

# Monthly Indicators

For residential real estate activity in the state of New Jersey



## November 2025

U.S. sales of existing homes rose 1.2% from the previous month to a seasonally adjusted annual rate of 4.10 million, according to the National Association of REALTORS® (NAR), as buyers took advantage of lower mortgage rates this fall. Sales increased in the Midwest and South, held steady in the Northeast, and edged down in the West. Year-over-year, sales were up 1.7%, with gains in the Northeast, Midwest, and South, while the West posted a decline.

- Single Family Closed Sales were down 8.2 percent to 4,332.
- Townhouse-Condo Closed Sales were down 21.0 percent to 1,309.
- Adult Communities Closed Sales were down 3.5 percent to 547.
  
- Single Family Median Sales Price increased 4.4 percent to \$590,000.
- Townhouse-Condo Median Sales Price increased 4.8 percent to \$435,000.
- Adult Communities Median Sales Price increased 2.3 percent to \$350,000.

Nationally, inventory dipped 0.7% month-over-month but rose 10.9% year-over-year, totaling 1.52 million units, according to NAR. At the current sales pace, supply stands at 4.4 months, slightly below last month's level but higher than the 4.1 months recorded a year ago. Supported by modest inventory levels, prices continue to rise, with the national median existing-home price increasing 2.1% year-over-year to \$415,200, marking 28 consecutive months of annual gains.

## Monthly Snapshot

- 10.6%	- 0.7%	+ 5.9%
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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# 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	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		4,914	4,445	- 9.5%	74,555	75,991	+ 1.9%
Pending Sales		4,343	3,999	- 7.9%	55,218	55,457	+ 0.4%
Closed Sales		4,721	4,332	- 8.2%	53,215	53,201	- 0.0%
Median Sales Price		\$565,000	\$590,000	+ 4.4%	\$550,000	\$585,000	+ 6.4%
Avg. Sales Price		\$706,155	\$757,000	+ 7.2%	\$687,141	\$744,255	+ 8.3%
Pct. of List Price Received		102.2%	101.4%	- 0.8%	103.0%	102.4%	- 0.6%
Days on Market		36	39	+ 8.3%	35	37	+ 5.7%
Affordability Index		79	79	0.0%	81	80	- 1.2%
Homes for Sale		11,548	11,137	- 3.6%	--	--	--
Months Supply		2.4	2.3	- 4.2%	--	--	--

# 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	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,988	1,617	- 18.7%	27,154	27,649	+ 1.8%
Pending Sales		1,488	1,331	- 10.6%	19,547	19,068	- 2.5%
Closed Sales		1,657	1,309	- 21.0%	18,910	18,540	- 2.0%
Median Sales Price		\$415,000	\$435,000	+ 4.8%	\$410,000	\$425,000	+ 3.7%
Avg. Sales Price		\$508,609	\$548,084	+ 7.8%	\$501,437	\$525,472	+ 4.8%
Pct. of List Price Received		100.8%	99.6%	- 1.2%	101.7%	100.4%	- 1.3%
Days on Market		37	42	+ 13.5%	34	39	+ 14.7%
Affordability Index		108	108	0.0%	109	110	+ 0.9%
Homes for Sale		4,257	4,284	+ 0.6%	--	--	--
Months Supply		2.5	2.5	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.

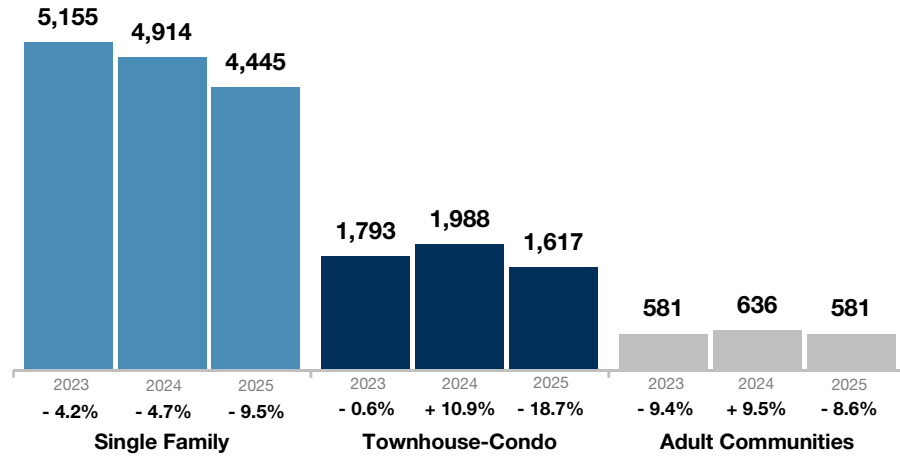
Key Metrics	Historical Sparklines	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		636	581	- 8.6%	8,384	9,094	+ 8.5%
Pending Sales		556	509	- 8.5%	6,838	7,019	+ 2.6%
Closed Sales		567	547	- 3.5%	6,701	6,765	+ 1.0%
Median Sales Price		\$342,000	\$350,000	+ 2.3%	\$350,000	\$370,000	+ 5.7%
Avg. Sales Price		\$362,947	\$388,181	+ 7.0%	\$381,213	\$395,665	+ 3.8%
Pct. of List Price Received		98.9%	98.3%	- 0.6%	99.6%	99.0%	- 0.6%
Days on Market		41	46	+ 12.2%	39	44	+ 12.8%
Affordability Index		132	136	+ 3.0%	129	129	0.0%
Homes for Sale		1,292	1,558	+ 20.6%	--	--	--
Months Supply		2.1	2.5	+ 19.0%	--	--	--

# New Listings

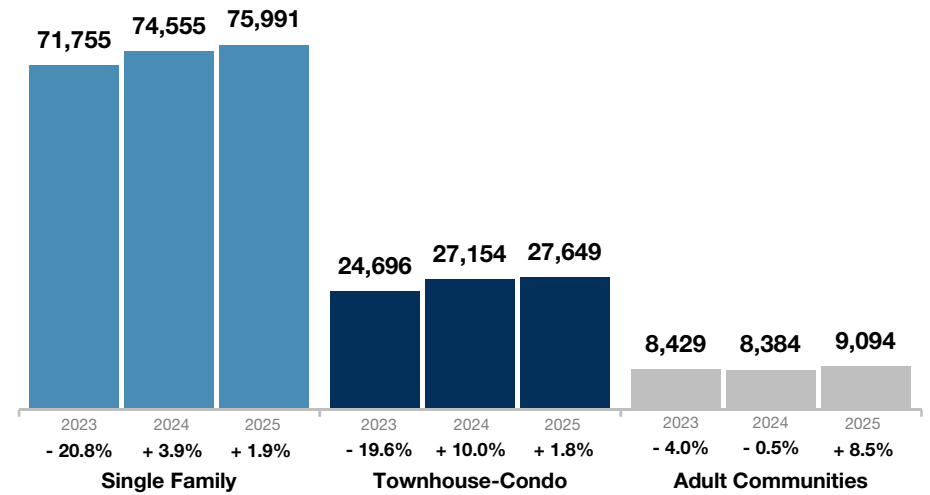
A count of the properties that have been newly listed on the market in a given month.



