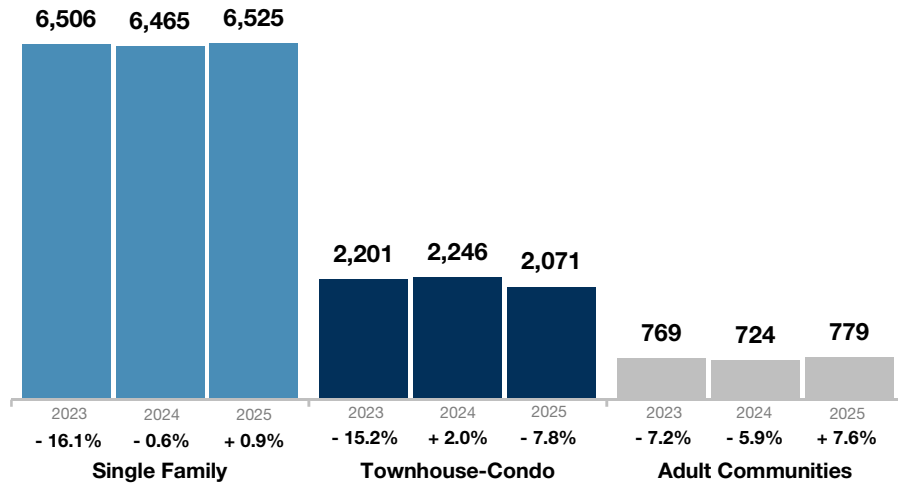
Key Metrics	Historical Sparklines	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		724	779	+ 7.6%	5,771	6,518	+ 12.9%
Pending Sales		579	674	+ 16.4%	4,766	4,946	+ 3.8%
Closed Sales		668	659	- 1.3%	4,624	4,568	- 1.2%
Median Sales Price		\$368,500	\$380,000	+ 3.1%	\$355,000	\$375,000	+ 5.6%
Avg. Sales Price		\$416,636	\$410,971	- 1.4%	\$389,144	\$404,182	+ 3.9%
Pct. of List Price Received		99.9%	99.3%	- 0.6%	99.6%	99.2%	- 0.4%
Days on Market		34	45	+ 32.4%	39	44	+ 12.8%
Affordability Index		128	122	- 4.7%	133	123	- 7.5%
Homes for Sale		1,106	1,576	+ 42.5%	--	--	--
Months Supply		1.9	2.7	+ 42.1%	--	--	--

# New Listings

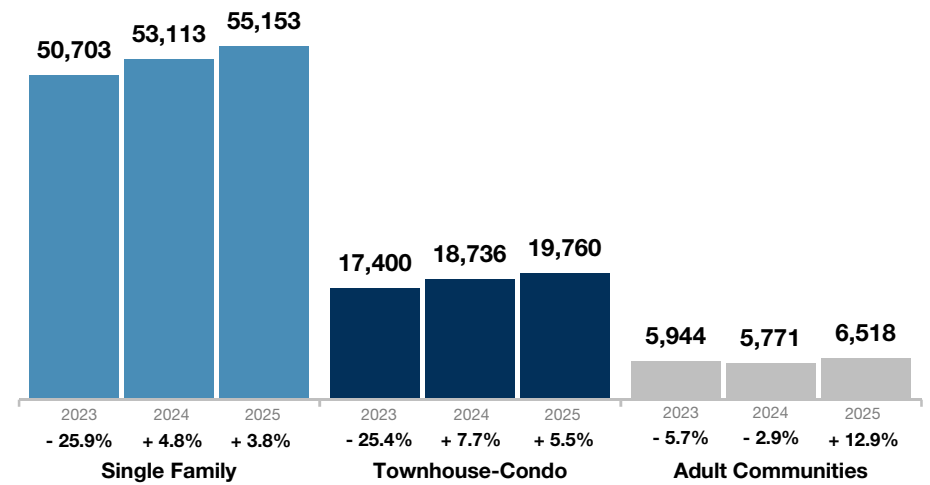
A count of the properties that have been newly listed on the market in a given month.



## August

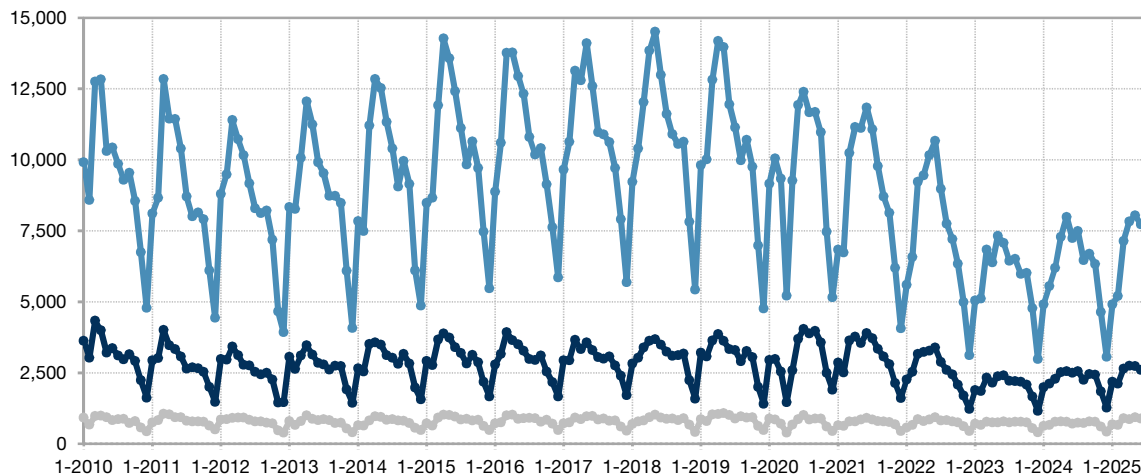


## Year to Date



## 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.

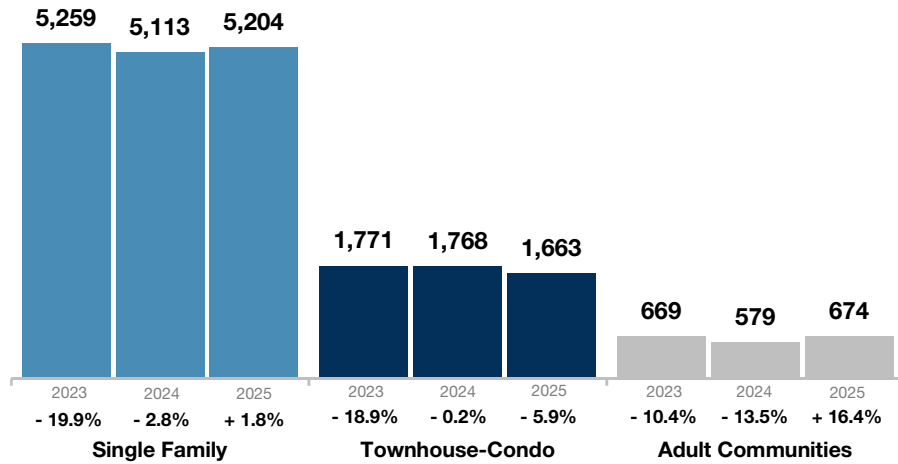
	Single Family	Townhouse-Condo	Adult Communities
September 2024	6,687	2,446	785
October 2024	6,330	2,433	774
November 2024	4,633	1,839	606
December 2024	3,054	1,272	424
January 2025	4,912	2,184	680
February 2025	5,196	2,110	663
March 2025	7,143	2,639	890
April 2025	7,830	2,747	864
May 2025	8,039	2,730	931
June 2025	7,721	2,599	880
July 2025	7,787	2,680	831
August 2025	6,525	2,071	779
12-Month Avg.	6,321	2,313	759

