

# Monthly Indicators

For residential real estate activity in the state of New Jersey



## 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 down 0.8 percent to 5,072.
- Townhouse-Condo Closed Sales were down 16.0 percent to 1,486.
- Adult Communities Closed Sales were down 0.8 percent to 603.
- Single Family Median Sales Price increased 3.6 percent to \$575,000.
- Townhouse-Condo Median Sales Price decreased 2.2 percent to \$415,500.
- Adult Communities Median Sales Price increased 10.3 percent to \$390,000.

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

**- 4.2%**      **- 3.6%**      **+ 3.7%**

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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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	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		3,316	3,137	- 5.4%	77,867	79,078	+ 1.6%
Pending Sales		3,406	3,200	- 6.0%	58,613	58,761	+ 0.3%
Closed Sales		5,111	5,072	- 0.8%	58,318	58,361	+ 0.1%
Median Sales Price		\$555,000	\$575,000	+ 3.6%	\$550,000	\$585,000	+ 6.4%
Avg. Sales Price		\$680,055	\$706,410	+ 3.9%	\$686,545	\$740,852	+ 7.9%
Pct. of List Price Received		101.7%	101.1%	- 0.6%	102.9%	102.2%	- 0.7%
Days on Market		39	40	+ 2.6%	36	37	+ 2.8%
Affordability Index		80	82	+ 2.5%	81	80	- 1.2%
Homes for Sale		9,690	8,978	- 7.3%	--	--	--
Months Supply		2.0	1.8	- 10.0%	--	--	--

# 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		1,377	1,201	- 12.8%	28,502	28,841	+ 1.2%
Pending Sales		1,262	1,134	- 10.1%	20,793	20,206	- 2.8%
Closed Sales		1,768	1,486	- 16.0%	20,663	20,061	- 2.9%
Median Sales Price		\$425,000	\$415,500	- 2.2%	\$410,000	\$422,000	+ 2.9%
Avg. Sales Price		\$511,452	\$520,582	+ 1.8%	\$502,398	\$525,307	+ 4.6%
Pct. of List Price Received		100.4%	99.7%	- 0.7%	101.6%	100.3%	- 1.3%
Days on Market		38	43	+ 13.2%	34	39	+ 14.7%
Affordability Index		105	113	+ 7.6%	108	112	+ 3.7%
Homes for Sale		3,625	3,617	- 0.2%	--	--	--
Months Supply		2.1	2.1	0.0%	--	--	--

# 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.

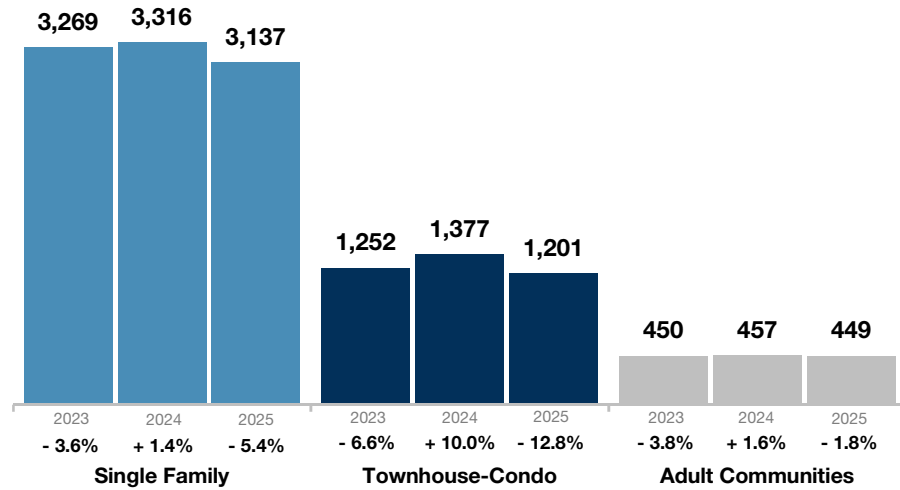
Key Metrics	Historical Sparklines	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		457	449	- 1.8%	8,839	9,538	+ 7.9%
Pending Sales		421	425	+ 1.0%	7,257	7,451	+ 2.7%
Closed Sales		608	603	- 0.8%	7,307	7,376	+ 0.9%
Median Sales Price		\$353,500	\$390,000	+ 10.3%	\$350,000	\$370,000	+ 5.7%
Avg. Sales Price		\$381,364	\$411,396	+ 7.9%	\$381,333	\$397,005	+ 4.1%
Pct. of List Price Received		99.0%	98.2%	- 0.8%	99.5%	99.0%	- 0.5%
Days on Market		38	49	+ 28.9%	39	44	+ 12.8%
Affordability Index		128	123	- 3.9%	129	129	0.0%
Homes for Sale		1,173	1,342	+ 14.4%	--	--	--
Months Supply		1.9	2.2	+ 15.8%	--	--	--

# New Listings

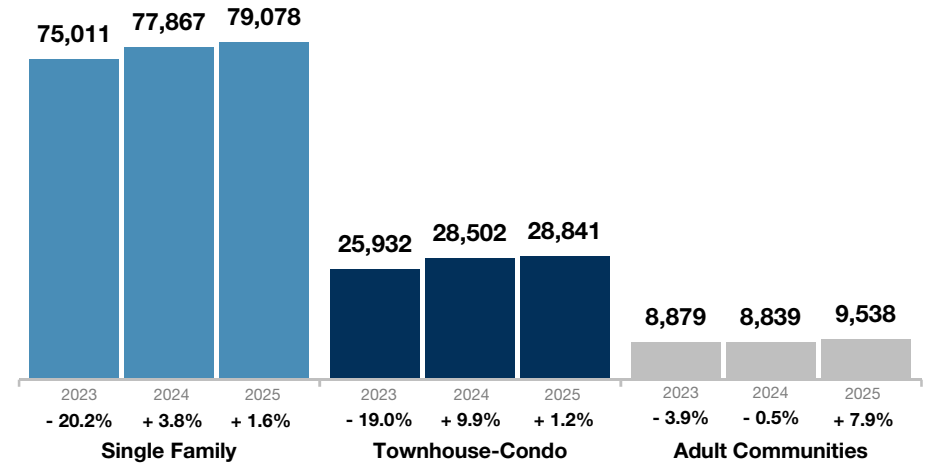
A count of the properties that have been newly listed on the market in a given month.



