Monthly Indicators

For residential real estate activity in the state of New Jersey

NEW JERSEY REALTORS®

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 were up 3.3 percent to 5,146.
- Townhouse-Condo Closed Sales were down 7.9 percent to 1,531.
- Adult Communities Closed Sales were up 6.3 percent to 610.

- Single Family Median Sales Price increased 3.2 percent to $575,000.
- Townhouse-Condo Median Sales Price decreased 3.1 percent to $416,490.
- Adult Communities Median Sales Price increased 8.3 percent to $389,950.

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

+ 1.0%	+ 6.9%	+ 2.9%
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

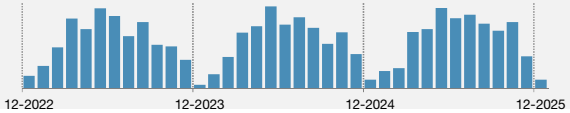
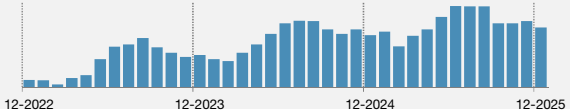
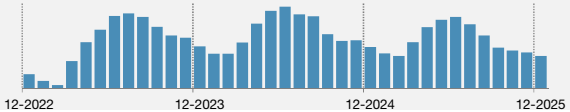
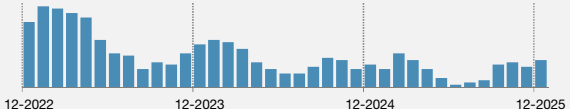
Residential real estate activity comprised of single family properties, townhouses and condominiums combined, and properties in adult communities. Percent changes are calculated using rounded figures.

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Data as of February 26, 2026. All data from the multiple listing services in the state of New Jersey. Margin of error for reported statewide numbers is +/- 4% at a 95% confidence level. Provided by New Jersey REALTORS®. Report © 2026 ShowingTime Plus, LLC.

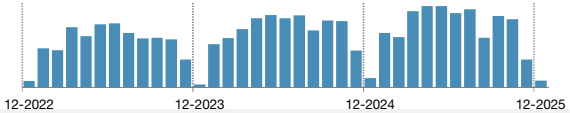
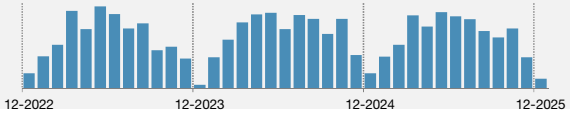
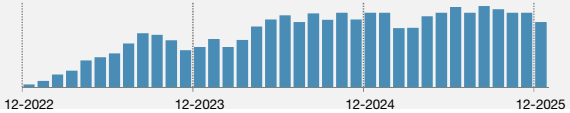
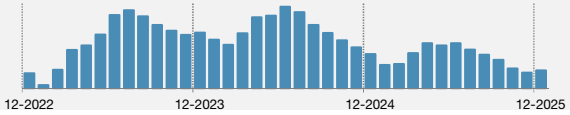
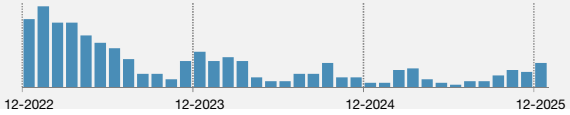
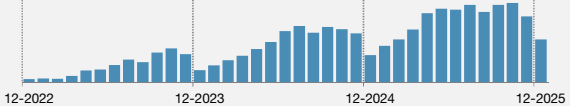
Single Family Market Overview

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
New Listings		3,059	**3,197**	+ 4.5%	73,936	**76,907**	+ 4.0%
Pending Sales		3,282	**3,282**	0.0%	56,282	**57,058**	+ 1.4%
Closed Sales		4,984	**5,146**	+ 3.3%	55,971	**56,653**	+ 1.2%
Median Sales Price		$557,000	**$575,000**	+ 3.2%	$555,000	**$590,000**	+ 6.3%
Avg. Sales Price		$685,811	**$706,727**	+ 3.0%	$698,168	**$750,767**	+ 7.5%
Pct. of List Price Received		101.7%	**101.1%**	- 0.6%	102.8%	**102.2%**	- 0.6%
Days on Market		39	**40**	+ 2.6%	34	**37**	+ 8.8%
Affordability Index		83	**85**	+ 2.4%	83	**83**	0.0%
Homes for Sale		8,941	**9,220**	+ 3.1%	--	**--**	--
Months Supply		1.9	**1.9**	0.0%	--	**--**	--

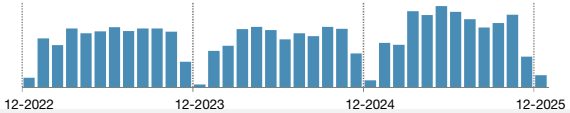
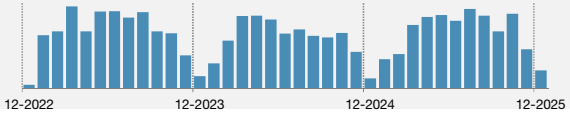
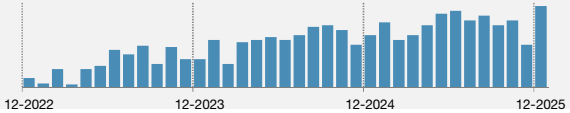
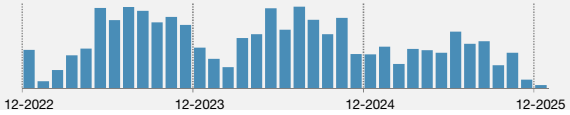
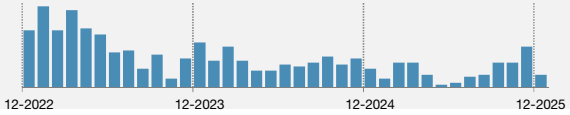
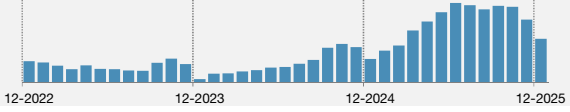
Townhouse-Condo Market Overview

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	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,271	**1,219**	- 4.1%	26,616	**27,640**	+ 3.8%
Pending Sales		1,173	**1,116**	- 4.9%	19,425	**19,058**	- 1.9%
Closed Sales		1,663	**1,531**	- 7.9%	19,318	**18,980**	- 1.7%
Median Sales Price		$430,000	**$416,490**	- 3.1%	$415,000	**$427,495**	+ 3.0%
Avg. Sales Price		$522,134	**$522,007**	- 0.0%	$514,472	**$535,708**	+ 4.1%
Pct. of List Price Received		100.4%	**99.7%**	- 0.7%	101.6%	**100.3%**	- 1.3%
Days on Market		37	**44**	+ 18.9%	34	**39**	+ 14.7%
Affordability Index		107	**118**	+ 10.3%	111	**114**	+ 2.7%
Homes for Sale		3,337	**3,705**	+ 11.0%	--	**--**	--
Months Supply		2.1	**2.3**	+ 9.5%	--	**--**	--