# Pending Sales

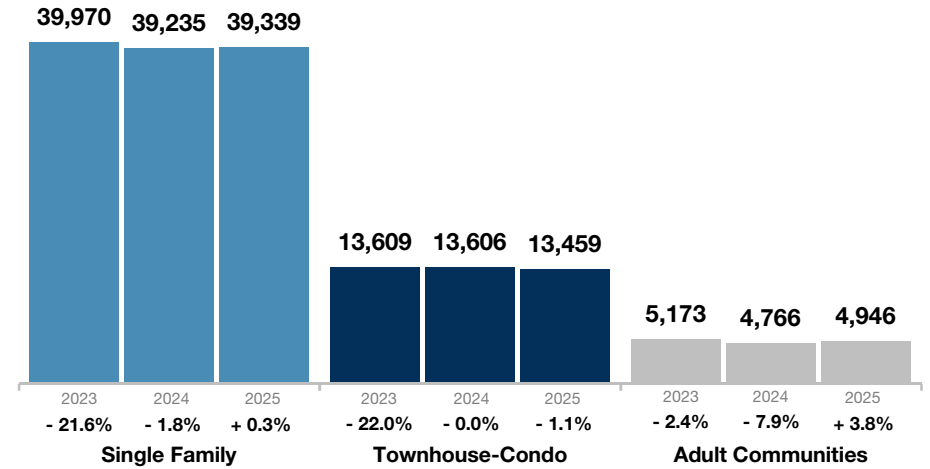
A count of the properties on which offers have been accepted in a given month.



## August

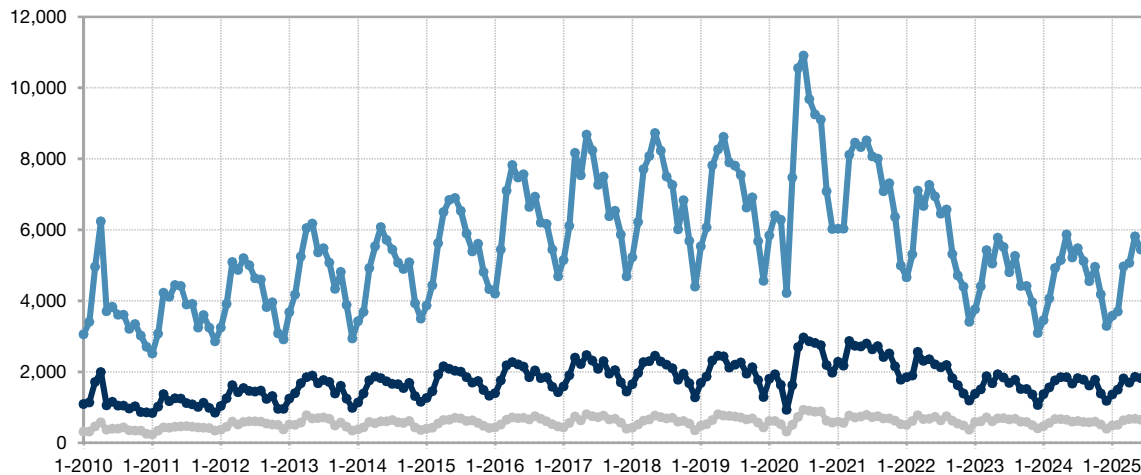


## Year to Date



## Historical Pending Sales by Month

Single Family Townhouse-Condo Adult Communities



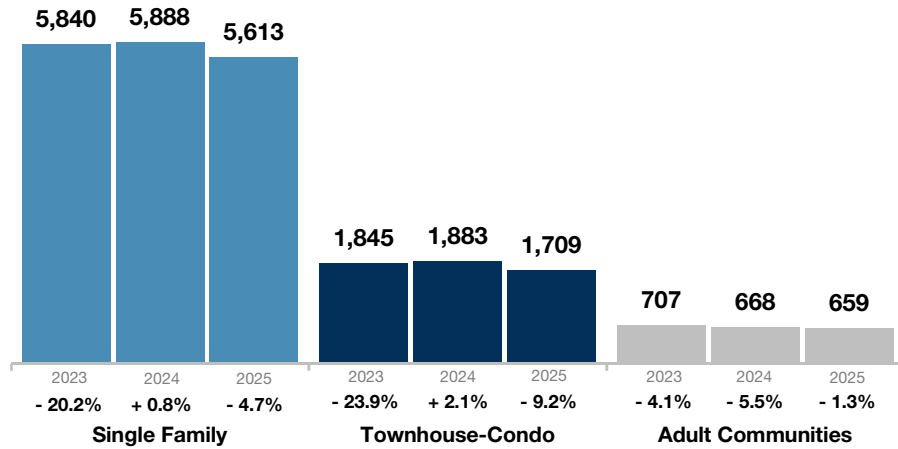
	Single Family	Townhouse-Condo	Adult Communities
September 2024	4,546	1,605	572
October 2024	4,952	1,768	591
November 2024	4,182	1,381	510
December 2024	3,286	1,174	394
January 2025	3,575	1,352	479
February 2025	3,688	1,492	500
March 2025	4,961	1,811	629
April 2025	5,064	1,693	659
May 2025	5,815	1,849	667
June 2025	5,445	1,814	641
July 2025	5,587	1,785	697
<b>August 2025</b>	<b>5,204</b>	<b>1,663</b>	<b>674</b>
12-Month Avg.	4,692	1,616	584