## November

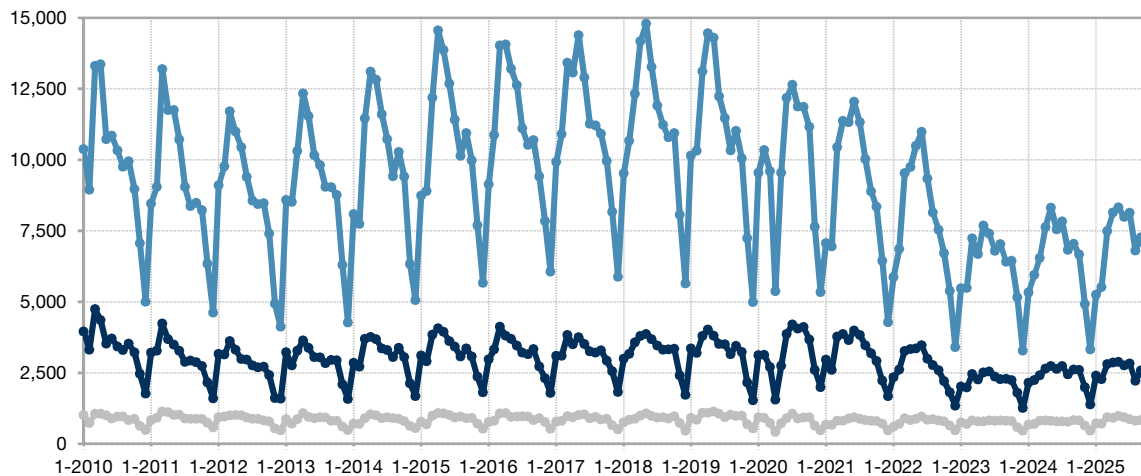


## Year to Date



## 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.

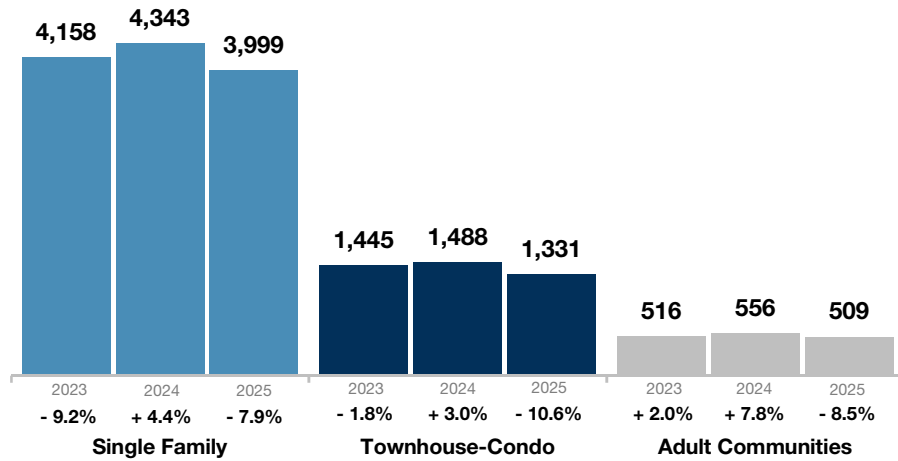
	Single Family	Townhouse-Condo	Adult Communities
December 2024	3,323	1,378	456
January 2025	5,251	2,391	711
February 2025	5,513	2,269	700
March 2025	7,493	2,798	933
April 2025	8,148	2,855	908
May 2025	8,322	2,883	969
June 2025	7,981	2,753	928
July 2025	8,126	2,818	856
August 2025	6,807	2,219	809
September 2025	7,259	2,570	831
October 2025	6,646	2,476	868
November 2025	4,445	1,617	581
12-Month Avg.	6,610	2,419	796

# Pending Sales

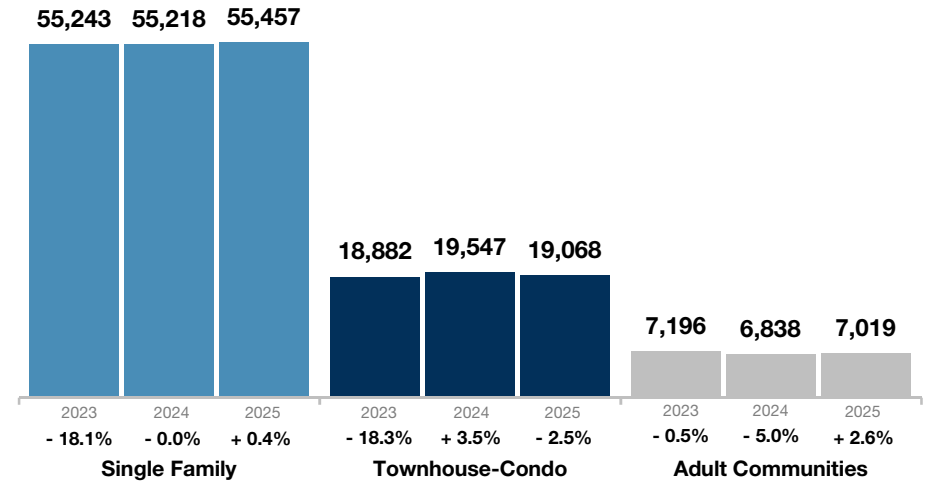
A count of the properties on which offers have been accepted in a given month.