## December

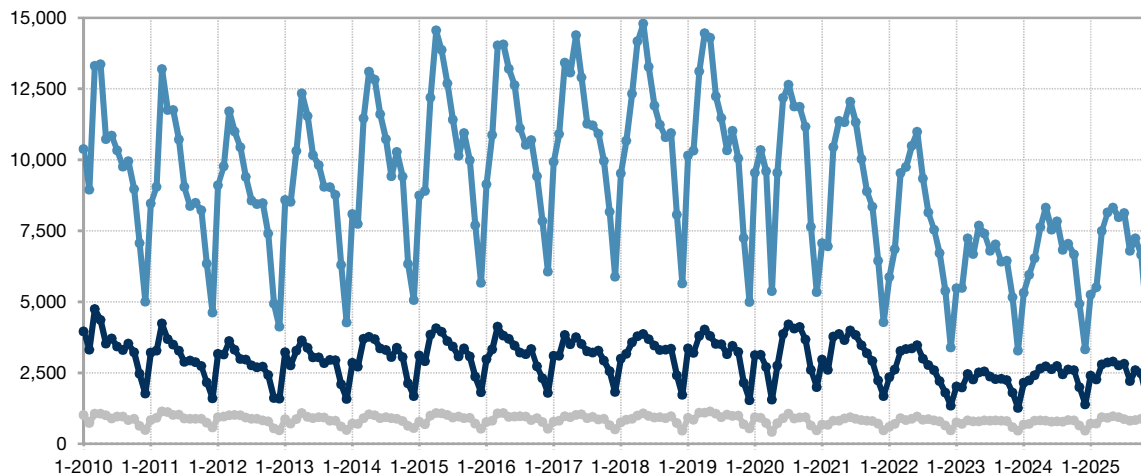


## Year to Date



## 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.

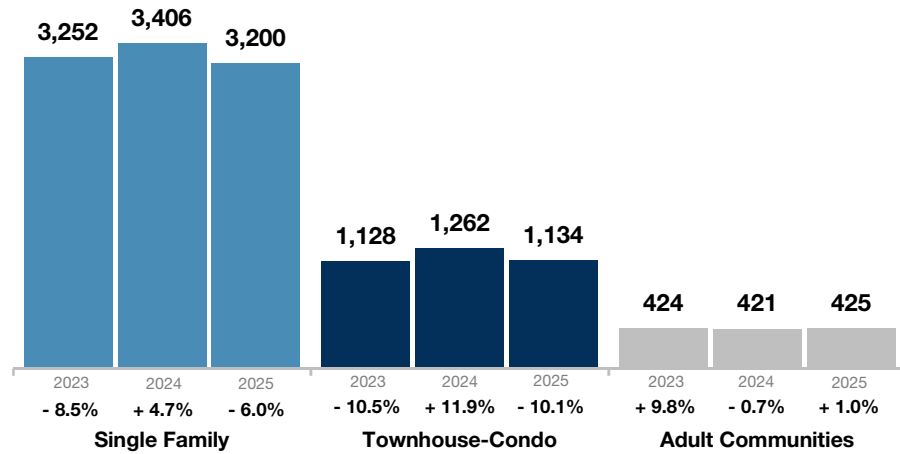
	Single Family	Townhouse-Condo	Adult Communities
January 2025	5,246	2,389	709
February 2025	5,509	2,264	698
March 2025	7,491	2,792	934
April 2025	8,148	2,852	908
May 2025	8,317	2,885	967
June 2025	7,975	2,752	931
July 2025	8,120	2,812	860
August 2025	6,787	2,202	807
September 2025	7,231	2,581	827
October 2025	6,653	2,475	867
November 2025	4,464	1,636	581
<b>December 2025</b>	<b>3,137</b>	<b>1,201</b>	<b>449</b>
12-Month Avg.	6,590	2,403	795

# Pending Sales

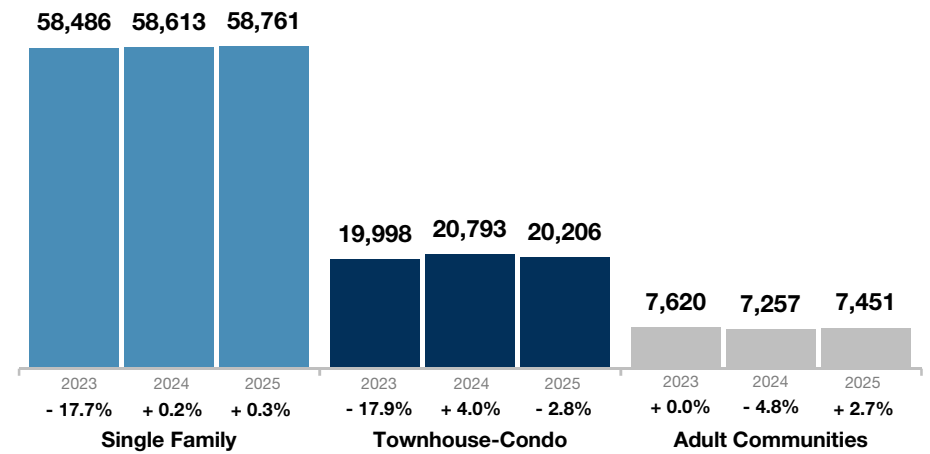
A count of the properties on which offers have been accepted in a given month.