Adult Community Market Overview

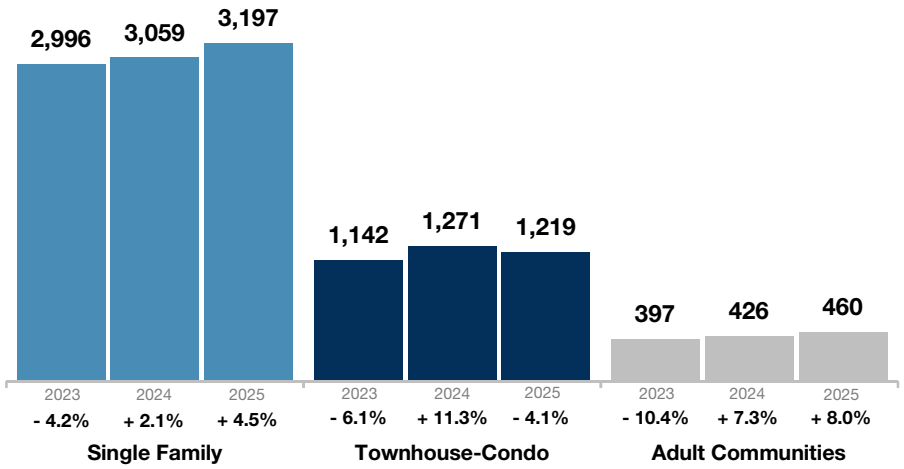
Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		426	**460**	+ 8.0%	8,366	**9,268**	+ 10.8%
Pending Sales		394	**429**	+ 8.9%	6,836	**7,158**	+ 4.7%
Closed Sales		574	**610**	+ 6.3%	6,886	**7,082**	+ 2.8%
Median Sales Price		$359,950	**$389,950**	+ 8.3%	$356,185	**$375,000**	+ 5.3%
Avg. Sales Price		$389,296	**$410,286**	+ 5.4%	$390,690	**$402,627**	+ 3.1%
Pct. of List Price Received		98.9%	**98.1%**	- 0.8%	99.5%	**98.9%**	- 0.6%
Days on Market		38	**49**	+ 28.9%	39	**44**	+ 12.8%
Affordability Index		130	**127**	- 2.3%	132	**133**	+ 0.8%
Homes for Sale		1,112	**1,374**	+ 23.6%	--	**--**	--
Months Supply		2.0	**2.3**	+ 15.0%	--	**--**	--

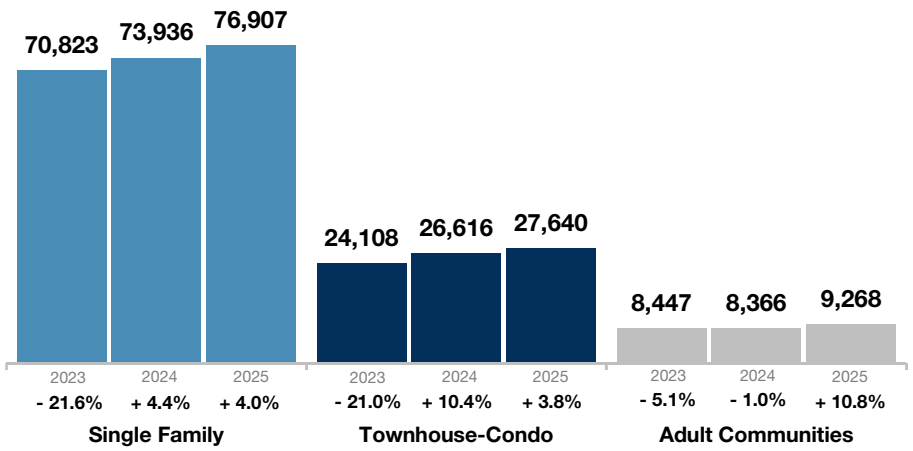
New Listings

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

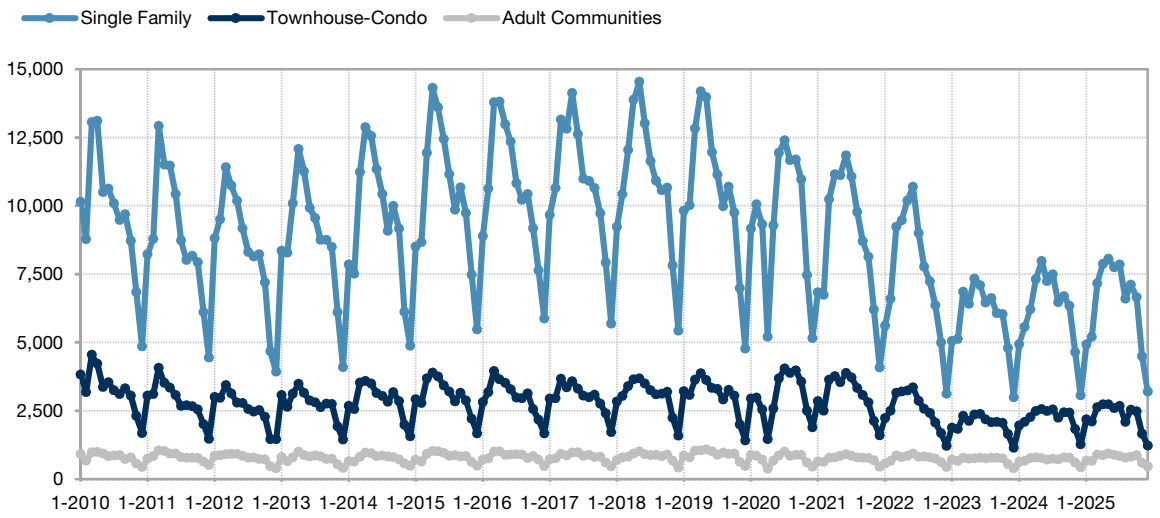
December



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Historical New Listings by Month



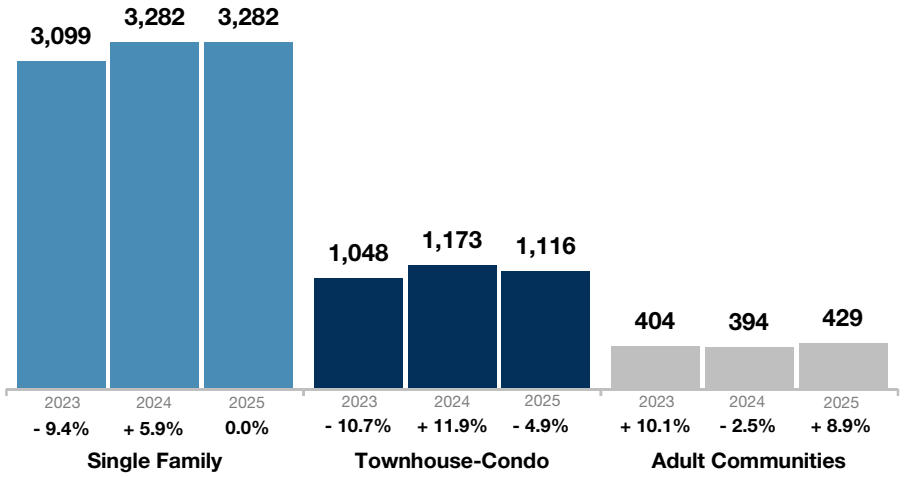
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	4,929	2,189	678
February 2025	5,206	2,105	665
March 2025	7,161	2,631	893
April 2025	7,877	2,735	867
May 2025	8,067	2,739	928
June 2025	7,750	2,597	888
July 2025	7,855	2,672	839
August 2025	6,602	2,090	782
September 2025	7,110	2,539	813
October 2025	6,660	2,473	869
November 2025	4,493	1,651	586
December 2025	**3,197**	**1,219**	**460**
12-Month Avg.	6,409	2,303	772