# Closed Sales

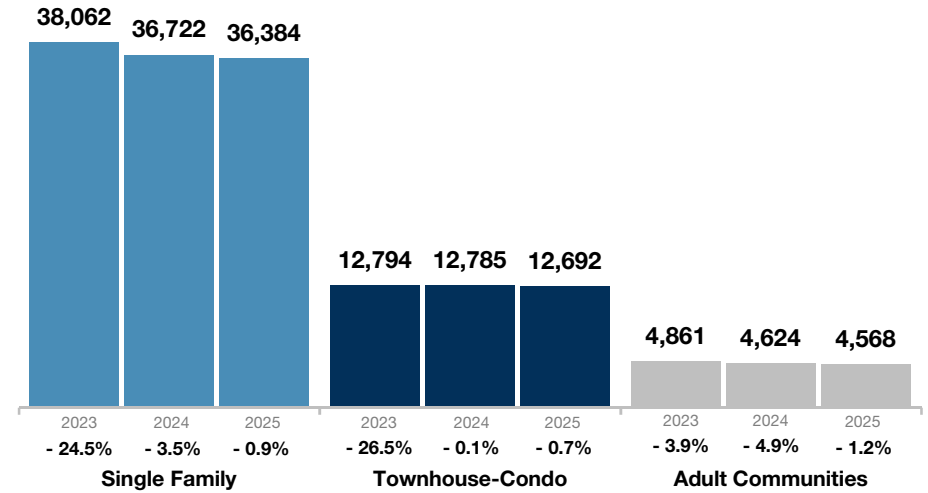
A count of the actual sales that closed in a given month.



## August

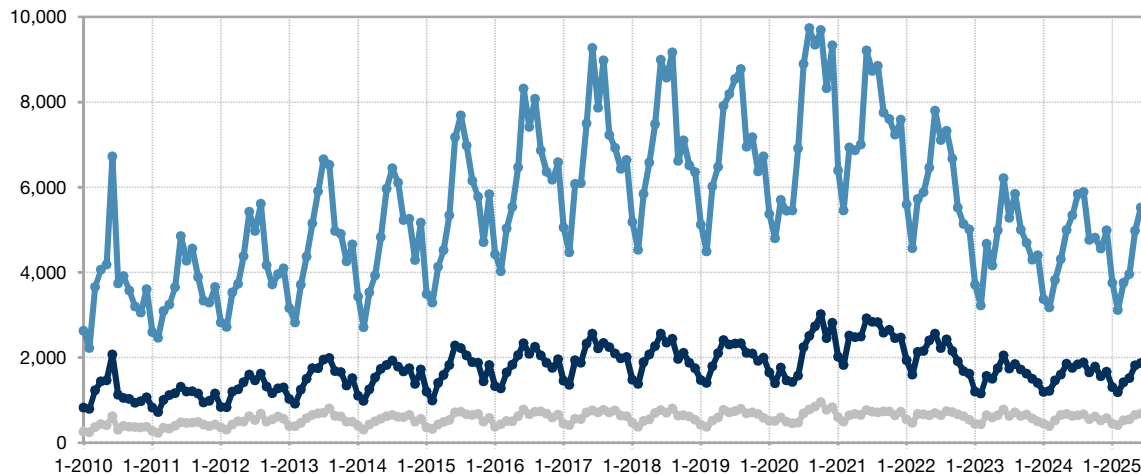


## Year to Date



## 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.

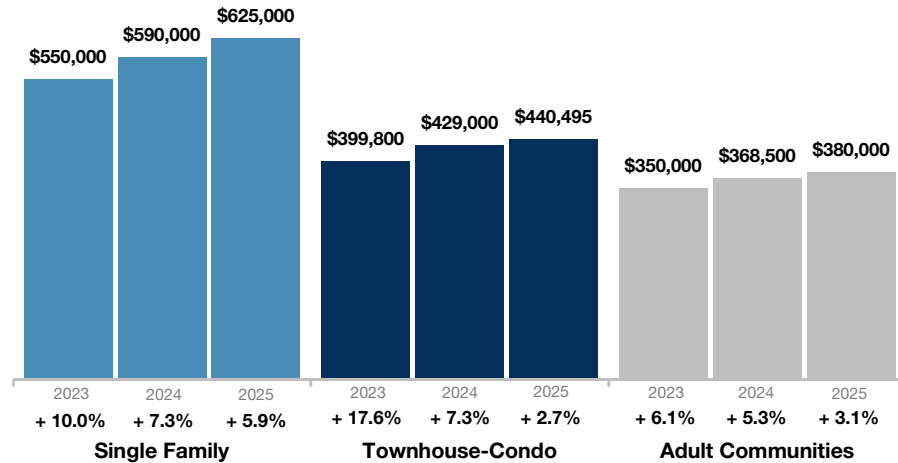
	Single Family	Townhouse-Condo	Adult Communities
September 2024	4,763	1,649	549
October 2024	4,816	1,784	613
November 2024	4,556	1,559	518
December 2024	4,987	1,666	573
January 2025	3,750	1,300	447
February 2025	3,117	1,180	410
March 2025	3,756	1,418	519
April 2025	3,953	1,512	543
May 2025	4,978	1,813	650
June 2025	5,520	1,863	683
July 2025	5,697	1,897	657
August 2025	5,613	1,709	659
12-Month Avg.	4,626	1,613	568