## December

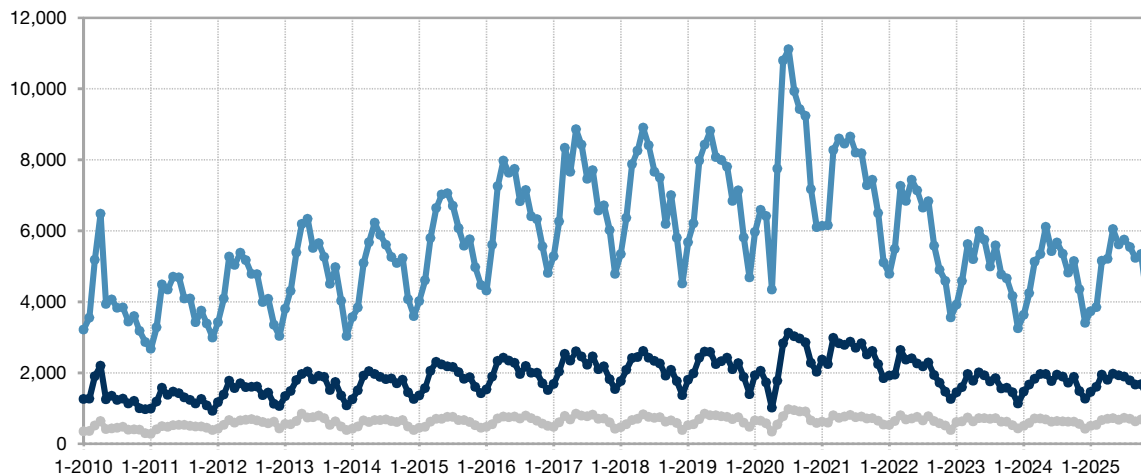


## Year to Date



## Historical Pending 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.

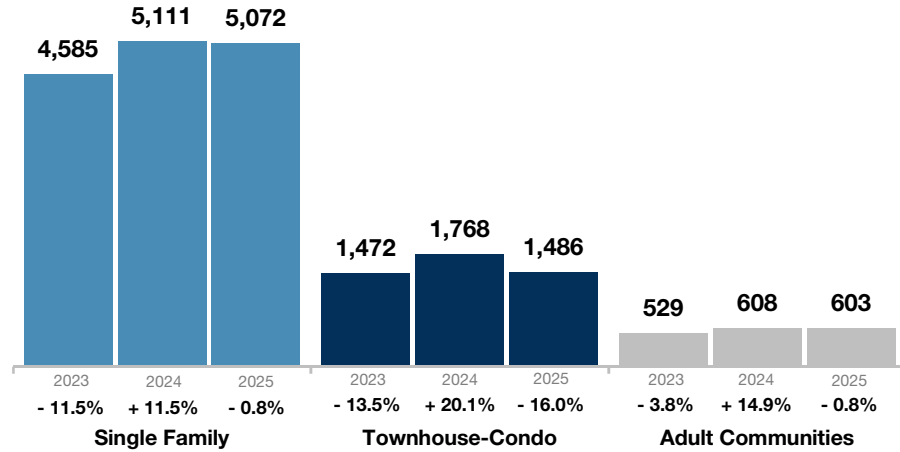
	Single Family	Townhouse-Condo	Adult Communities
January 2025	3,726	1,459	502
February 2025	3,848	1,603	525
March 2025	5,151	1,941	665
April 2025	5,208	1,802	700
May 2025	6,048	1,971	714
June 2025	5,611	1,924	671
July 2025	5,749	1,890	725
August 2025	5,537	1,784	700
September 2025	5,230	1,665	623
October 2025	5,339	1,676	678
November 2025	4,114	1,357	523
December 2025	3,200	1,134	425
12-Month Avg.	4,897	1,684	621

# Closed Sales

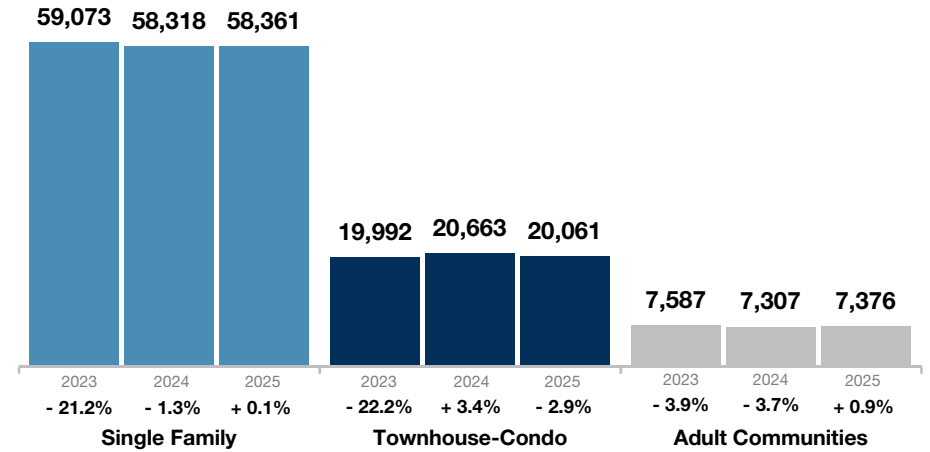
A count of the actual sales that closed in a given month.



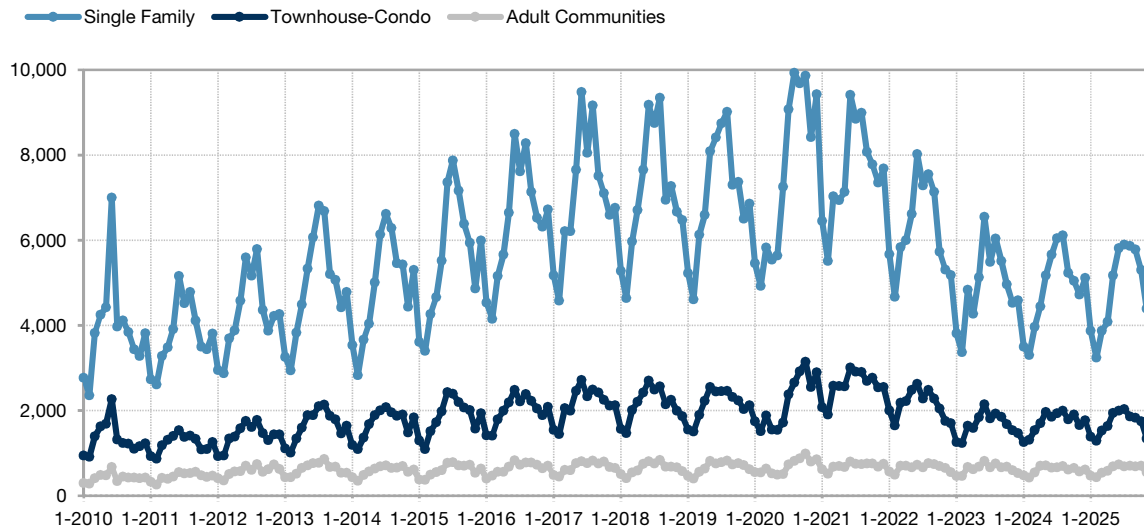
## December



## Year to Date



## 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.

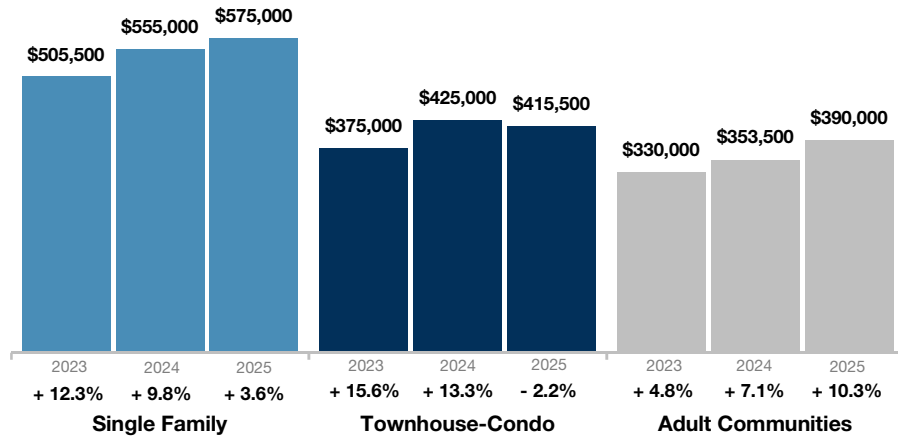
	Single Family	Townhouse-Condo	Adult Communities
January 2025	3,874	1,388	467
February 2025	3,242	1,290	435
March 2025	3,872	1,527	540
April 2025	4,085	1,630	581
May 2025	5,176	1,940	688
June 2025	5,813	1,996	734
July 2025	5,892	2,033	686
August 2025	5,865	1,856	702
September 2025	5,778	1,828	685
October 2025	5,298	1,750	701
November 2025	4,394	1,337	554
<b>December 2025</b>	<b>5,072</b>	<b>1,486</b>	<b>603</b>
12-Month Avg.	4,863	1,672	615