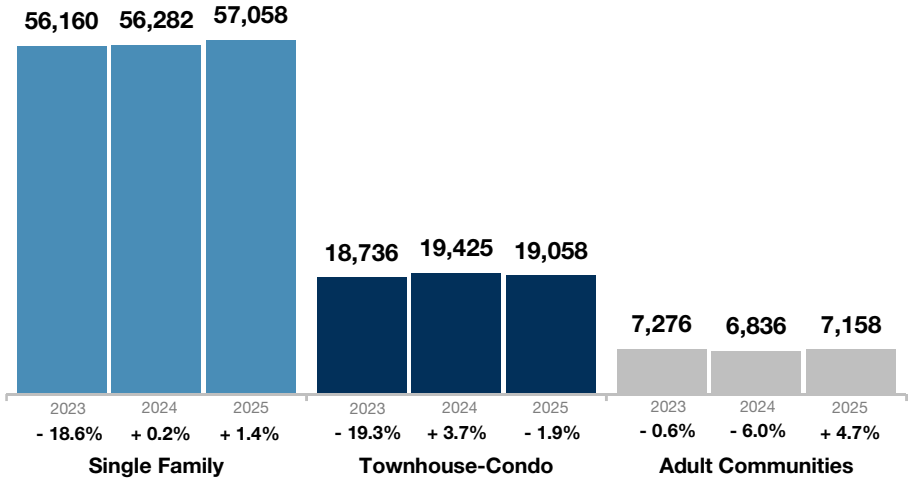
Pending Sales

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

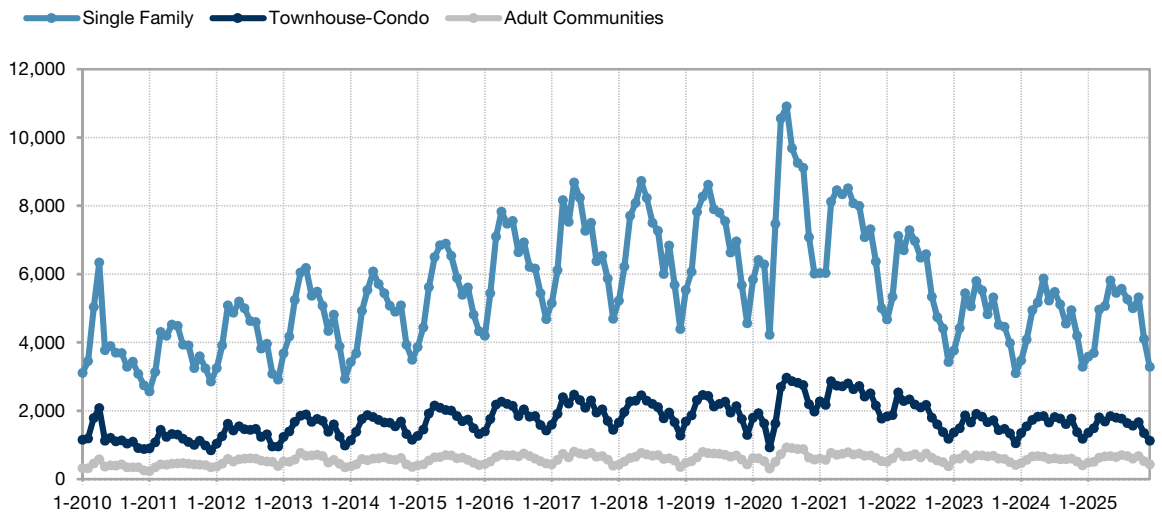
December



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Historical Pending Sales by Month



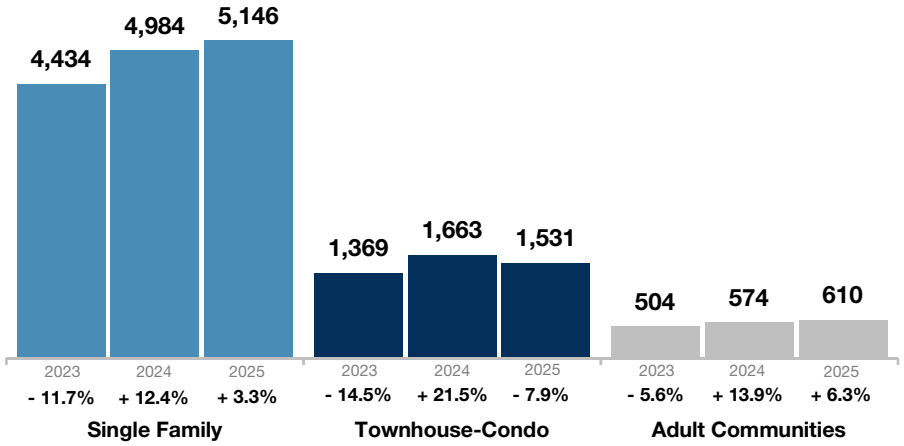
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	3,579	1,354	478
February 2025	3,684	1,486	500
March 2025	4,957	1,805	626
April 2025	5,064	1,685	660
May 2025	5,809	1,843	669
June 2025	5,443	1,797	644
July 2025	5,573	1,763	694
August 2025	5,256	1,634	666
September 2025	5,001	1,564	598
October 2025	5,311	1,663	674
November 2025	4,099	1,348	520
December 2025	**3,282**	**1,116**	**429**
12-Month Avg.	4,755	1,588	597

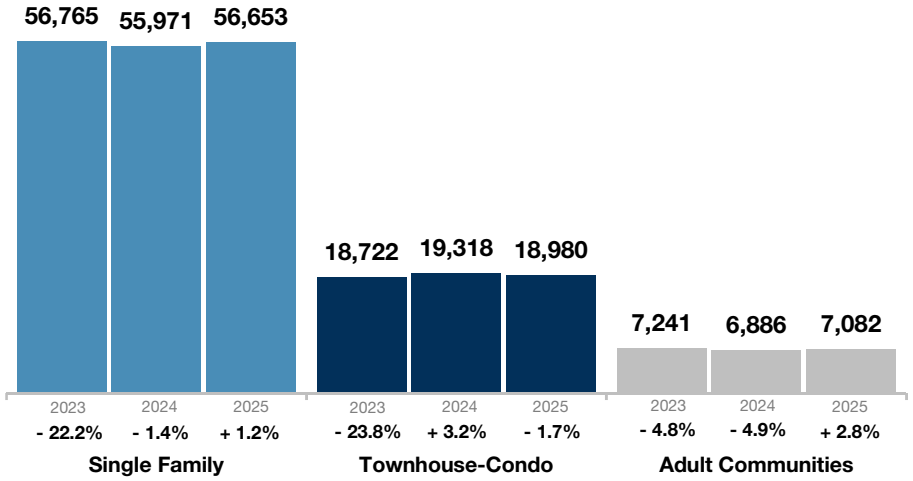
Closed Sales

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

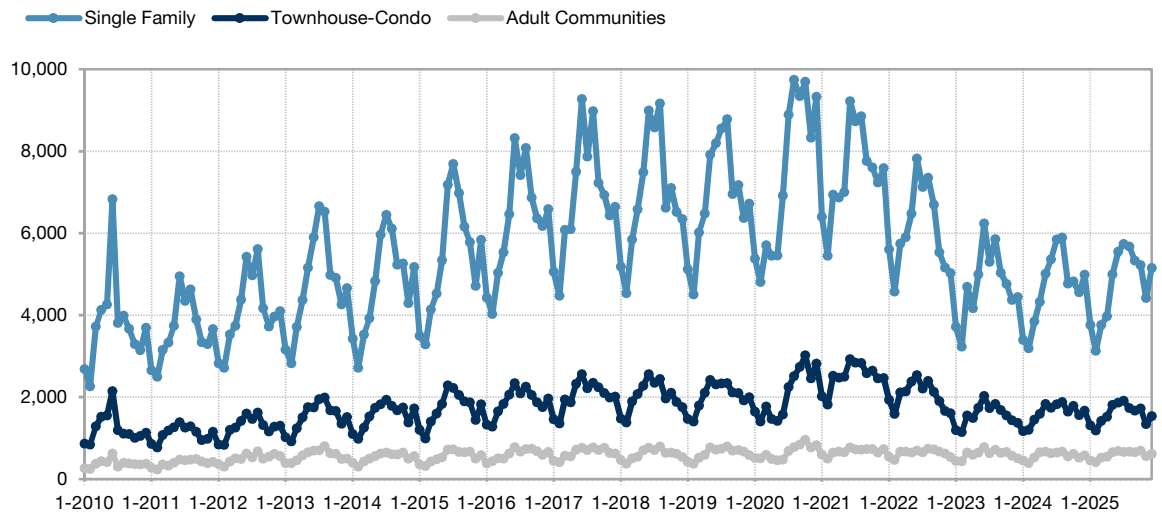
December



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Historical Closed Sales by Month