# Median Sales Price

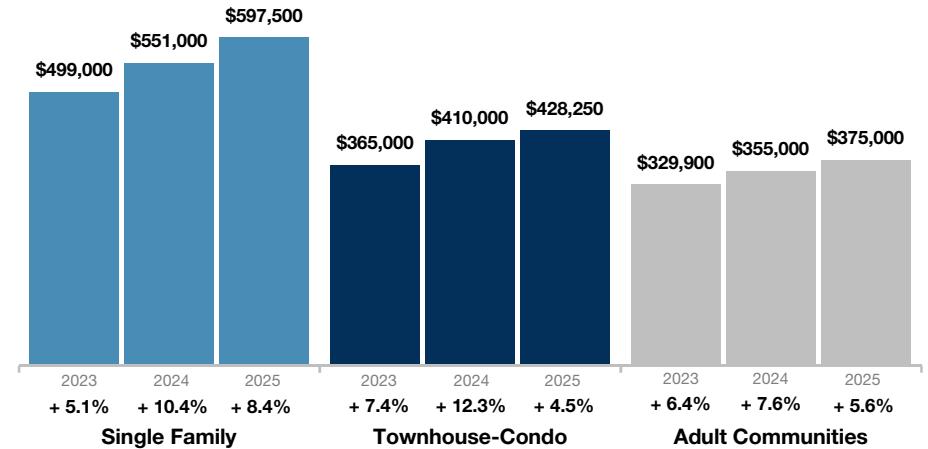


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

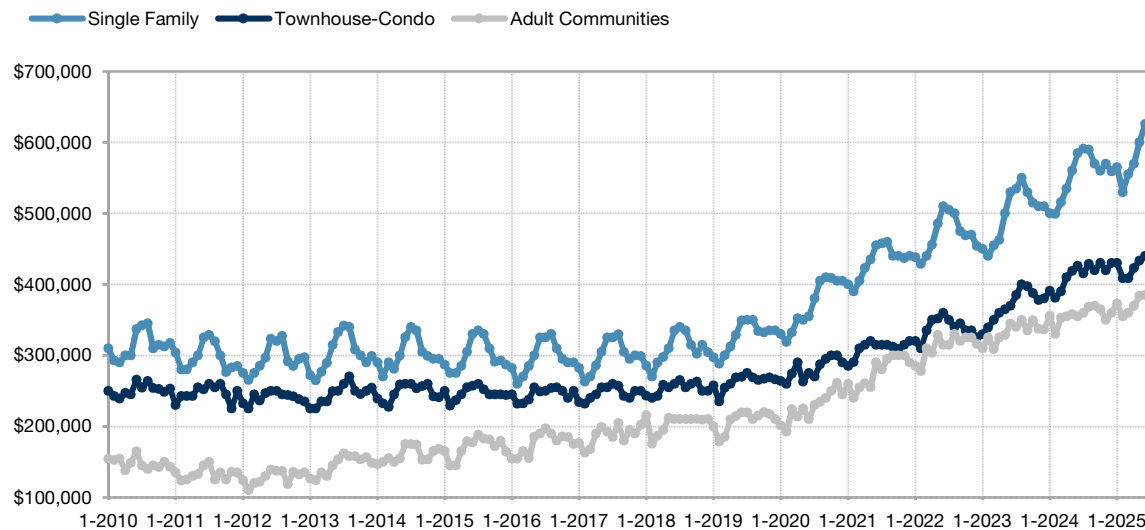
## August



## Year to Date



## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
September 2024	\$570,000	\$419,900	\$369,995
October 2024	\$560,000	\$429,995	\$365,000
November 2024	\$570,000	\$420,000	\$350,000
December 2024	\$559,000	\$430,000	\$360,000
January 2025	\$565,000	\$430,000	\$373,000
February 2025	\$530,000	\$408,667	\$355,000
March 2025	\$555,000	\$408,495	\$360,000
April 2025	\$570,000	\$423,000	\$370,000
May 2025	\$600,000	\$433,500	\$384,000
June 2025	\$626,000	\$440,000	\$385,000
July 2025	\$625,000	\$430,000	\$375,000
August 2025	\$625,000	\$440,495	\$380,000
12-Month Med.*	\$584,000	\$425,000	\$370,000

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

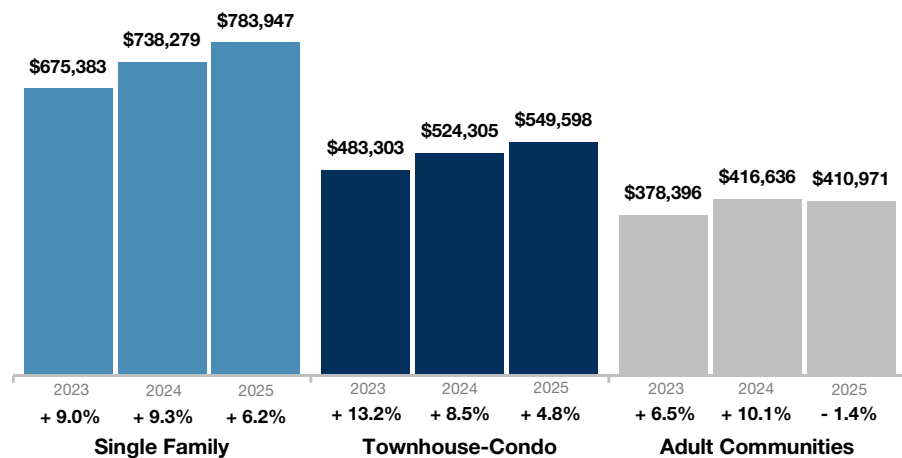


# Average Sales Price

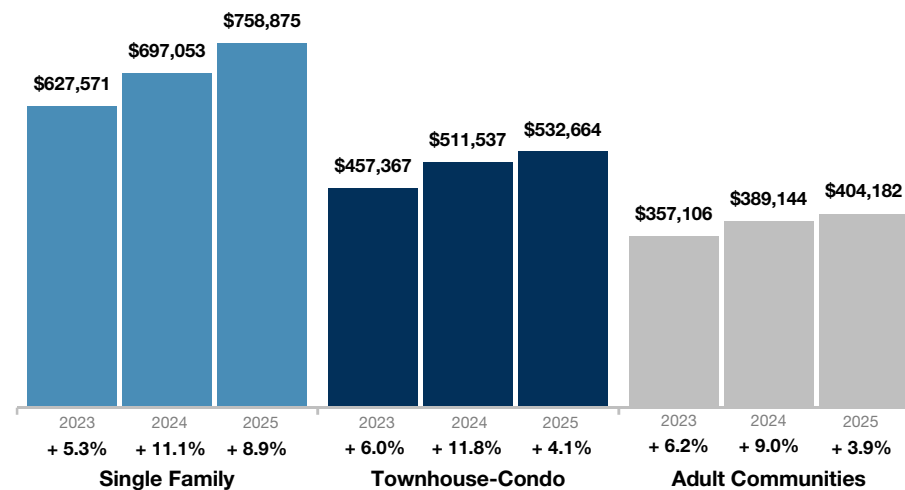
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