## November

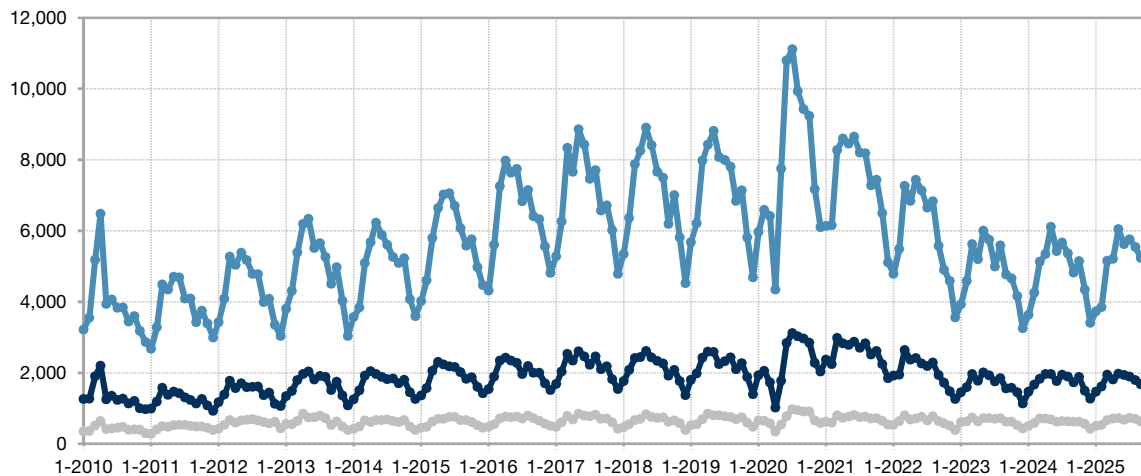


## Year to Date



## 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.

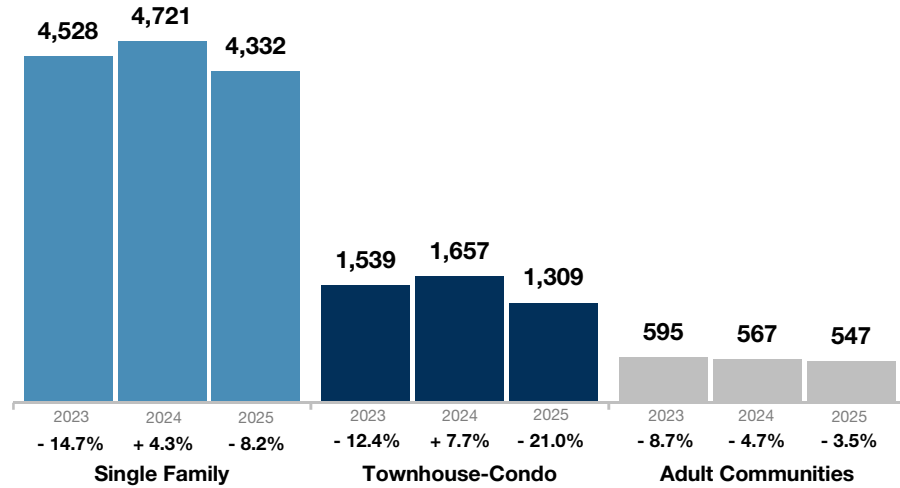
	Single Family	Townhouse-Condo	Adult Communities
December 2024	3,407	1,264	421
January 2025	3,724	1,461	502
February 2025	3,847	1,608	525
March 2025	5,152	1,944	666
April 2025	5,207	1,805	703
May 2025	6,049	1,968	714
June 2025	5,618	1,930	670
July 2025	5,759	1,891	727
August 2025	5,544	1,786	700
September 2025	5,237	1,669	624
October 2025	5,321	1,675	679
<b>November 2025</b>	<b>3,999</b>	<b>1,331</b>	<b>509</b>
12-Month Avg.	4,905	1,694	620

# Closed Sales

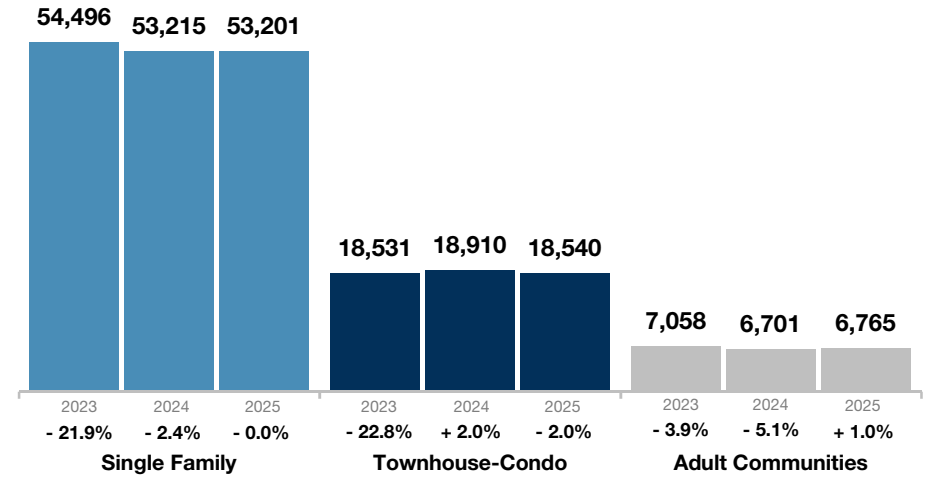
A count of the actual sales that closed in a given month.



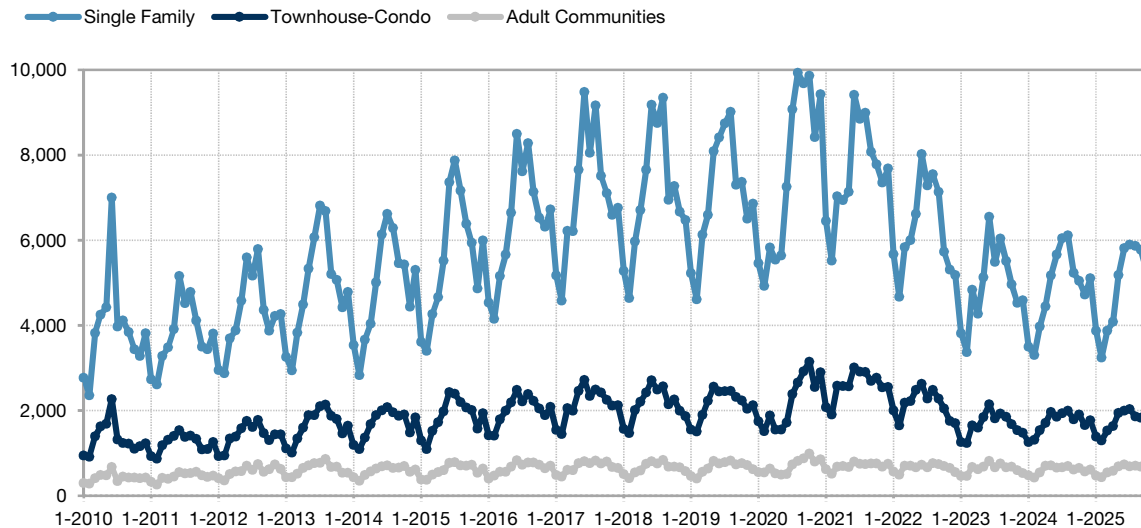
## November



## 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.

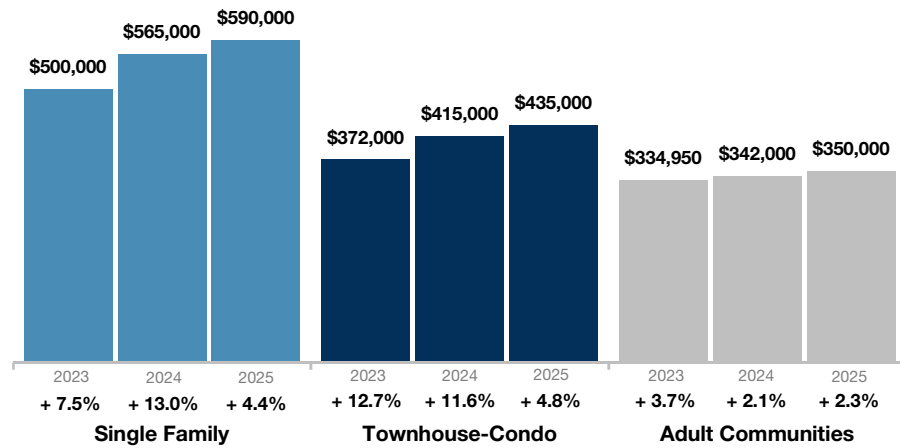
	Single Family	Townhouse-Condo	Adult Communities
December 2024	5,109	1,769	608
January 2025	3,873	1,389	467
February 2025	3,240	1,293	435
March 2025	3,872	1,529	541
April 2025	4,082	1,630	582
May 2025	5,177	1,942	689
June 2025	5,813	1,997	734
July 2025	5,892	2,033	685
August 2025	5,862	1,856	701
September 2025	5,772	1,829	683
October 2025	5,286	1,733	701
<b>November 2025</b>	<b>4,332</b>	<b>1,309</b>	<b>547</b>
12-Month Avg.	4,859	1,692	614