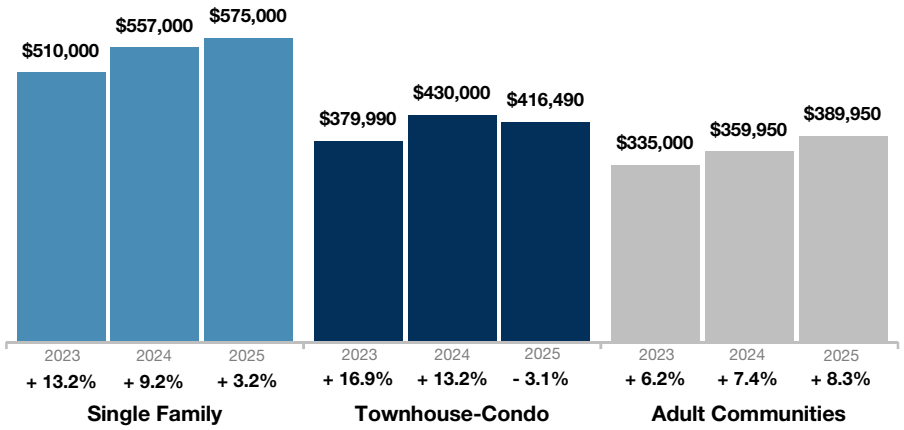
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	3,761	1,307	447
February 2025	3,125	1,181	410
March 2025	3,762	1,417	517
April 2025	3,971	1,517	543
May 2025	4,995	1,808	651
June 2025	5,543	1,863	683
July 2025	5,730	1,907	659
August 2025	5,667	1,727	670
September 2025	5,326	1,663	650
October 2025	5,215	1,718	687
November 2025	4,412	1,341	555
December 2025	**5,146**	**1,531**	**610**
12-Month Avg.	4,721	1,582	590

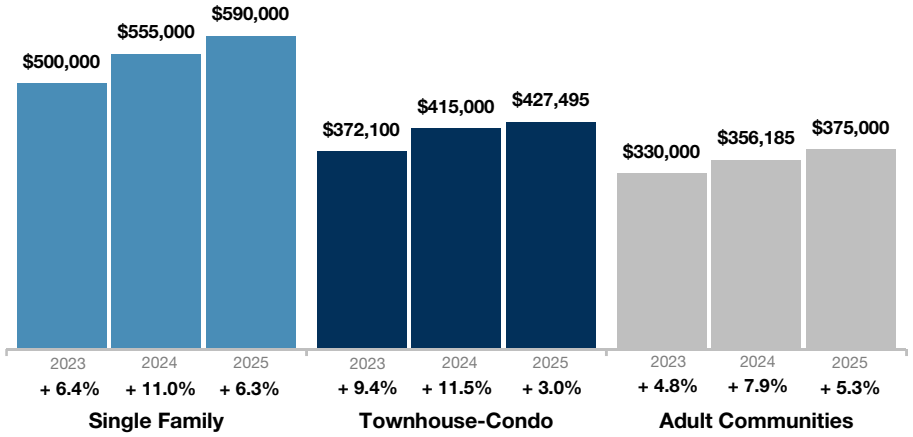
Median Sales Price

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

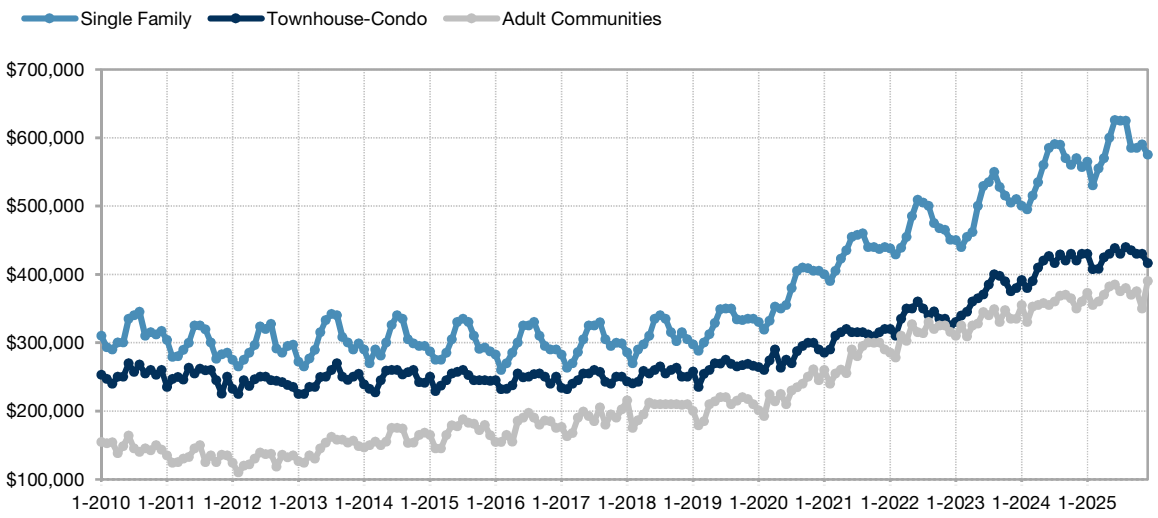
December



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Historical Median Sales Price by Month



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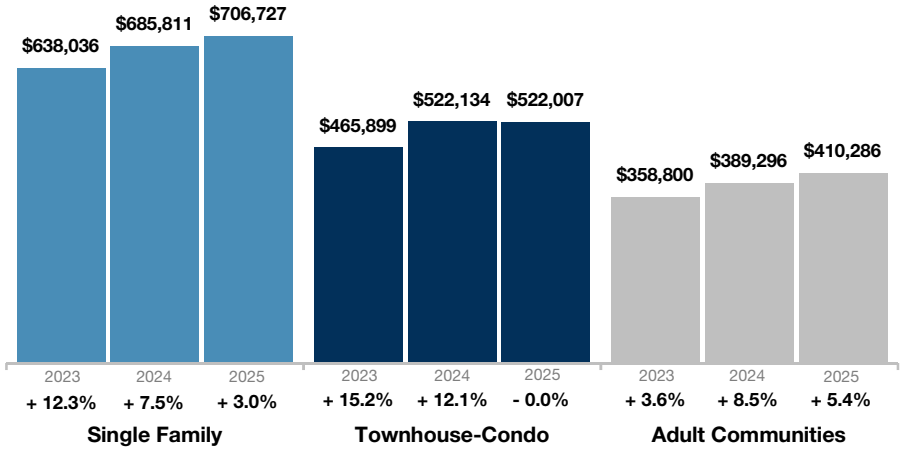
	Single Family	Townhouse-Condo	Adult Communities
January 2025	$565,000	$430,000	$373,000
February 2025	$530,000	$407,333	$355,000
March 2025	$555,000	$407,990	$359,950
April 2025	$570,000	$425,000	$370,000
May 2025	$600,000	$430,000	$382,000
June 2025	$625,750	$438,575	$385,000
July 2025	$625,000	$430,000	$375,000
August 2025	$625,000	$440,000	$380,000
September 2025	$585,000	$435,000	$370,000
October 2025	$585,000	$429,990	$375,000
November 2025	$590,000	$429,990	$350,000
December 2025	**$575,000**	**$416,490**	**$389,950**
12-Month Med.*	$590,000	$427,495	$375,000