# Median Sales Price

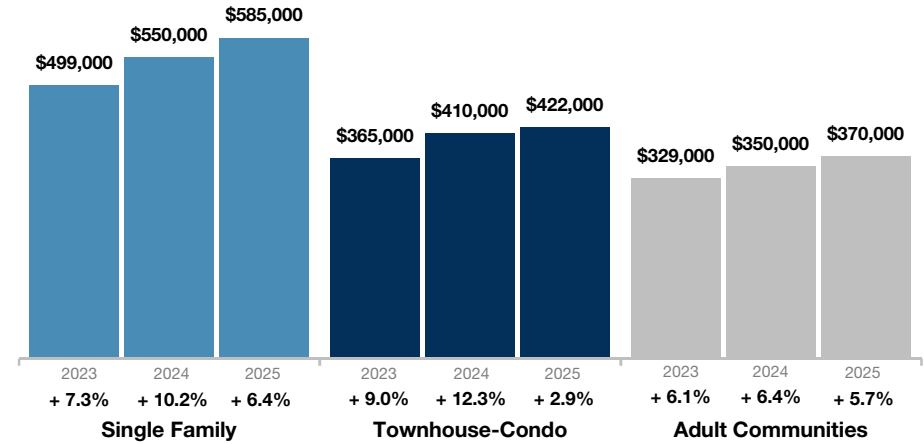
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



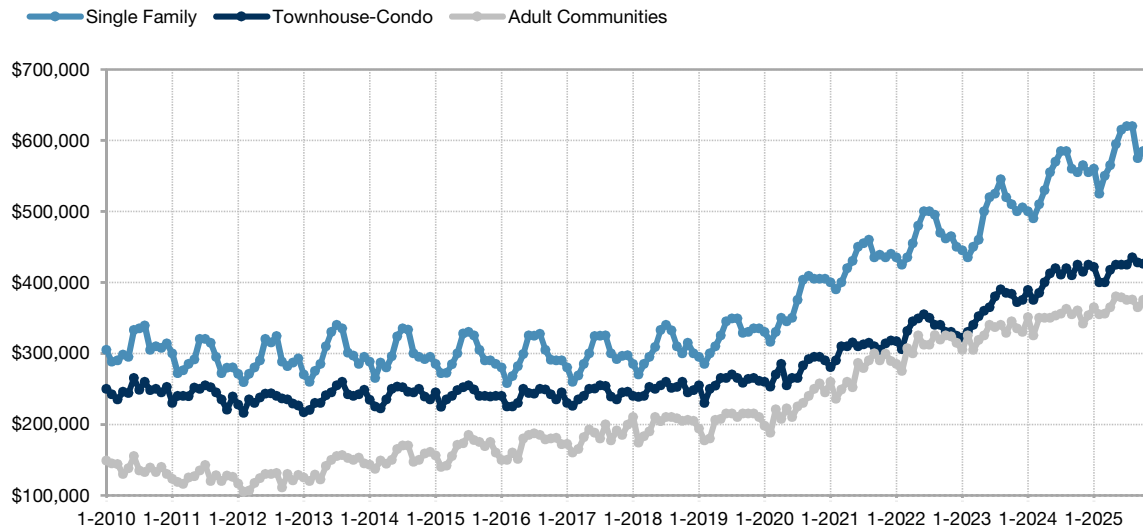
## December



## 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
January 2025	\$560,000	\$421,500	\$365,000
February 2025	\$525,000	\$400,000	\$354,950
March 2025	\$550,000	\$400,000	\$356,000
April 2025	\$565,000	\$417,495	\$365,000
May 2025	\$595,000	\$425,000	\$380,000
June 2025	\$615,000	\$425,000	\$379,000
July 2025	\$620,000	\$425,000	\$375,000
August 2025	\$620,000	\$435,000	\$375,500
September 2025	\$575,000	\$428,000	\$365,000
October 2025	\$585,000	\$425,990	\$375,000
November 2025	\$590,000	\$430,000	\$350,000
<b>December 2025</b>	<b>\$575,000</b>	<b>\$415,500</b>	<b>\$390,000</b>
12-Month Med.*	\$585,000	\$422,000	\$370,000

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

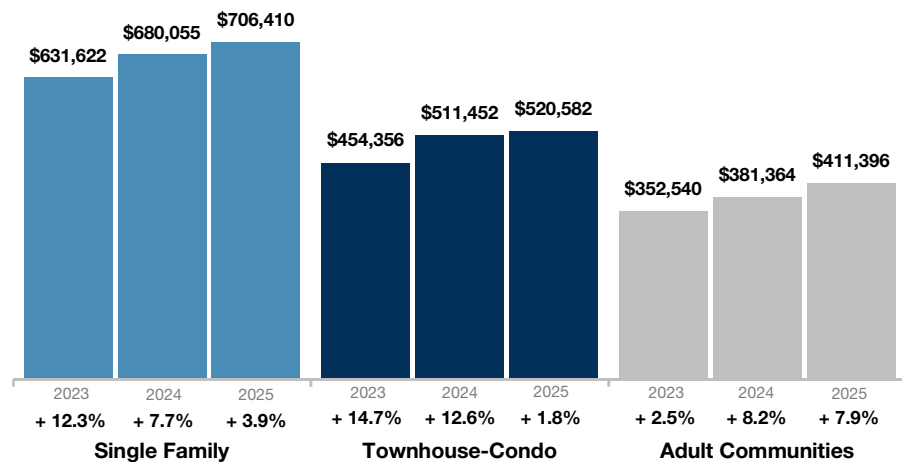


# Average Sales Price

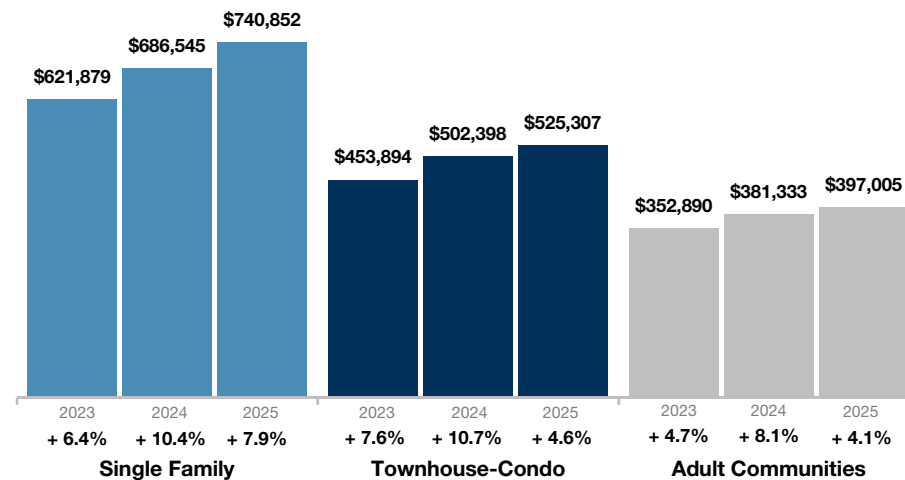
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