# Median Sales Price

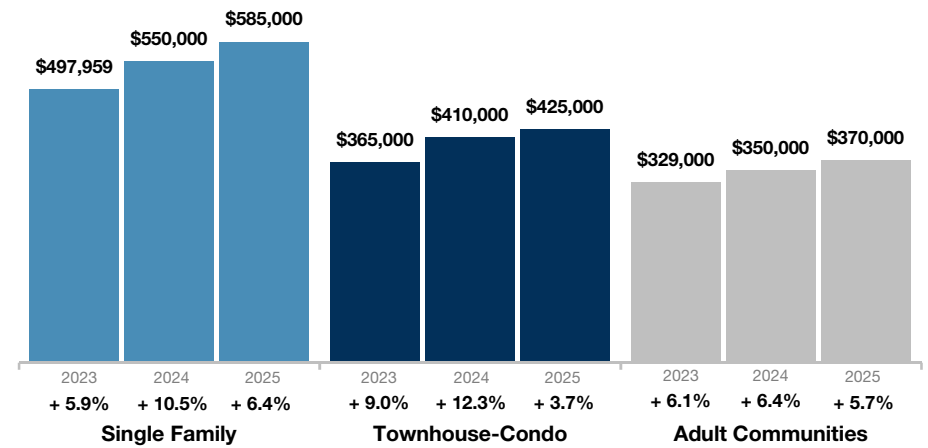


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

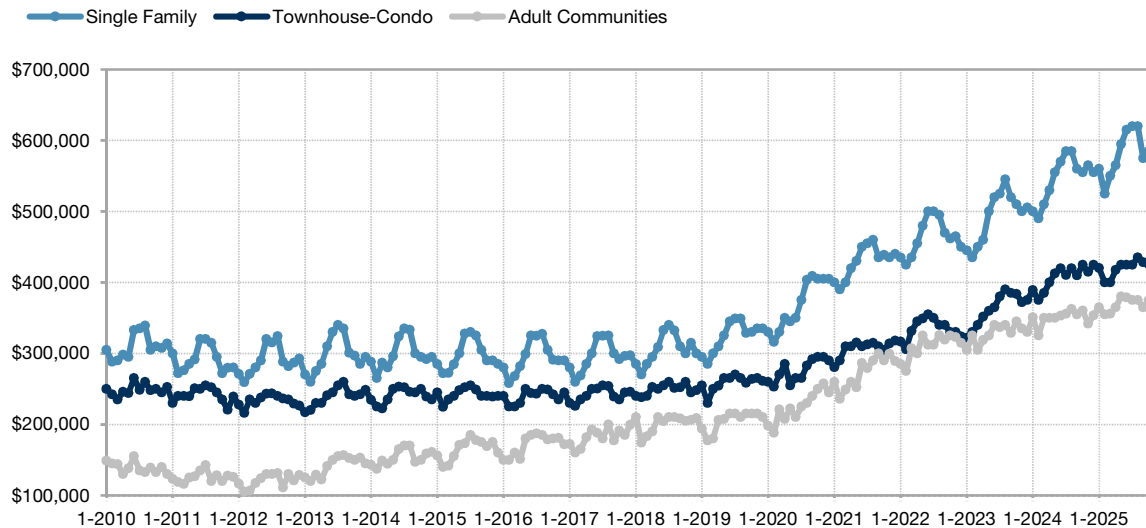
## November



## Year to Date



## Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	\$555,000	\$425,000	\$353,500
January 2025	\$560,000	\$420,500	\$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	\$375,000
September 2025	\$575,000	\$428,500	\$365,000
October 2025	\$585,000	\$425,495	\$374,750
November 2025	\$590,000	\$435,000	\$350,000
12-Month Med.*	\$581,250	\$425,000	\$368,000

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

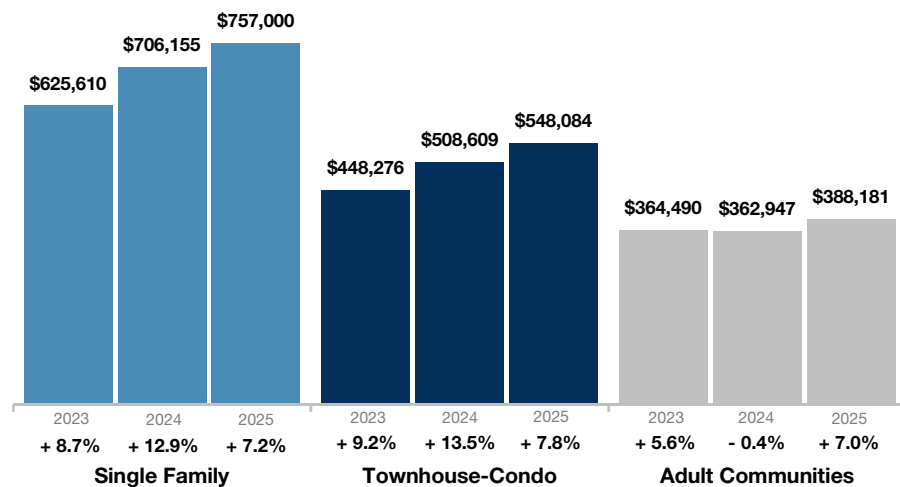


# Average Sales Price

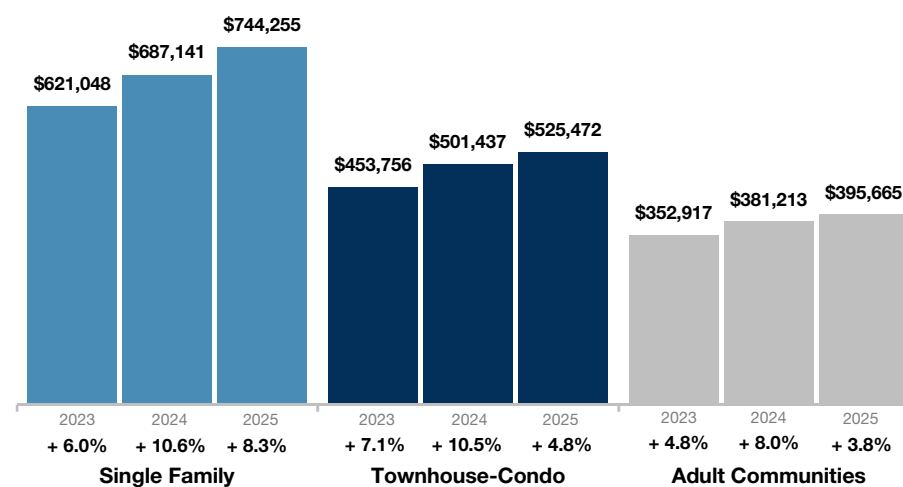
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