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

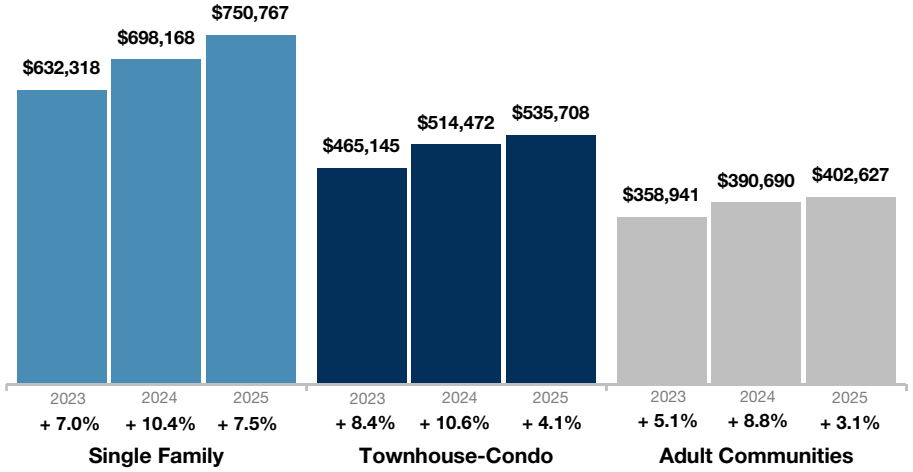
Average Sales Price

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

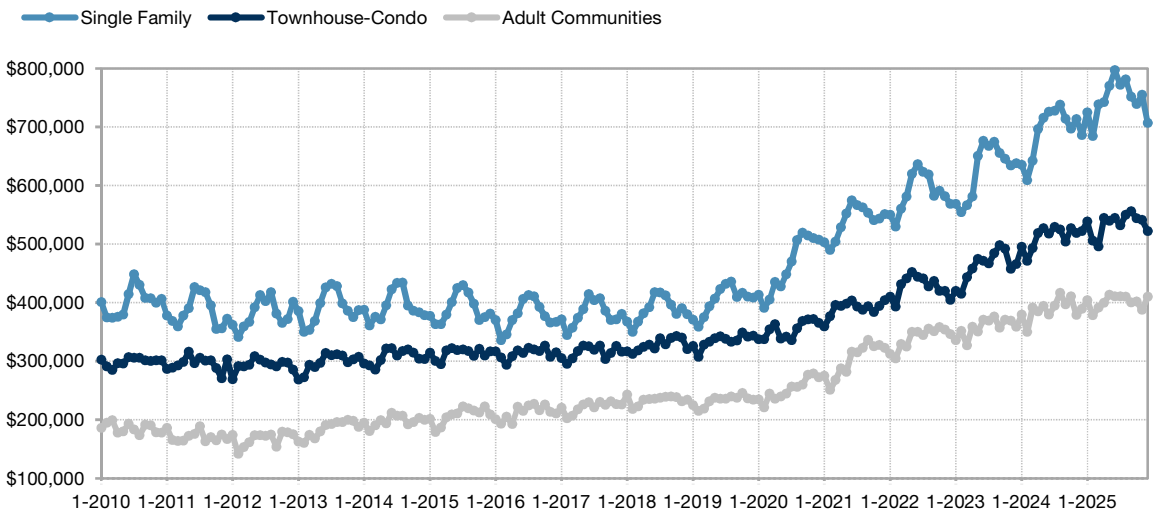
December



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.

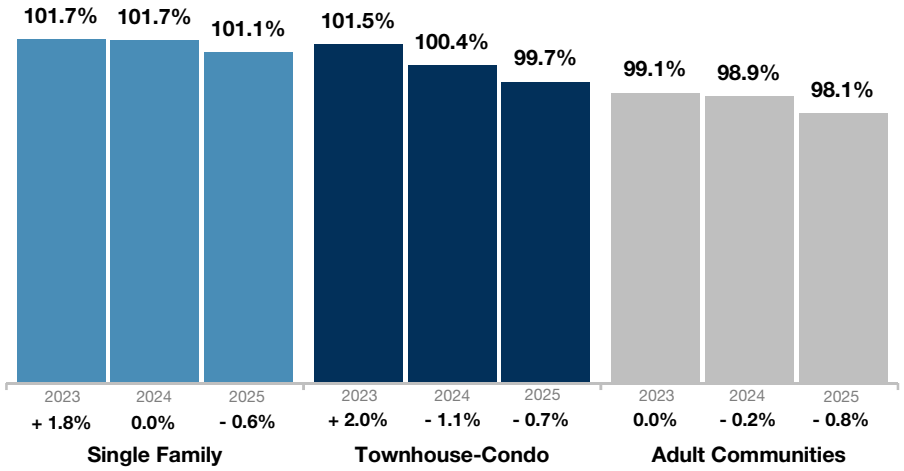
	Single Family	Townhouse-Condo	Adult Communities
January 2025	$724,920	$538,651	$403,878
February 2025	$684,637	$505,545	$378,238
March 2025	$738,630	$495,824	$391,532
April 2025	$742,098	$544,326	$399,436
May 2025	$770,239	$539,782	$413,416
June 2025	$797,039	$544,755	$410,492
July 2025	$771,969	$531,872	$410,894
August 2025	$781,278	$549,806	$409,969
September 2025	$751,598	$555,919	$400,375
October 2025	$739,141	$543,821	$401,646
November 2025	$754,972	$541,307	$387,448
December 2025	**$706,727**	**$522,007**	**$410,286**
12-Month Avg.*	$750,767	$535,708	$402,627

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

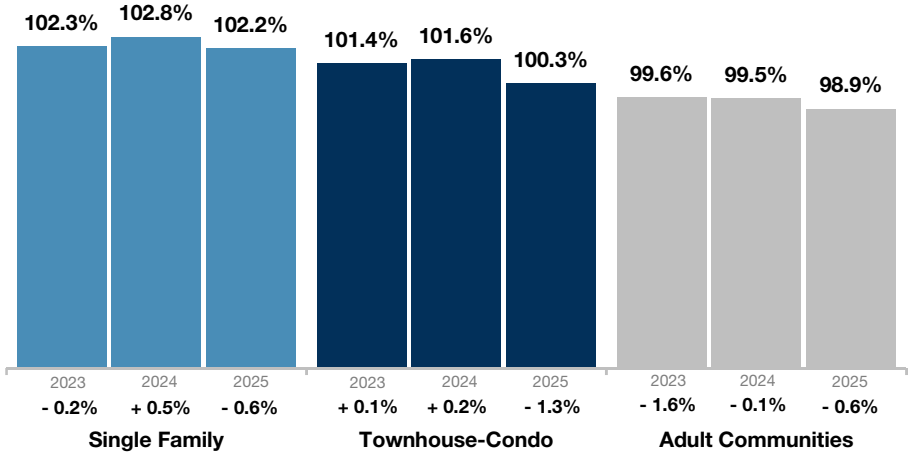
Percent of List Price Received

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.