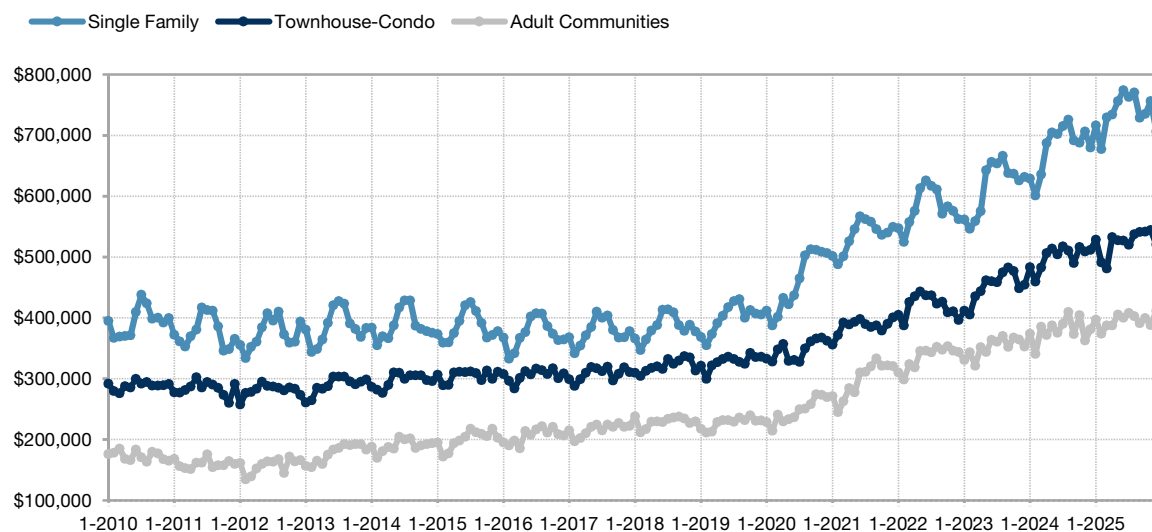
## December



## 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	\$716,407	\$528,596	\$396,801
February 2025	\$677,084	\$490,910	\$373,704
March 2025	\$729,579	\$481,066	\$387,330
April 2025	\$734,106	\$532,828	\$387,379
May 2025	\$756,343	\$527,212	\$405,386
June 2025	\$774,130	\$527,013	\$400,009
July 2025	\$763,206	\$519,759	\$407,821
August 2025	\$770,162	\$537,314	\$402,795
September 2025	\$728,864	\$541,105	\$391,296
October 2025	\$735,320	\$541,586	\$399,386
November 2025	\$756,140	\$544,322	\$387,768
<b>December 2025</b>	<b>\$706,410</b>	<b>\$520,582</b>	<b>\$411,396</b>
12-Month Avg.*	\$740,852	\$525,307	\$397,005

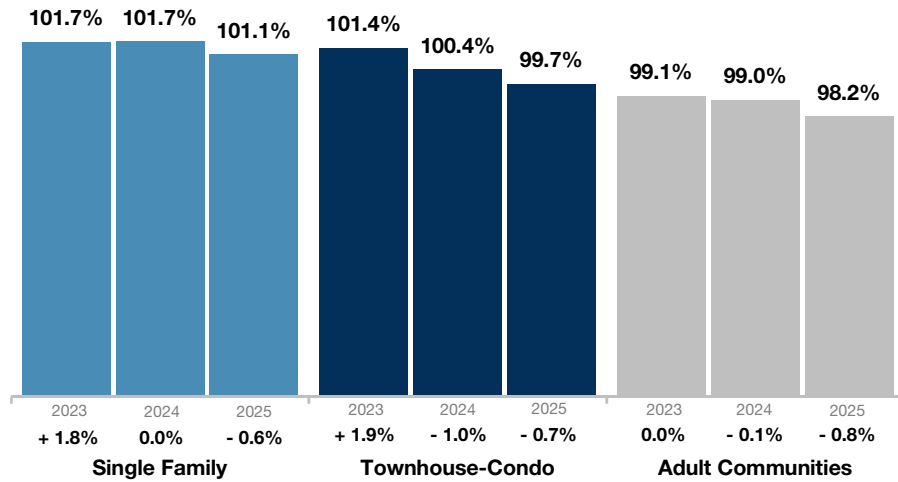
\* Avg. Sales Price for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