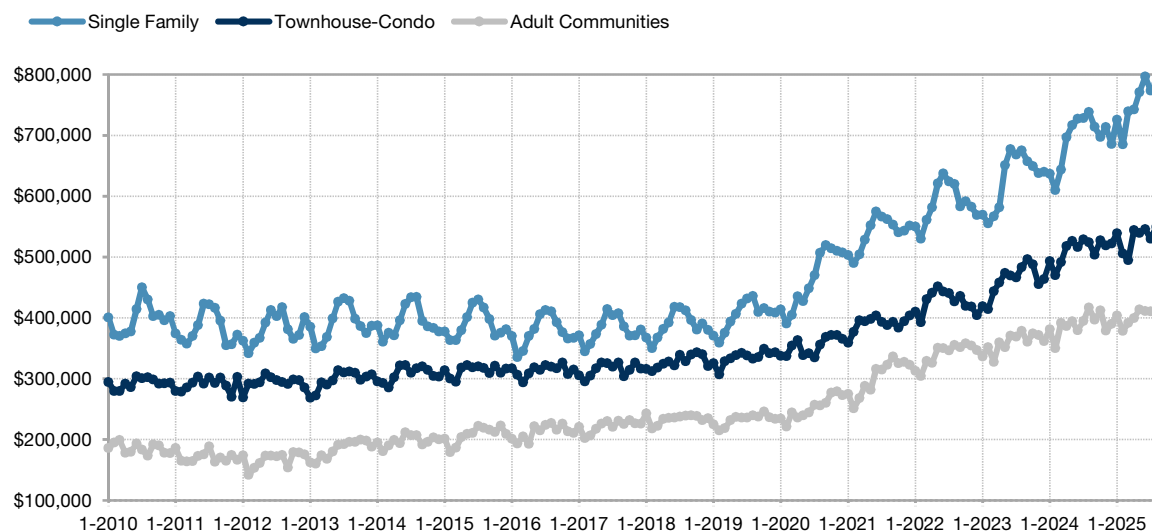
## August



## 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
September 2024	\$714,218	\$503,670	\$396,696
October 2024	\$697,255	\$527,138	\$411,908
November 2024	\$713,517	\$518,772	\$378,946
December 2024	\$685,834	\$522,135	\$389,972
January 2025	\$725,399	\$538,719	\$403,878
February 2025	\$685,181	\$505,940	\$378,238
March 2025	\$739,059	\$494,713	\$391,826
April 2025	\$742,738	\$544,204	\$399,678
May 2025	\$771,041	\$539,402	\$413,599
June 2025	\$796,746	\$545,827	\$410,998
July 2025	\$773,452	\$529,737	\$410,814
August 2025	\$783,947	\$549,598	\$410,971
12-Month Avg.*	\$739,407	\$527,658	\$401,162

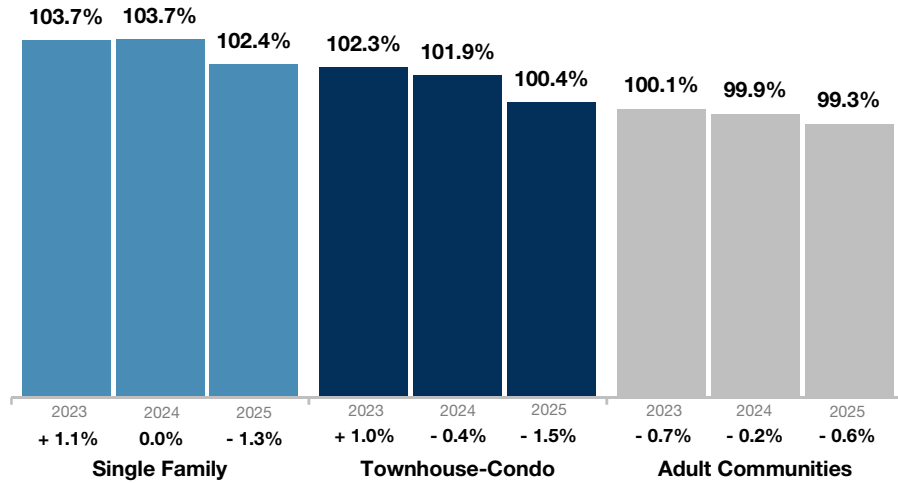
\* Avg. Sales Price for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

# Percent of List Price Received

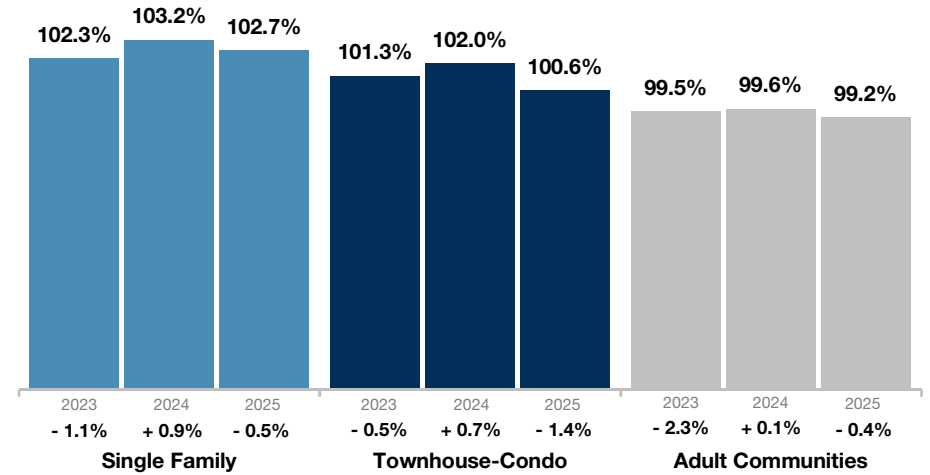


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

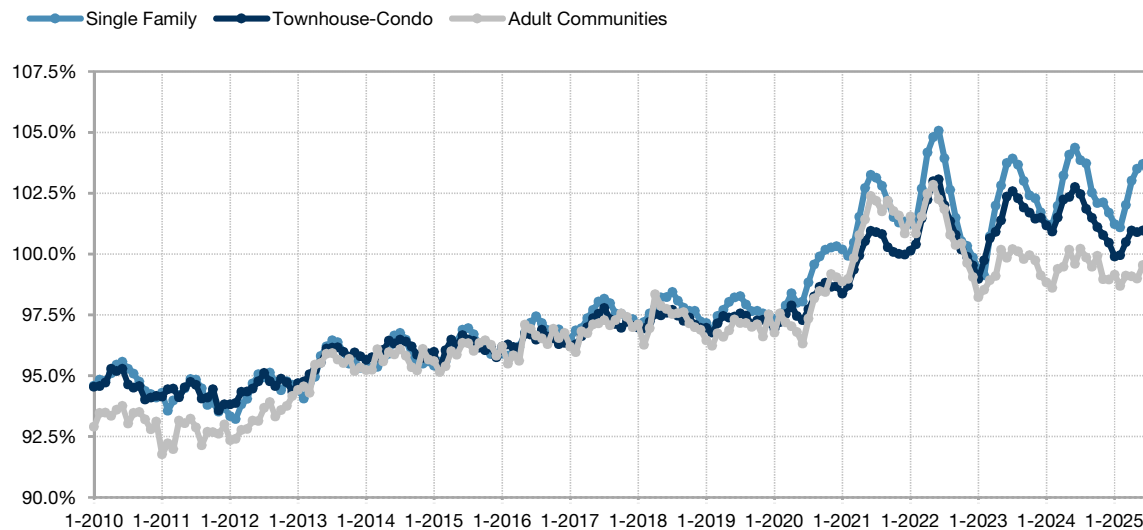
## August



## Year to Date



## Historical Percent of List Price Received 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
September 2024	102.5%	101.5%	99.5%
October 2024	102.1%	101.1%	99.9%
November 2024	102.1%	100.8%	99.0%
December 2024	101.7%	100.5%	98.9%
January 2025	101.2%	99.9%	99.1%
February 2025	101.1%	100.0%	98.7%
March 2025	102.0%	100.5%	99.1%
April 2025	103.0%	101.0%	99.1%
May 2025	103.5%	100.9%	99.0%
June 2025	103.7%	101.0%	99.5%
July 2025	103.2%	100.7%	99.2%
<b>August 2025</b>	<b>102.4%</b>	<b>100.4%</b>	<b>99.3%</b>
12-Month Avg.*	102.5%	100.7%	99.2%