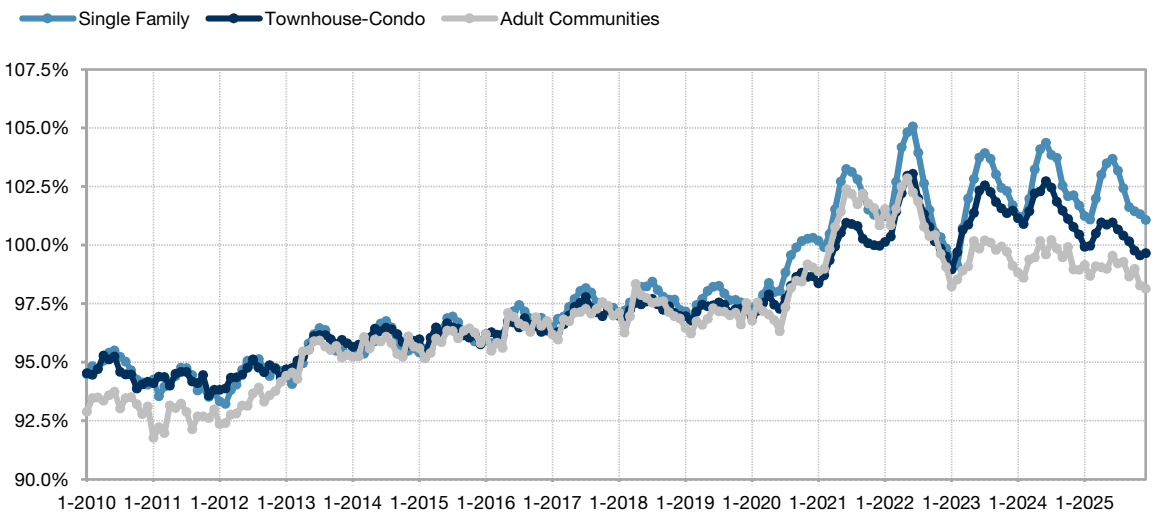
December



Year to Date



Historical Percent of List Price Received by Month



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

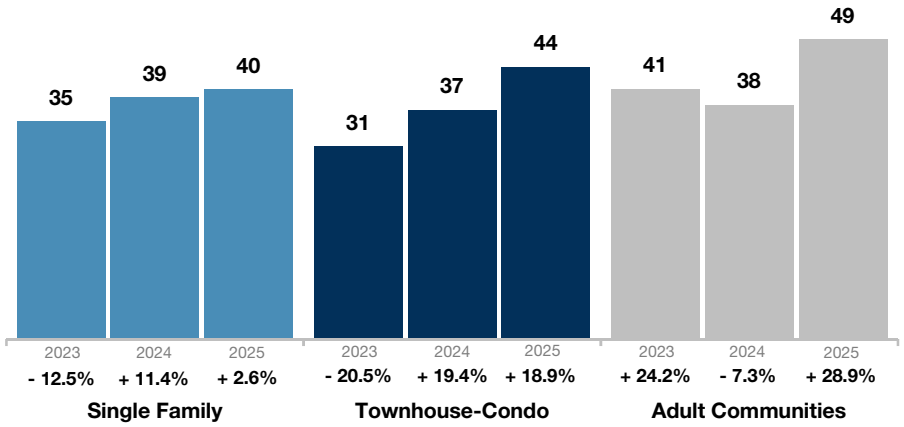
	Single Family	Townhouse-Condo	Adult Communities
January 2025	101.2%	99.9%	99.1%
February 2025	101.1%	100.0%	98.7%
March 2025	102.0%	100.5%	99.1%
April 2025	103.0%	101.0%	99.1%
May 2025	103.5%	100.9%	99.0%
June 2025	103.7%	101.0%	99.5%
July 2025	103.2%	100.7%	99.2%
August 2025	102.4%	100.4%	99.3%
September 2025	101.6%	100.2%	98.7%
October 2025	101.4%	99.8%	99.0%
November 2025	101.3%	99.6%	98.3%
December 2025	**101.1%**	**99.7%**	**98.1%**
12-Month Avg.*	102.2%	100.3%	98.9%

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

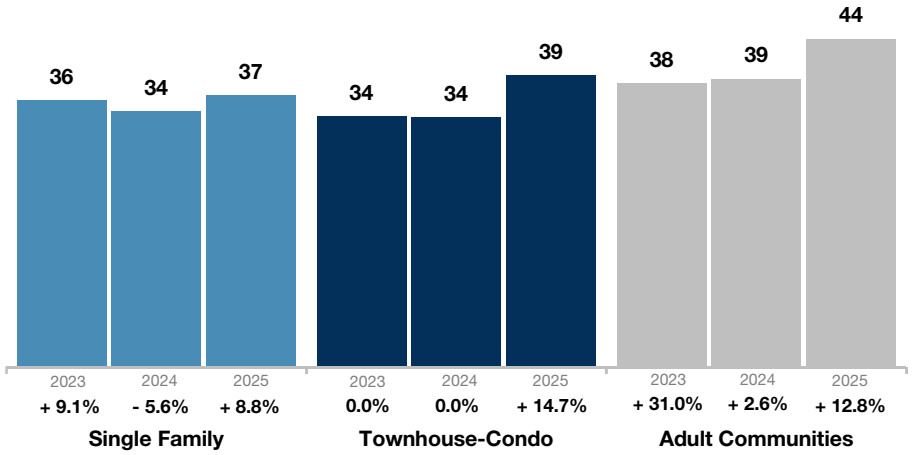
Days on Market Until Sale

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

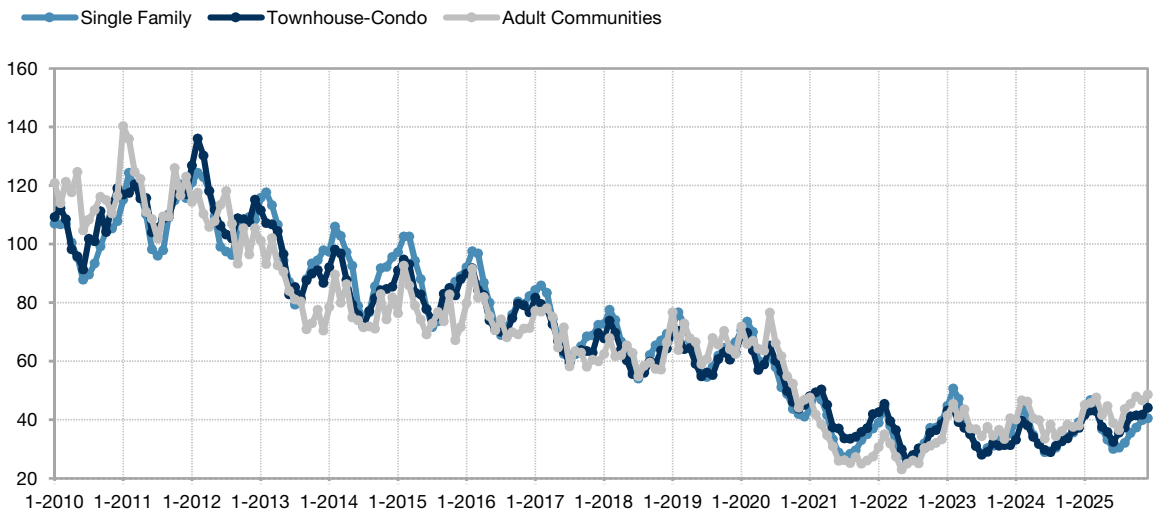
December



Year to Date



Historical Days on Market Until Sale by Month



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

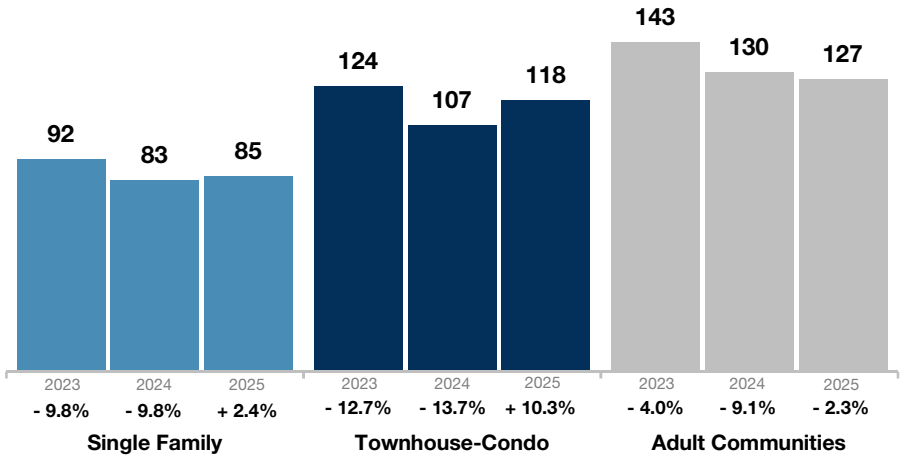
	Single Family	Townhouse-Condo	Adult Communities
January 2025	42	42	45
February 2025	47	43	46
March 2025	43	43	48
April 2025	37	38	42
May 2025	33	36	45
June 2025	30	32	39
July 2025	30	36	36
August 2025	32	37	44
September 2025	35	41	45
October 2025	37	42	48
November 2025	40	42	47
December 2025	**40**	**44**	**49**
12-Month Avg.*	37	39	44