# Percent of List Price Received

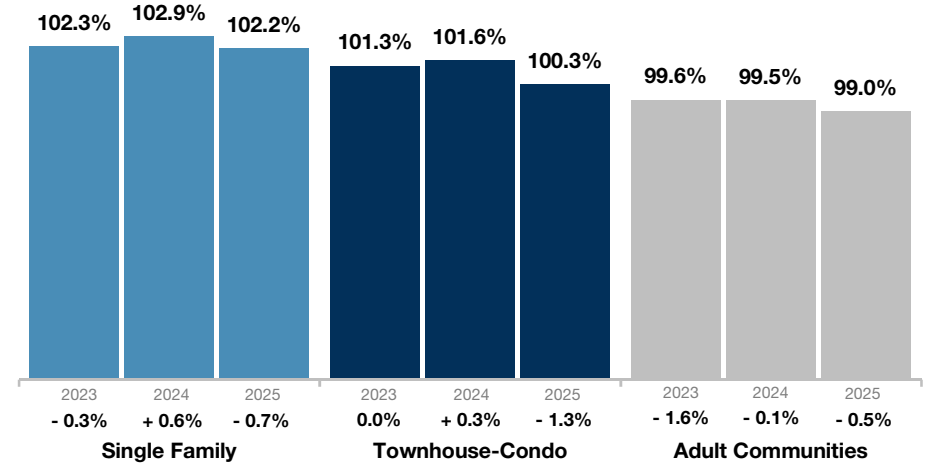


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

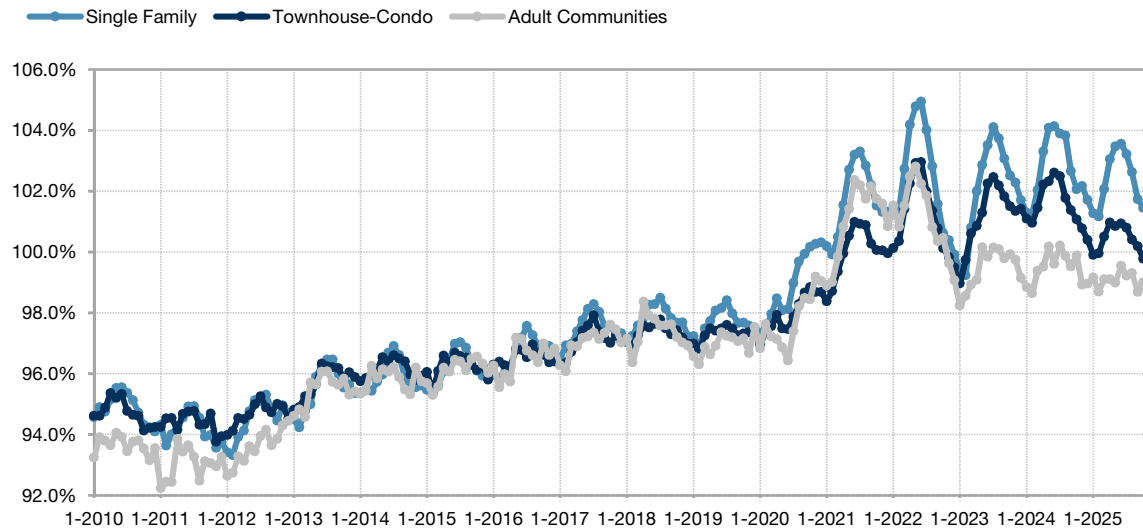
## December



## 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	101.3%	99.9%	99.2%
February 2025	101.2%	100.0%	98.7%
March 2025	102.1%	100.5%	99.1%
April 2025	103.0%	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	101.4%	99.8%	99.0%
November 2025	101.3%	99.6%	98.3%
<b>December 2025</b>	<b>101.1%</b>	<b>99.7%</b>	<b>98.2%</b>
12-Month Avg.*	102.2%	100.3%	99.0%

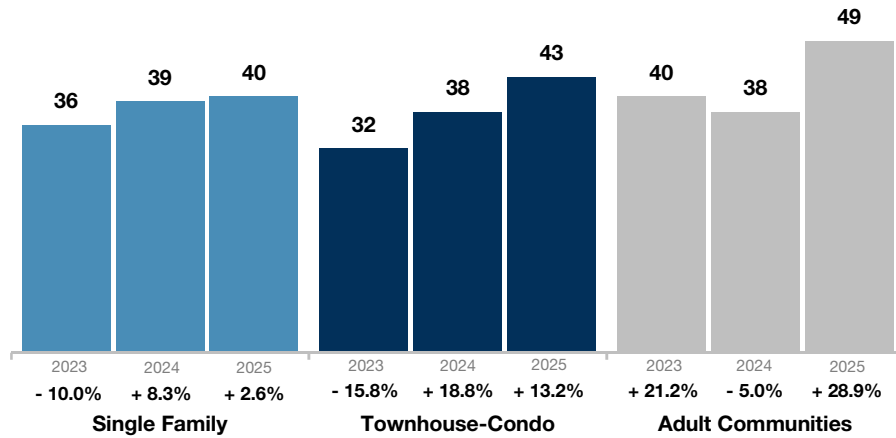
\* Pct. of List Price Received for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

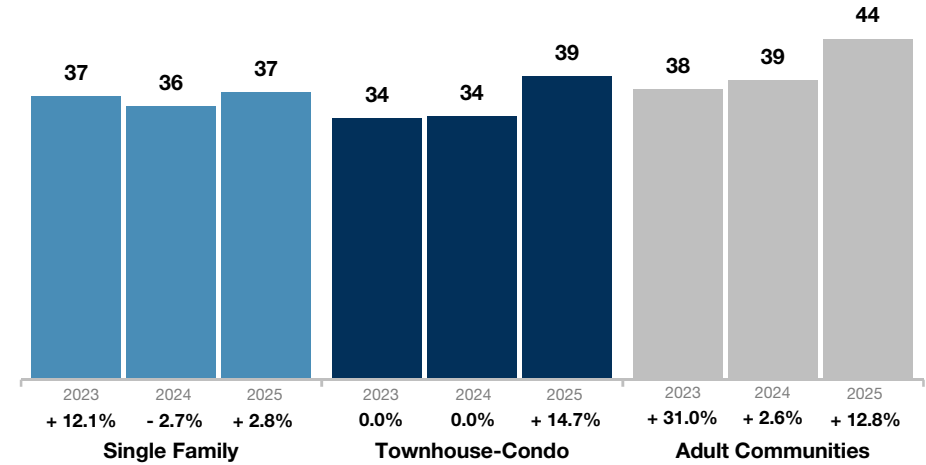
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

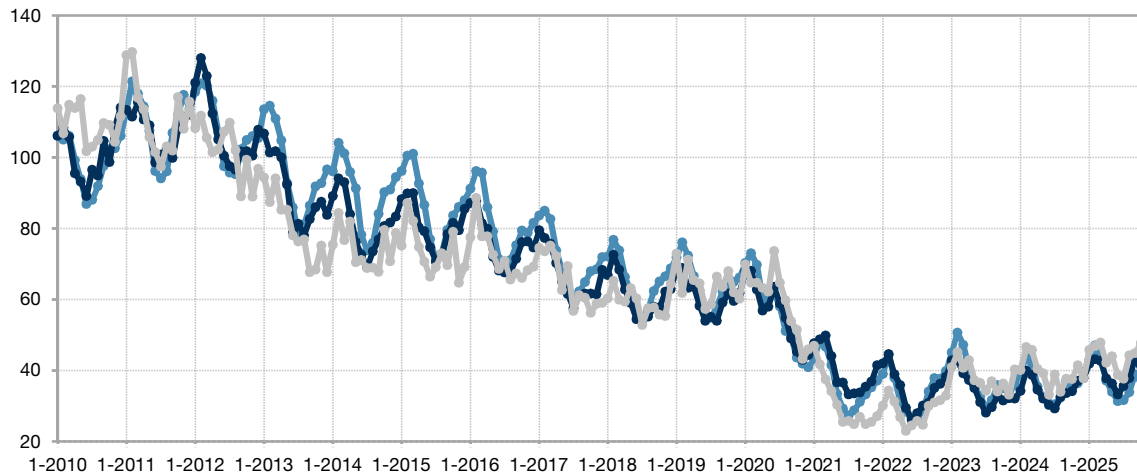


## Year to Date



## Historical Days on Market Until Sale by Month

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
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	48
November 2025	40	42	47
<b>December 2025</b>	<b>40</b>	<b>43</b>	<b>49</b>
12-Month Avg.*	37	39	44

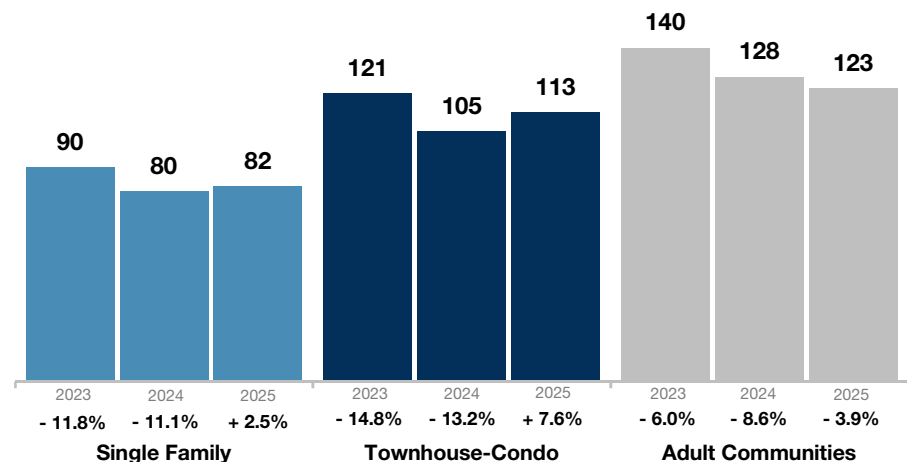
\* Days on Market for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