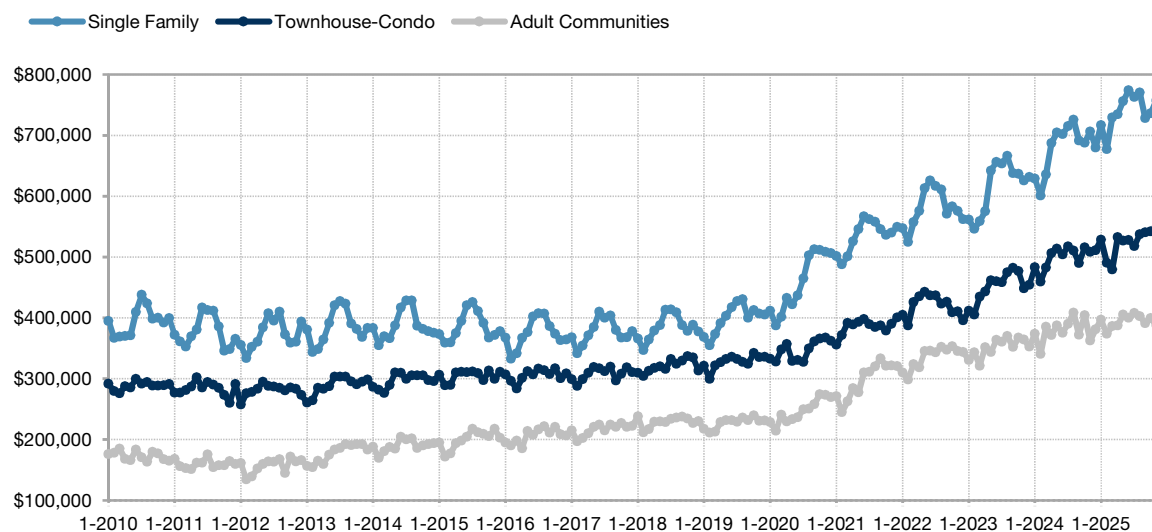
## November



## Year to Date



## Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
December 2024	\$680,060	\$511,235	\$381,364
January 2025	\$716,510	\$528,141	\$396,801
February 2025	\$677,310	\$490,629	\$373,704
March 2025	\$729,579	\$479,461	\$386,596
April 2025	\$734,519	\$532,627	\$387,571
May 2025	\$756,271	\$526,647	\$405,553
June 2025	\$773,783	\$527,624	\$400,009
July 2025	\$763,002	\$517,656	\$407,743
August 2025	\$770,395	\$537,152	\$402,689
September 2025	\$728,200	\$540,542	\$391,232
October 2025	\$735,905	\$542,002	\$399,312
<b>November 2025</b>	<b>\$757,000</b>	<b>\$548,084</b>	<b>\$388,181</b>
12-Month Avg.*	\$738,612	\$524,229	\$394,492

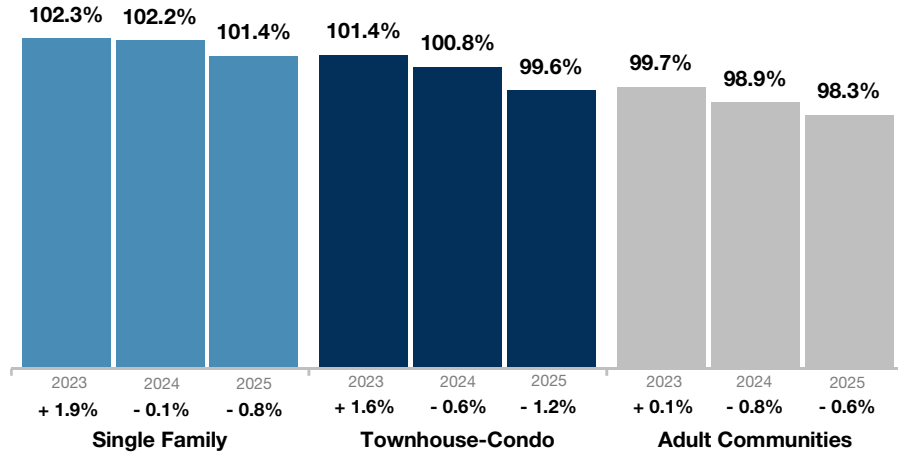
\* Avg. Sales Price for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Percent of List Price Received