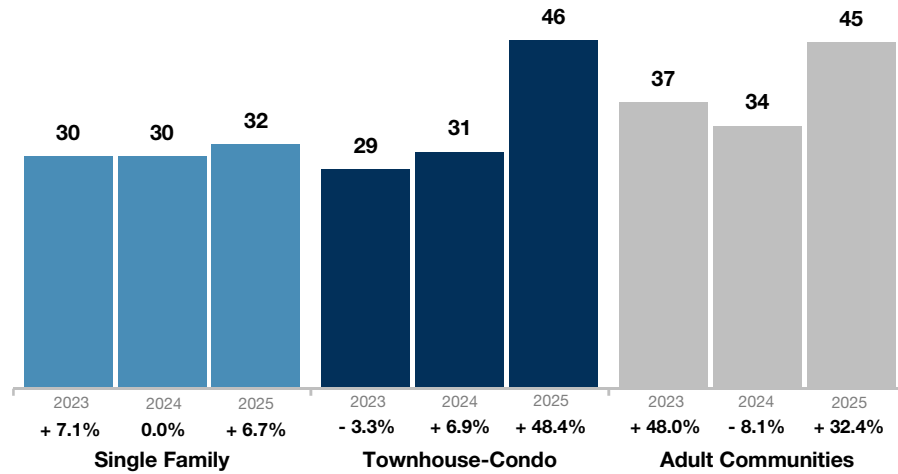
\* Pct. of List Price Received for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

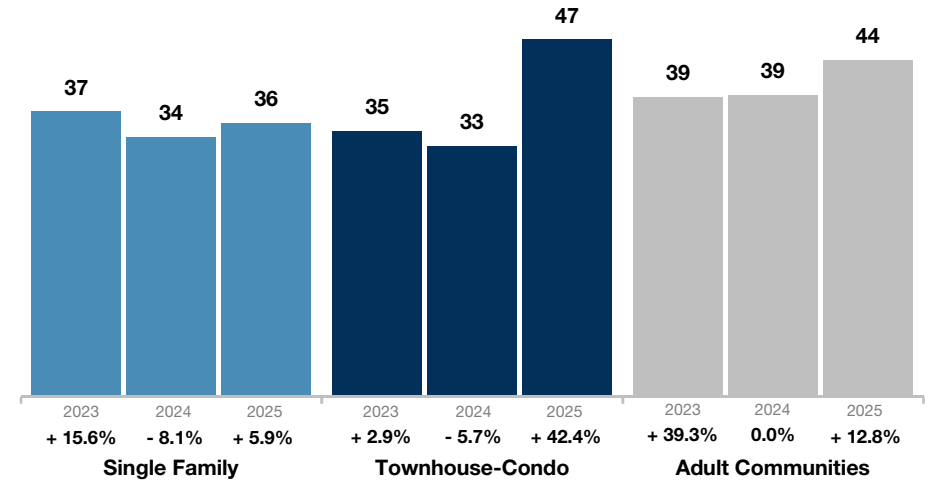
Average number of days between when a property is listed and when an offer is accepted in a given month.



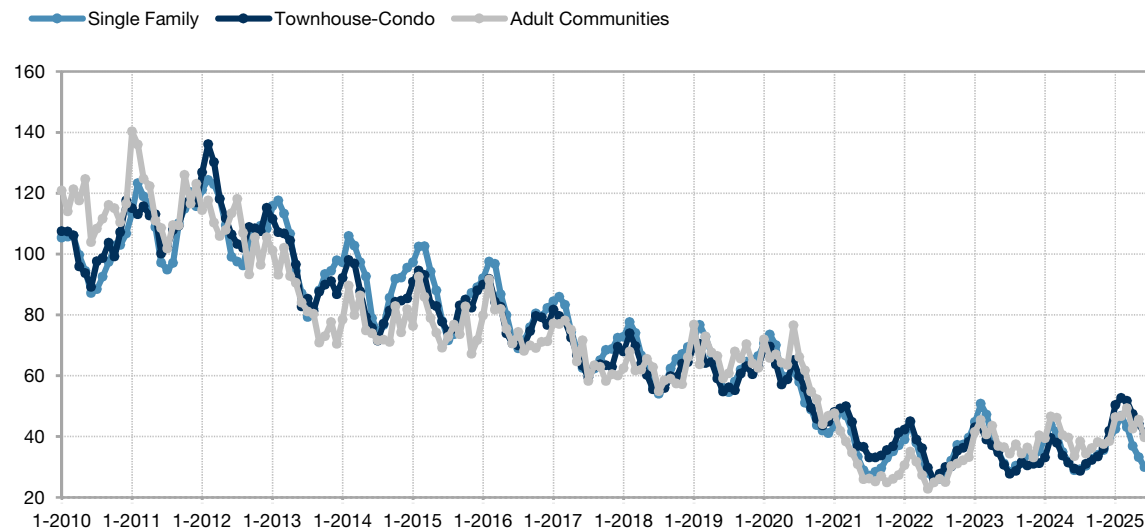
## August



## Year to Date



## Historical Days on Market Until Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
September 2024	33	32	36
October 2024	34	33	38
November 2024	36	36	38
December 2024	39	42	39
January 2025	42	50	46
February 2025	47	53	47
March 2025	43	52	49
April 2025	37	47	43
May 2025	33	44	45
June 2025	30	41	40
July 2025	30	44	38
August 2025	32	46	45
12-Month Avg.*	36	43	42

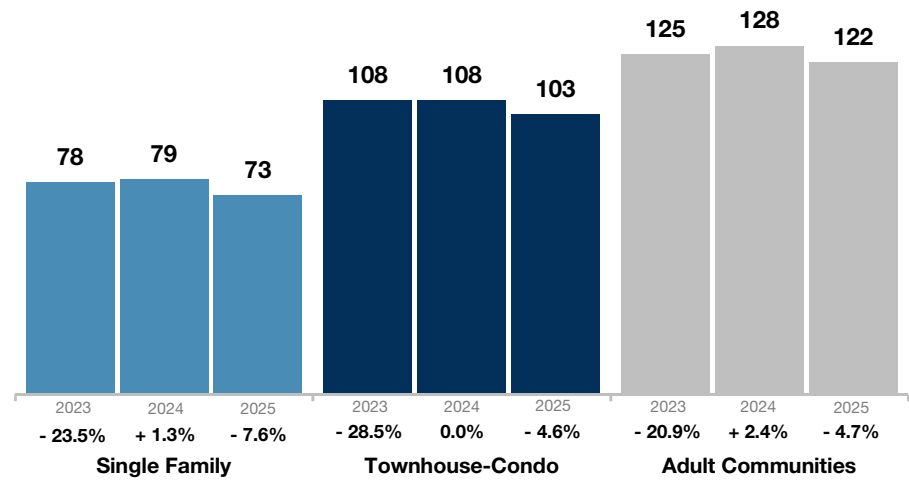
\* Days on Market for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