# Housing Affordability Index

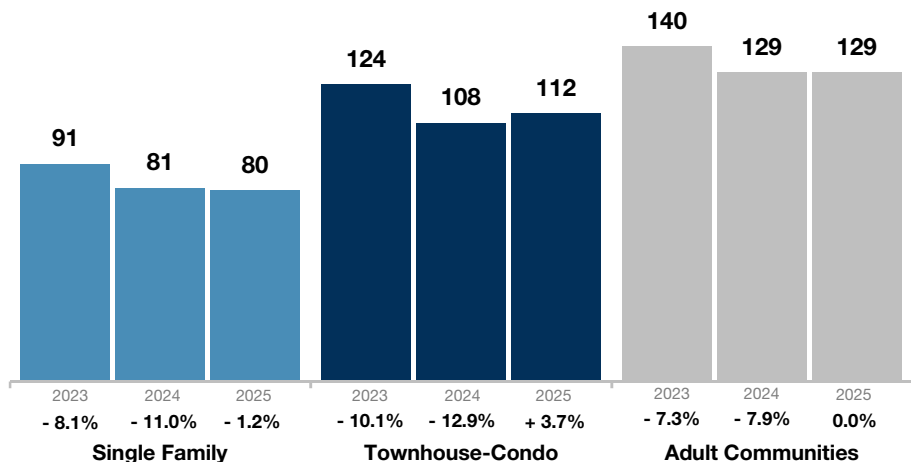


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

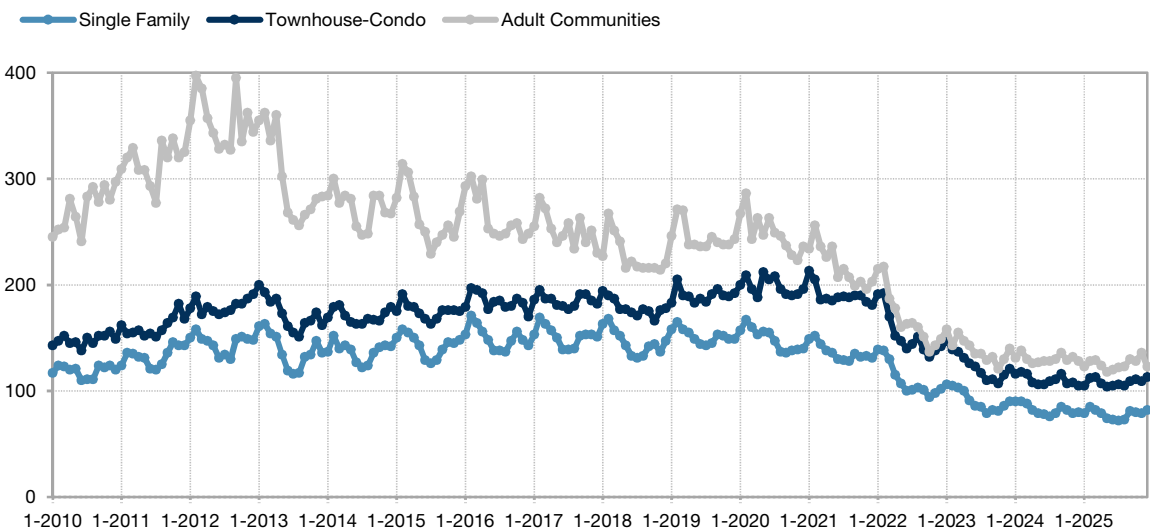
## December



## Year to Date



## Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
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	130
October 2025	80	111	128
November 2025	79	109	136
December 2025	82	113	123
12-Month Avg.*	78	108	125

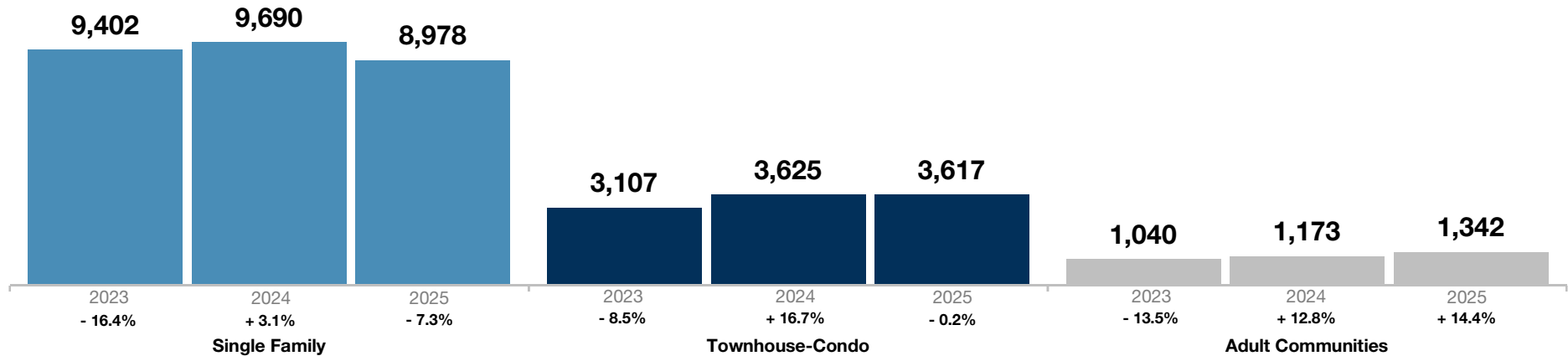
\* Affordability Index for all properties from January 2025 through December 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

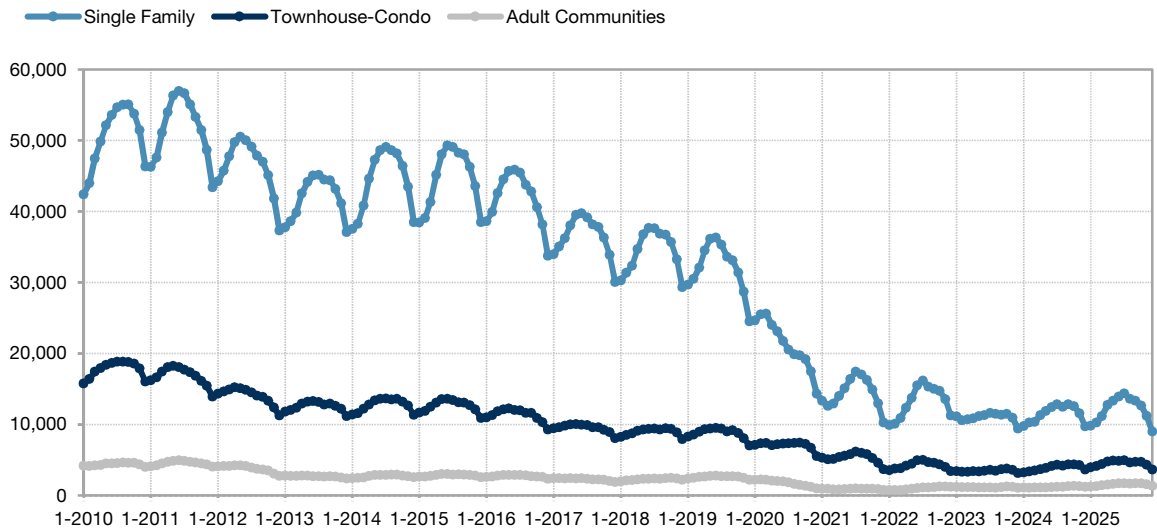
The number of properties available for sale in active status at the end of a given month.