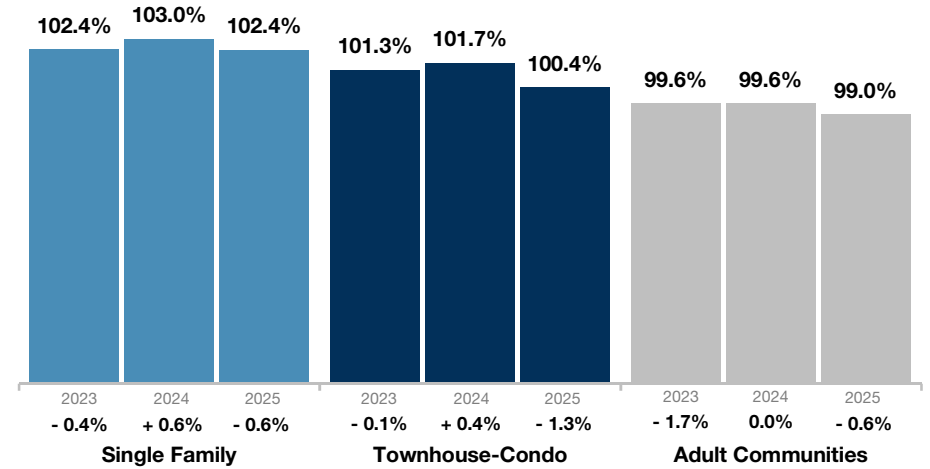


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November

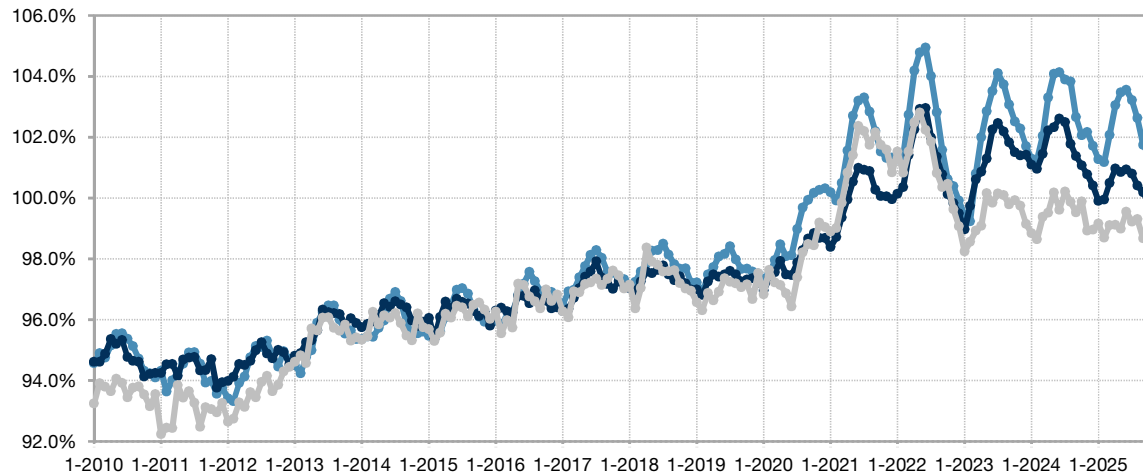


## Year to Date



## Historical Percent of List Price Received 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
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%
<b>November 2025</b>	<b>101.4%</b>	<b>99.6%</b>	<b>98.3%</b>
12-Month Avg.*	102.3%	100.4%	99.0%

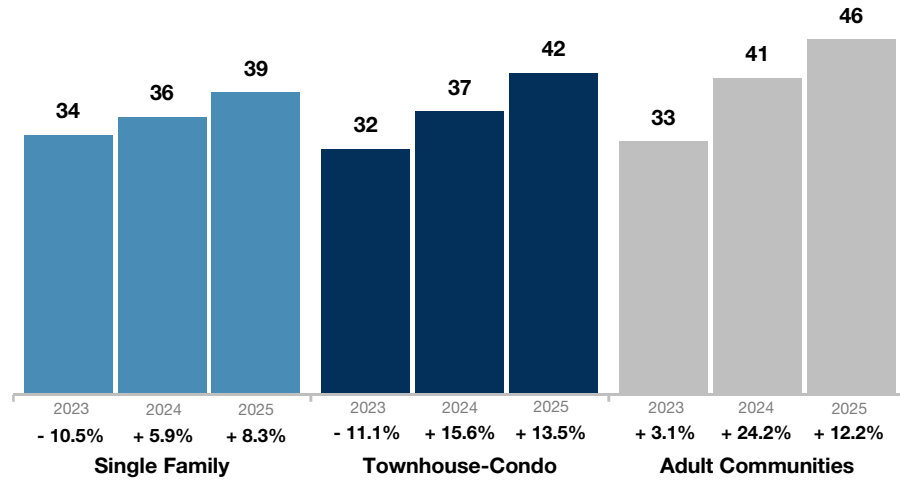
\* Pct. of List Price Received for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Days on Market Until Sale

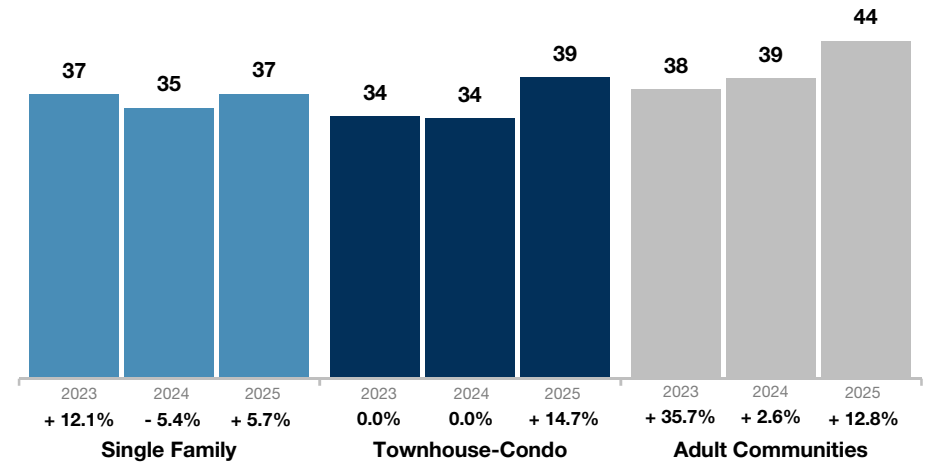
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

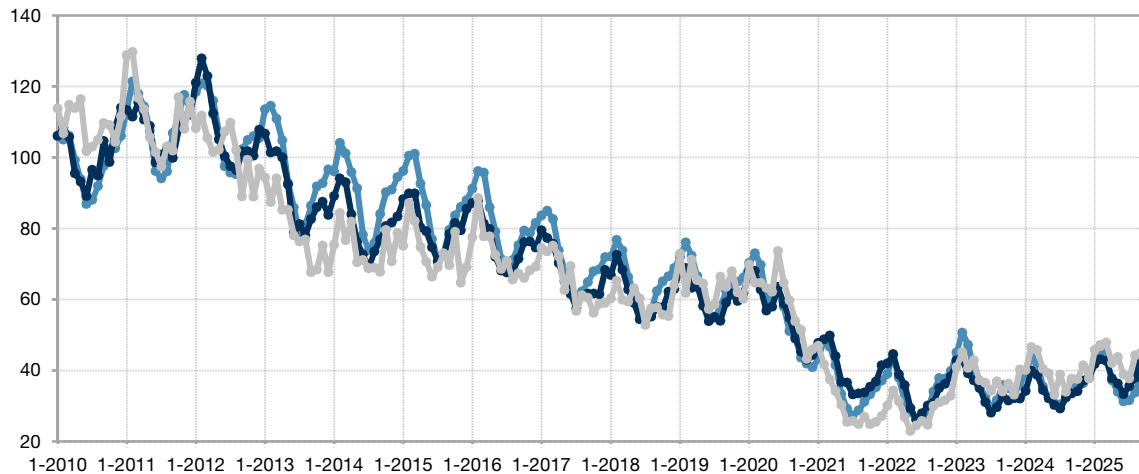


## Year to Date



## 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
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	48
<b>November 2025</b>	<b>39</b>	<b>42</b>	<b>46</b>
12-Month Avg.*	37	39	43