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

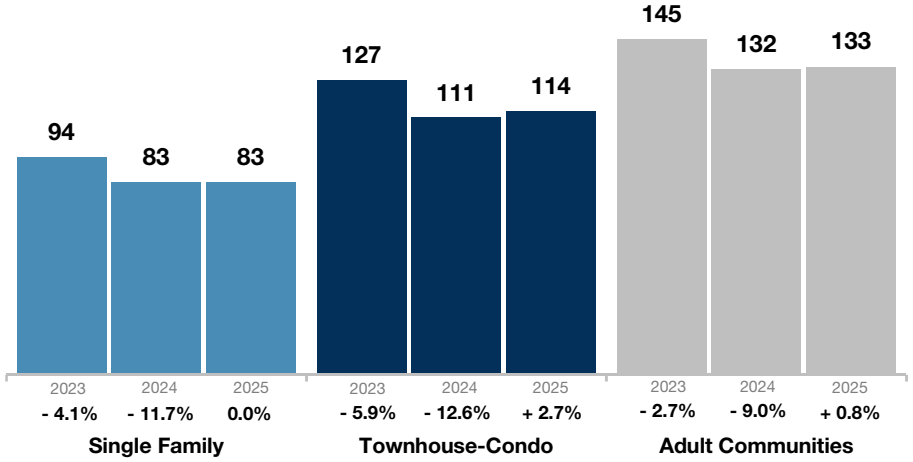
Housing Affordability Index

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.

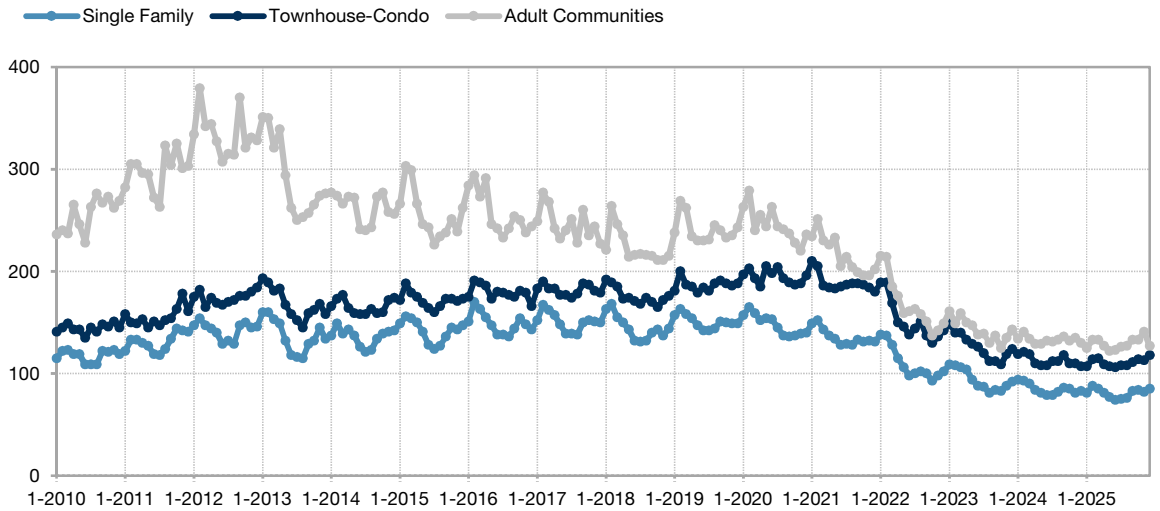
December



Year to Date



Historical Housing Affordability Index by Month



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

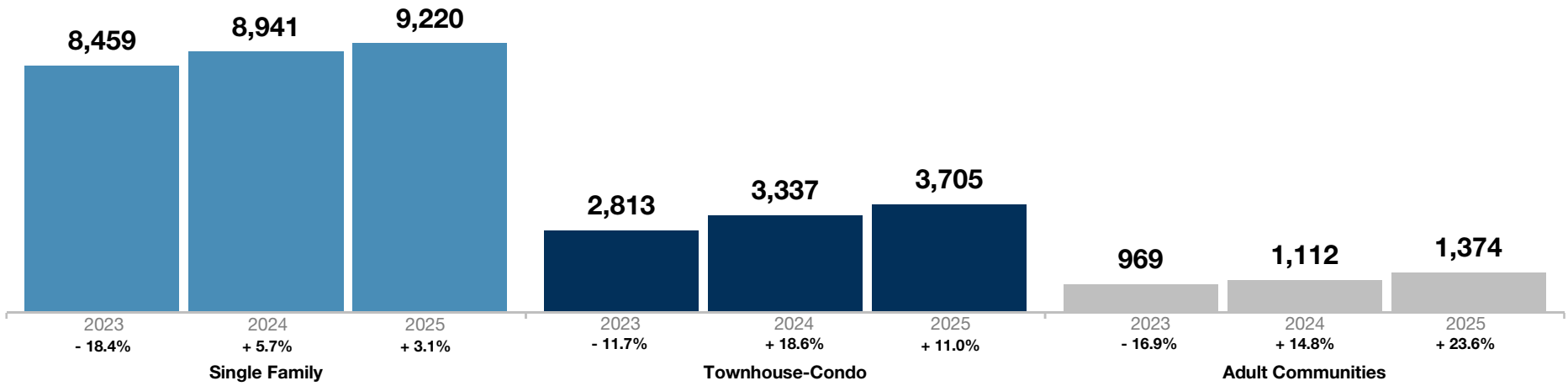
	Single Family	Townhouse-Condo	Adult Communities
January 2025	81	107	125
February 2025	88	114	133
March 2025	85	115	133
April 2025	81	109	127
May 2025	77	107	122
June 2025	74	106	123
July 2025	75	108	126
August 2025	76	108	127
September 2025	83	111	133
October 2025	84	114	133
November 2025	82	113	141
December 2025	**85**	**118**	**127**
12-Month Avg.*	81	111	129