# Housing Affordability Index

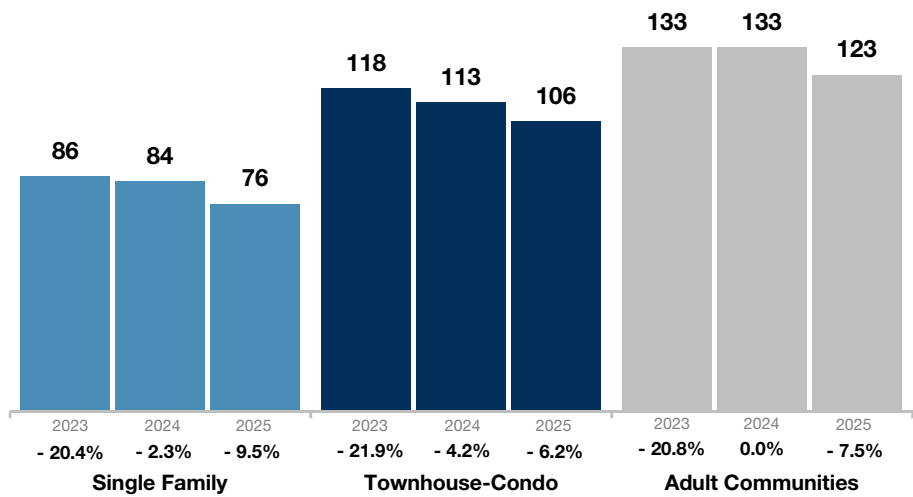


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

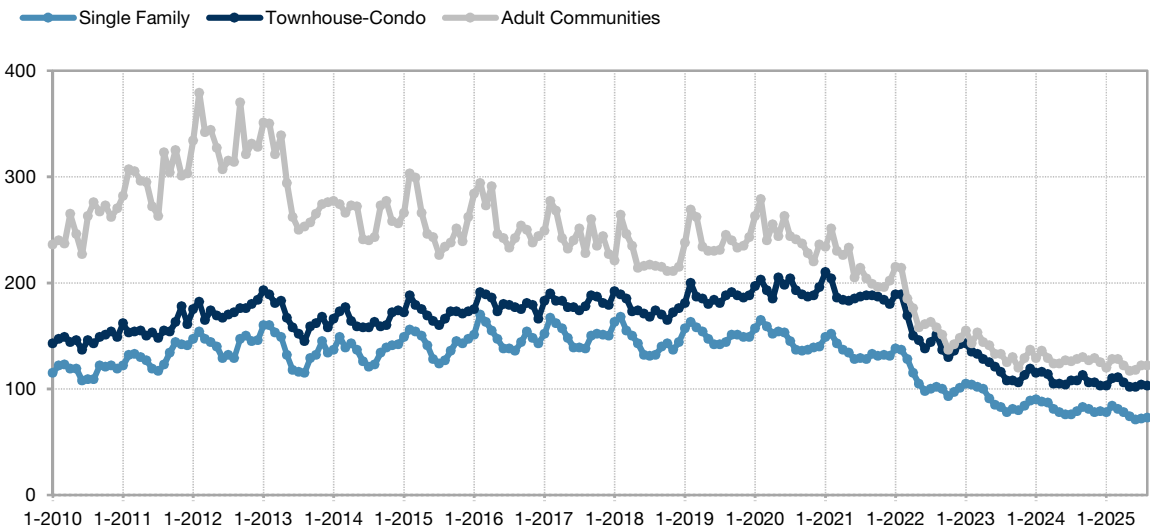
## August



## Year to Date



## Historical Housing Affordability Index 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
September 2024	83	113	130
October 2024	81	106	127
November 2024	78	106	129
December 2024	79	103	125
January 2025	78	103	120
February 2025	84	110	128
March 2025	81	111	128
April 2025	78	106	122
May 2025	74	102	117
June 2025	71	102	118
July 2025	72	104	122
August 2025	73	103	122
12-Month Avg.*	78	106	124

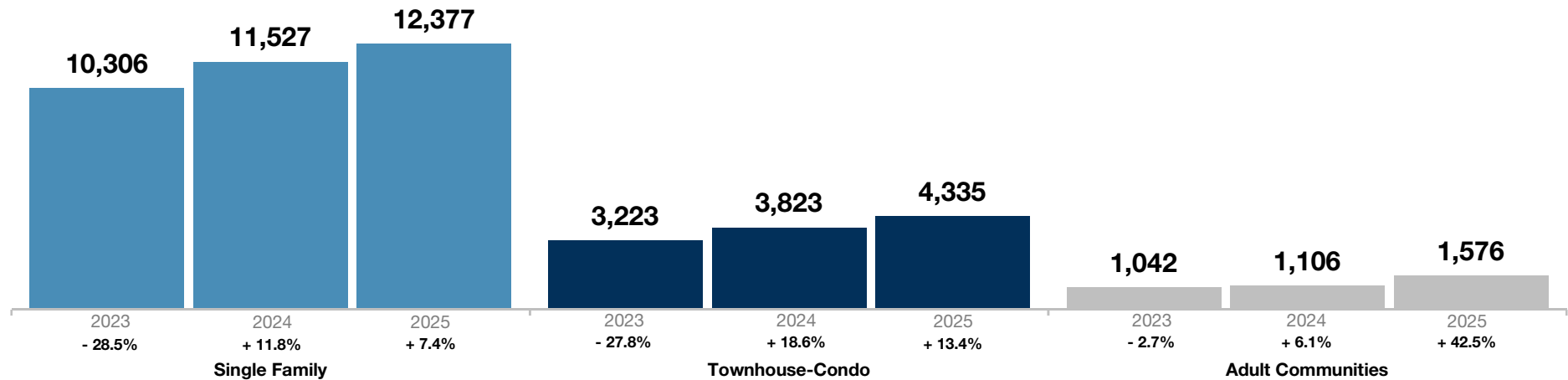
\* Affordability Index for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