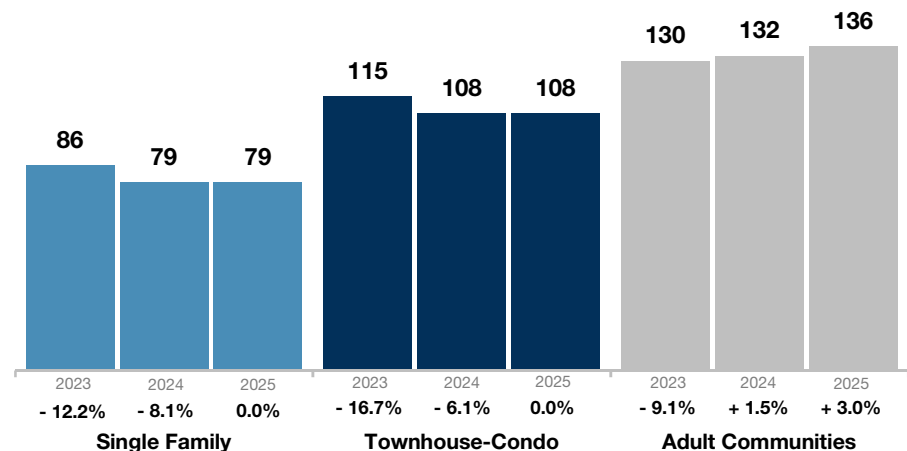
\* Days on Market for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Housing Affordability Index

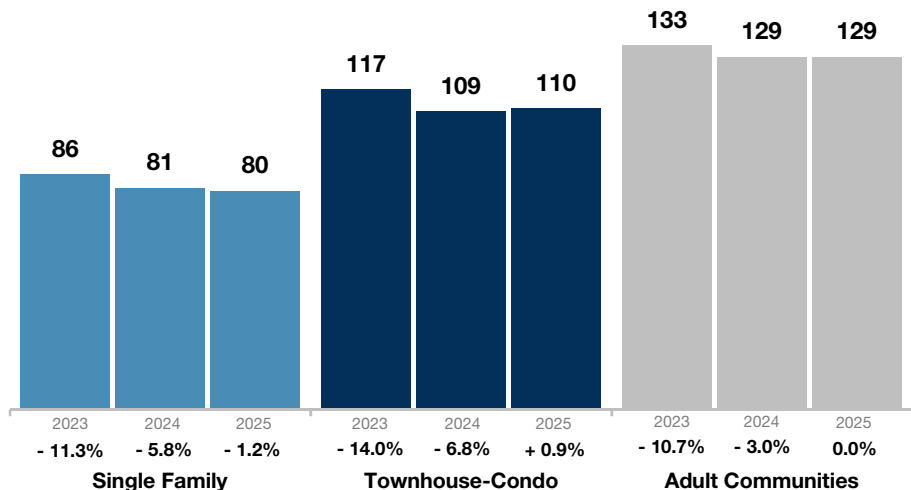


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

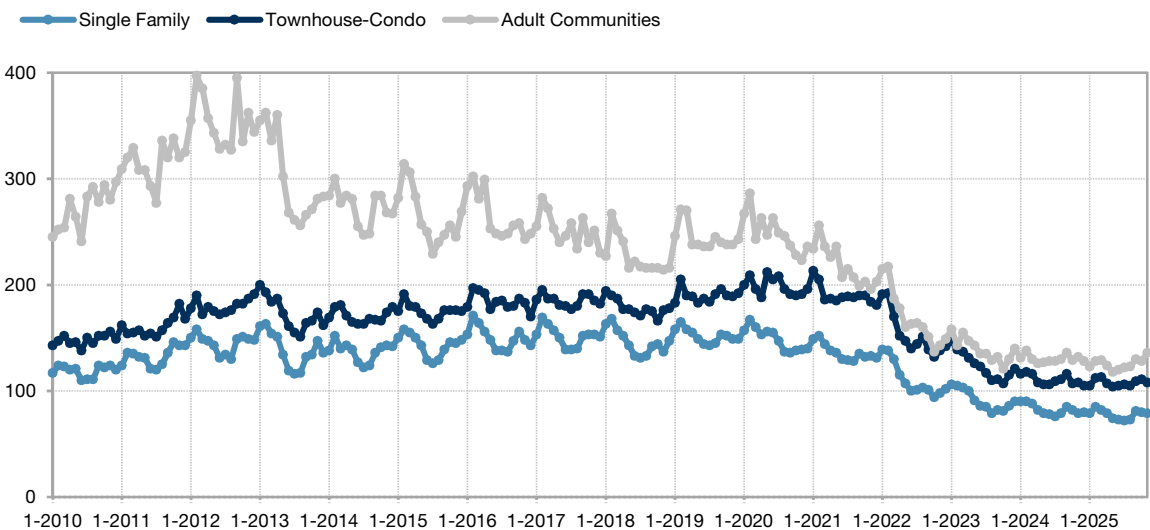
## November



## Year to Date



## Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
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	130
October 2025	80	111	128
November 2025	79	108	136
12-Month Avg.*	78	108	126

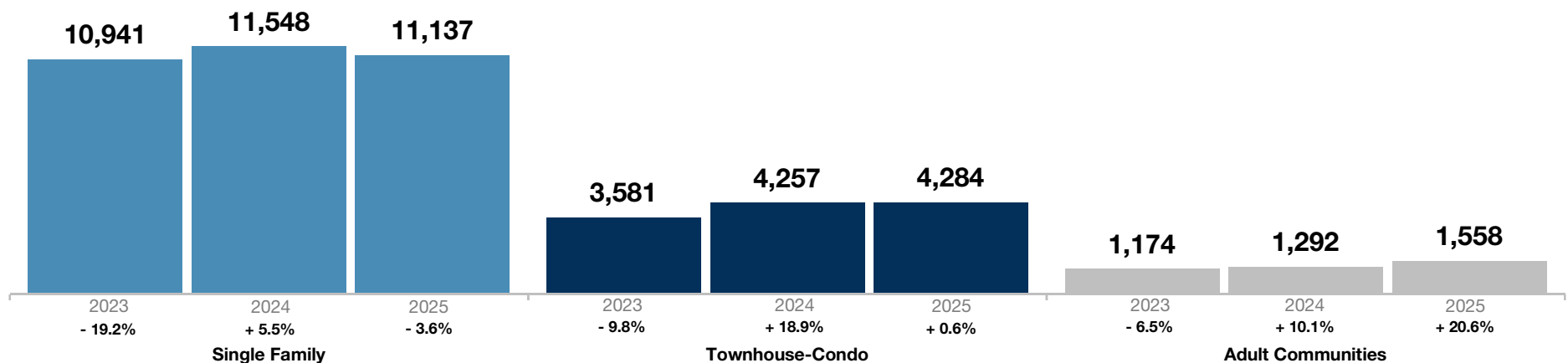
\* Affordability Index for all properties from December 2024 through November 2025. This is not the average of the individual figures above.