## December



## Historical Inventory of Homes for Sale by Month



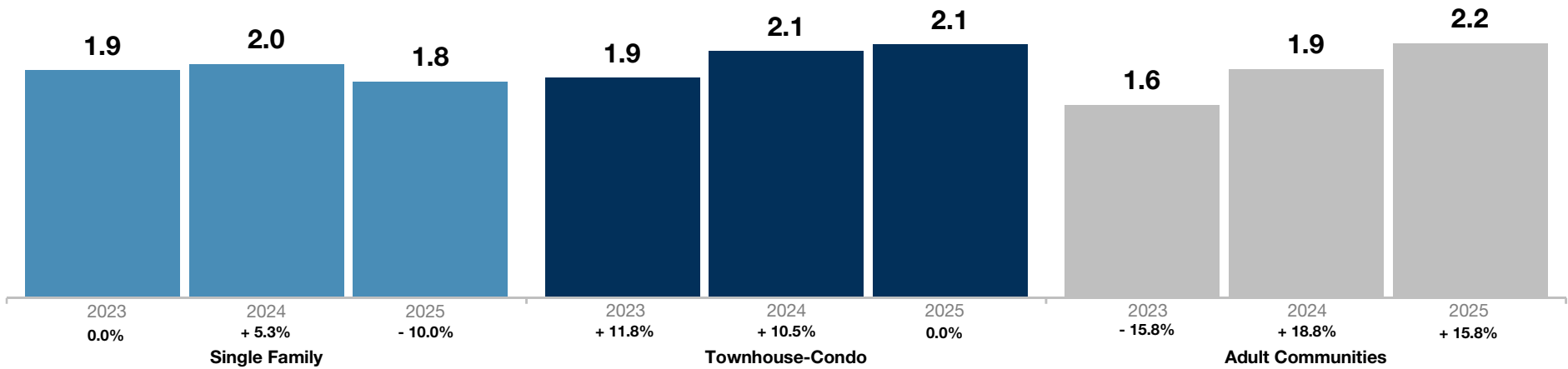
	Single Family	Townhouse-Condo	Adult Communities
January 2025	9,796	3,936	1,251
February 2025	10,239	4,108	1,292
March 2025	11,157	4,373	1,425
April 2025	12,755	4,764	1,504
May 2025	13,341	4,870	1,589
June 2025	13,908	4,854	1,709
July 2025	14,336	4,946	1,686
August 2025	13,605	4,626	1,648
September 2025	13,326	4,692	1,672
October 2025	12,622	4,695	1,680
November 2025	11,181	4,299	1,546
December 2025	8,978	3,617	1,342
12-Month Avg.	12,104	4,482	1,529

# Months Supply of Inventory

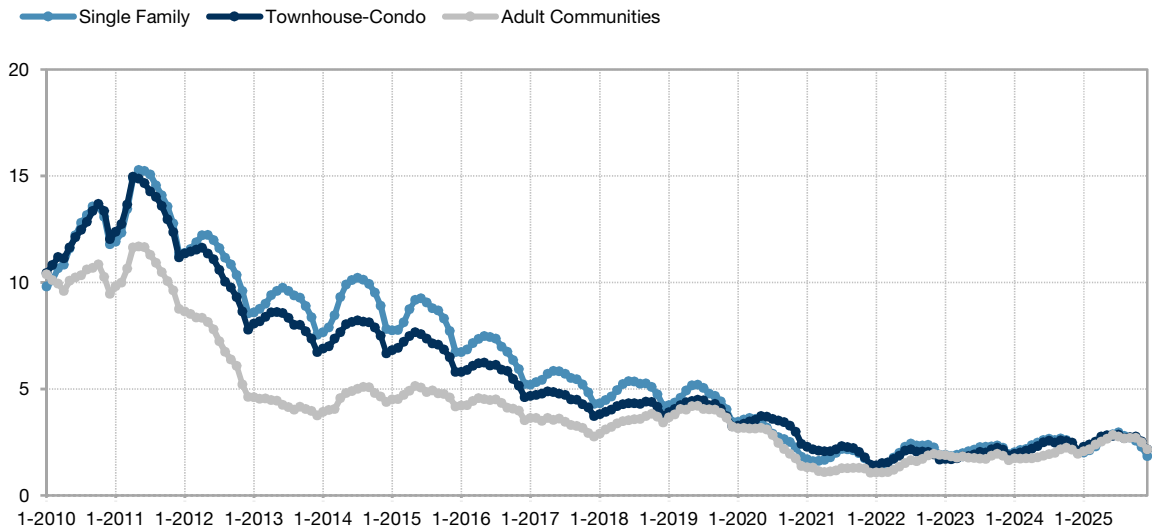


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## December



## Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
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	2.8	2.8	2.7
June 2025	2.9	2.8	2.8
July 2025	2.9	2.9	2.8
August 2025	2.8	2.7	2.7
September 2025	2.7	2.7	2.7
October 2025	2.6	2.8	2.7
November 2025	2.3	2.5	2.5
December 2025	1.8	2.1	2.2
12-Month Avg.*	2.5	2.6	2.5

\* 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		5,200	4,842	- 6.9%	116,181	118,404	+ 1.9%
Pending Sales		5,122	4,780	- 6.7%	87,296	87,050	- 0.3%
Closed Sales		7,530	7,214	- 4.2%	86,919	86,440	- 0.6%
Median Sales Price		\$506,500	\$525,000	+ 3.7%	\$498,000	\$525,000	+ 5.4%
Avg. Sales Price		\$615,252	\$641,186	+ 4.2%	\$614,524	\$658,739	+ 7.2%
Pct. of List Price Received		101.2%	100.5%	- 0.7%	102.2%	101.5%	- 0.7%
Days on Market		39	42	+ 7.7%	36	39	+ 8.3%
Affordability Index		88	90	+ 2.3%	89	90	+ 1.1%
Homes for Sale		14,714	14,186	- 3.6%	--	--	--
Months Supply		2.0	2.0	0.0%	--	--	--