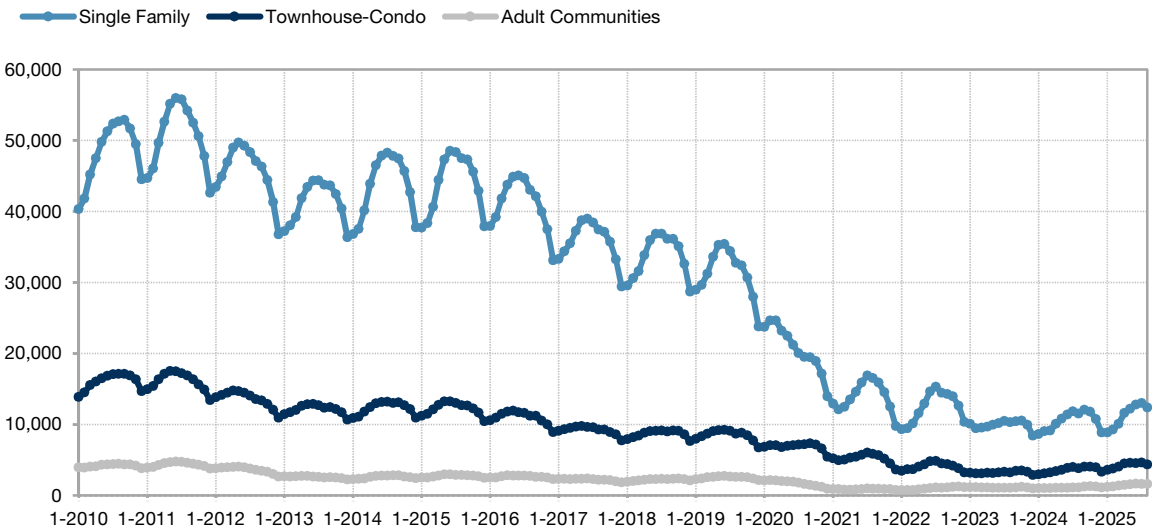
The number of properties available for sale in active status at the end of a given month.



## August



## Historical Inventory of Homes for Sale by Month



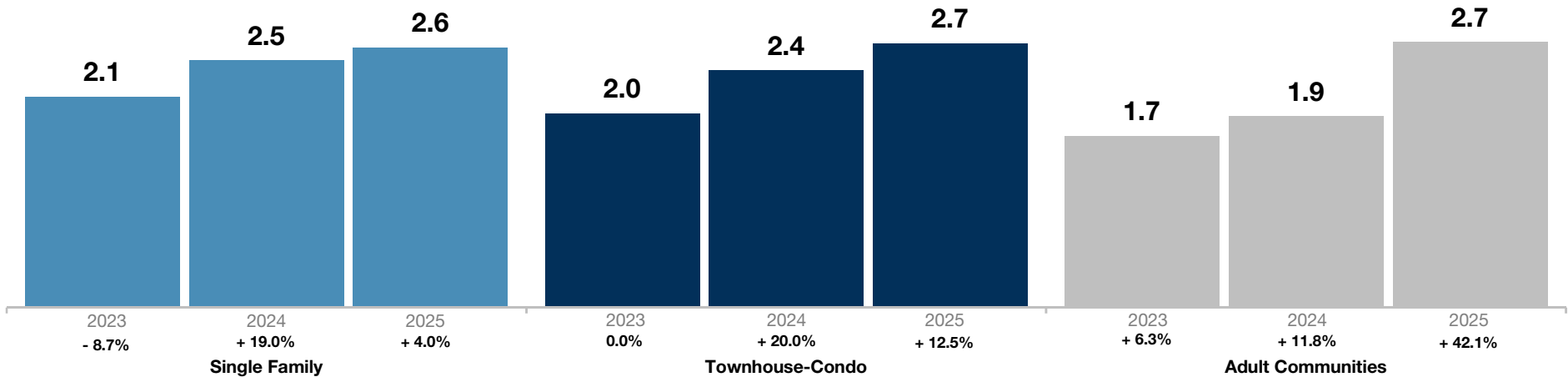
	Single Family	Townhouse-Condo	Adult Communities
September 2024	12,073	4,030	1,219
October 2024	11,782	4,031	1,259
November 2024	10,748	3,926	1,230
December 2024	8,852	3,330	1,109
January 2025	8,864	3,590	1,193
February 2025	9,239	3,758	1,234
March 2025	10,089	4,052	1,365
April 2025	11,584	4,485	1,448
May 2025	12,210	4,576	1,542
June 2025	12,757	4,542	1,639
July 2025	13,005	4,631	1,617
August 2025	12,377	4,335	1,576
12-Month Avg.	11,132	4,107	1,369

# Months Supply of Inventory

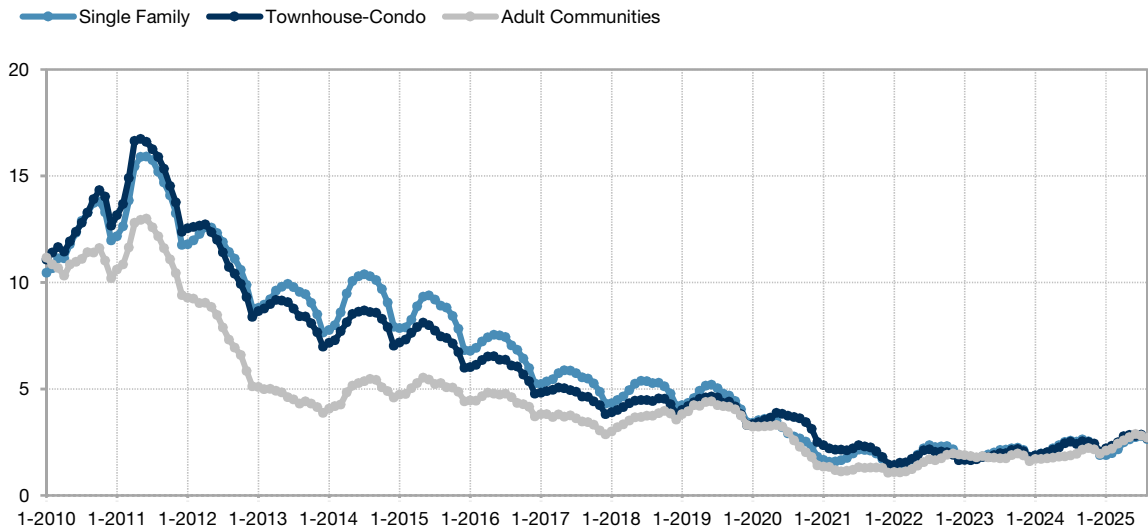


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## August



## Historical Months Supply of Inventory by Month



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

\* Months Supply for all properties from September 2024 through August 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	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		9,522	9,483	- 0.4%	78,313	82,163	+ 4.9%
Pending Sales		7,529	7,595	+ 0.9%	58,051	58,200	+ 0.3%
Closed Sales		8,503	8,042	- 5.4%	54,543	54,079	- 0.9%
Median Sales Price		\$530,000	\$565,000	+ 6.6%	\$500,000	\$530,000	+ 6.0%
Avg. Sales Price		\$661,853	\$700,192	+ 5.8%	\$623,954	\$671,898	+ 7.7%
Pct. of List Price Received		102.9%	101.7%	- 1.2%	102.6%	101.8%	- 0.8%
Days on Market		31	36	+ 16.1%	34	39	+ 14.7%
Affordability Index		87	81	- 6.9%	93	86	- 7.5%
Homes for Sale		16,696	18,607	+ 11.4%	--	--	--
Months Supply		2.5	2.7	+ 8.0%	--	--	--