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

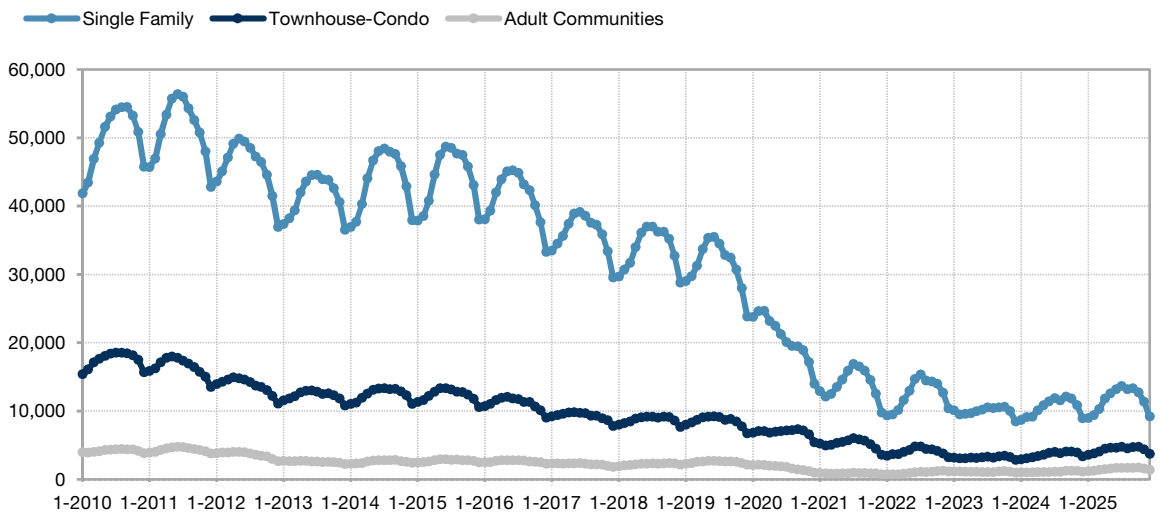
Inventory of Homes for Sale

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



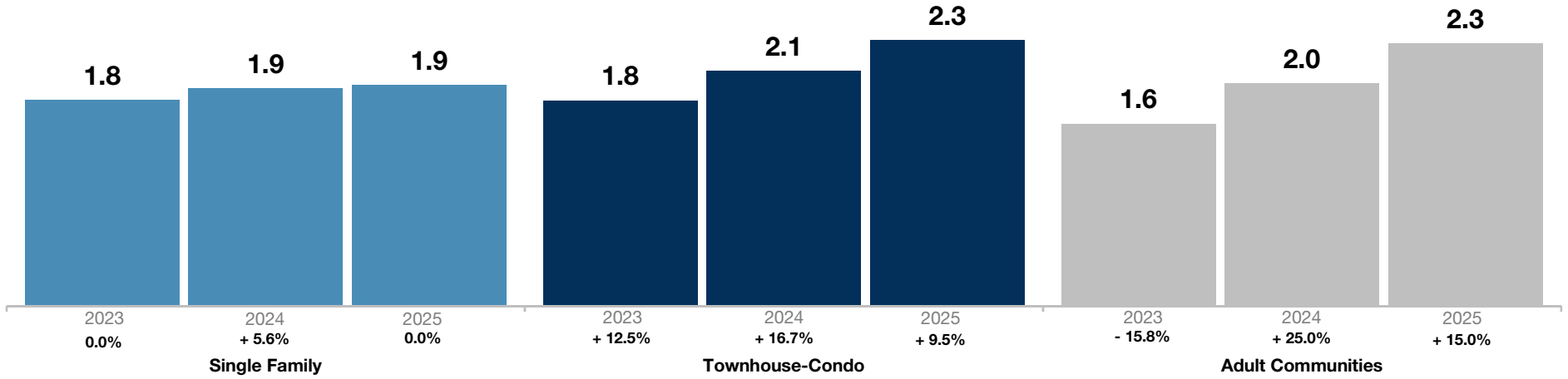
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	8,969	3,602	1,195
February 2025	9,376	3,772	1,237
March 2025	10,268	4,063	1,377
April 2025	11,839	4,493	1,463
May 2025	12,561	4,620	1,559
June 2025	13,206	4,621	1,666
July 2025	13,661	4,745	1,662
August 2025	13,206	4,515	1,643
September 2025	13,326	4,701	1,684
October 2025	12,736	4,735	1,695
November 2025	11,361	4,355	1,566
December 2025	**9,220**	**3,705**	**1,374**
12-Month Avg.	11,644	4,327	1,510

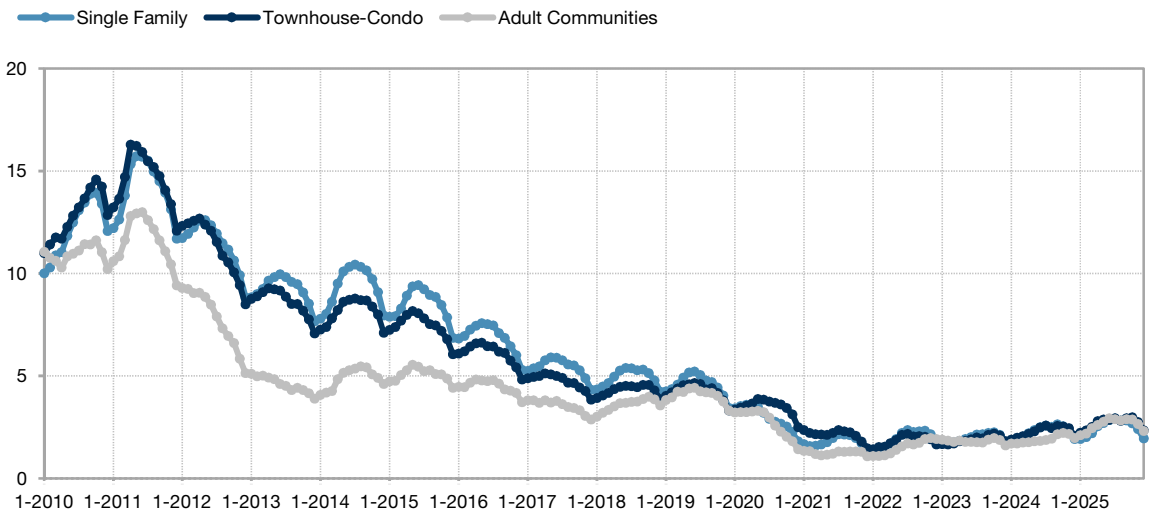
Months Supply of Inventory

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



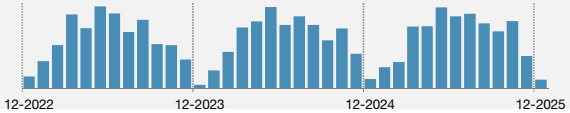
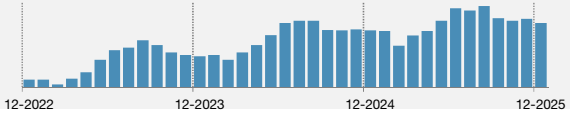
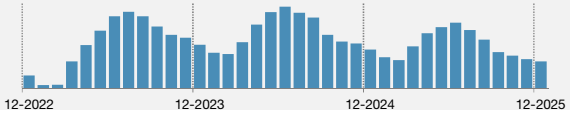
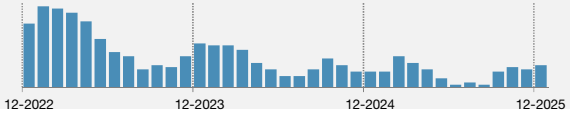
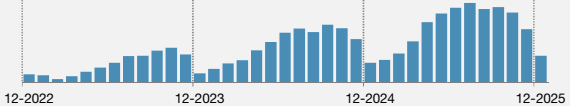
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
January 2025	1.9	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	2.7	2.9	2.8
June 2025	2.8	2.8	2.9
July 2025	2.9	2.9	2.9
August 2025	2.8	2.8	2.8
September 2025	2.8	2.9	2.9
October 2025	2.7	3.0	2.9
November 2025	2.4	2.7	2.6
December 2025	**1.9**	**2.3**	**2.3**
12-Month Avg.*	2.5	2.7	2.6

* 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
New Listings		4,804	**4,931**	+ 2.6%	109,888	**114,754**	+ 4.4%
Pending Sales		4,882	**4,852**	- 0.6%	83,174	**83,901**	+ 0.9%
Closed Sales		7,263	**7,339**	+ 1.0%	82,804	**83,353**	+ 0.7%
Median Sales Price		$510,000	**$525,000**	+ 2.9%	$500,000	**$530,000**	+ 6.0%
Avg. Sales Price		$622,801	**$641,233**	+ 3.0%	$626,252	**$668,486**	+ 6.7%
Pct. of List Price Received		101.2%	**100.5%**	- 0.7%	102.2%	**101.4%**	- 0.8%
Days on Market		39	**42**	+ 7.7%	35	**38**	+ 8.6%
Affordability Index		90	**93**	+ 3.3%	92	**92**	0.0%
Homes for Sale		13,615	**14,551**	+ 6.9%	--	**--**	--
Months Supply		2.0	**2.1**	+ 5.0%	--	**--**	--