# Inventory of Homes for Sale

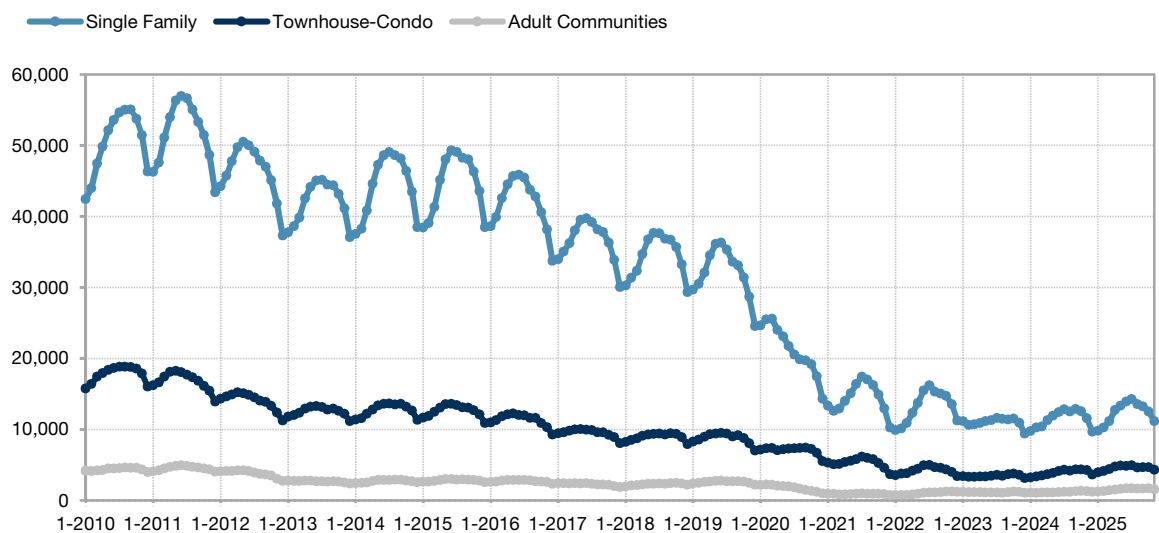
The number of properties available for sale in active status at the end of a given month.



## November



## 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.

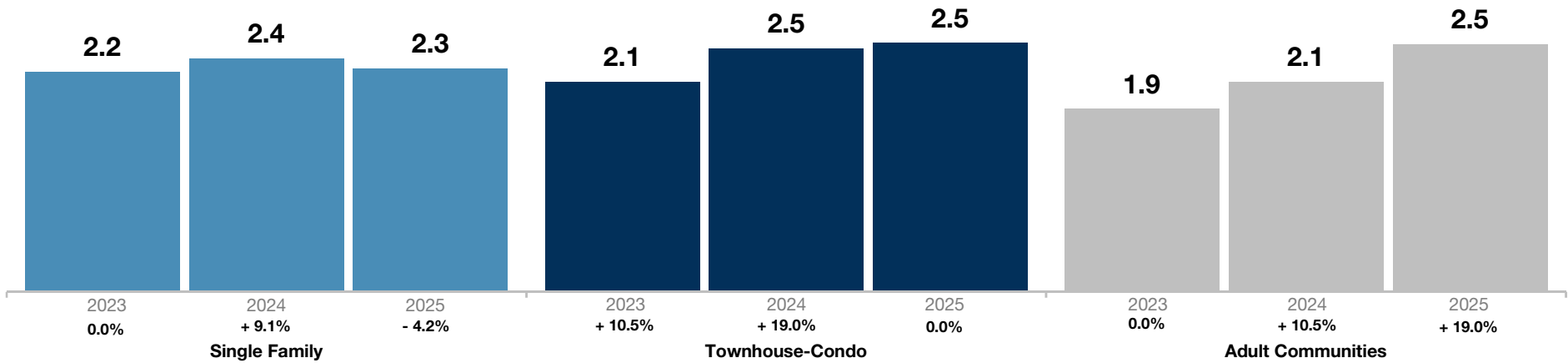
	Single Family	Townhouse-Condo	Adult Communities
December 2024	9,689	3,627	1,173
January 2025	9,801	3,936	1,253
February 2025	10,246	4,108	1,296
March 2025	11,158	4,376	1,427
April 2025	12,754	4,769	1,503
May 2025	13,335	4,874	1,590
June 2025	13,891	4,844	1,708
July 2025	14,273	4,937	1,675
August 2025	13,525	4,620	1,641
September 2025	13,229	4,665	1,663
October 2025	12,509	4,679	1,674
November 2025	11,137	4,284	1,558
12-Month Avg.	12,129	4,477	1,513

# Months Supply of Inventory

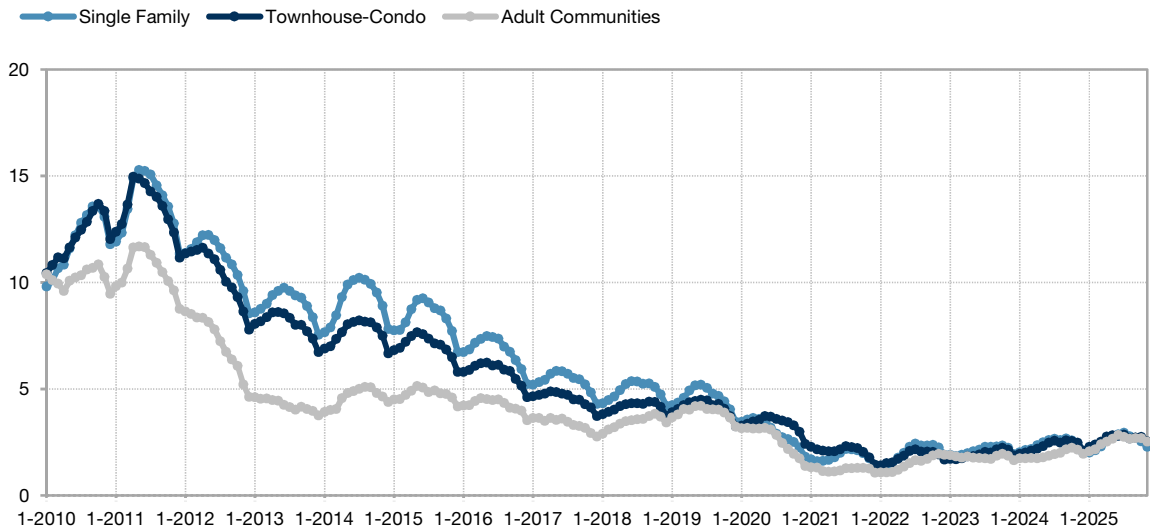


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## November



## Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
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	2.8	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	2.7
September 2025	2.7	2.7	2.7
October 2025	2.5	2.7	2.7
November 2025	2.3	2.5	2.5
12-Month Avg.*	2.5	2.6	2.5

\* Months Supply for all properties from December 2024 through November 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	11-2024	11-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		7,634	6,695	- 12.3%	111,018	113,621	+ 2.3%
Pending Sales		6,439	5,883	- 8.6%	82,205	82,150	- 0.1%
Closed Sales		6,984	6,244	- 10.6%	79,414	79,095	- 0.4%
Median Sales Price		\$505,000	\$535,000	+ 5.9%	\$495,000	\$525,000	+ 6.1%
Avg. Sales Price		\$629,481	\$676,538	+ 7.5%	\$614,387	\$660,364	+ 7.5%
Pct. of List Price Received		101.5%	100.6%	- 0.9%	102.3%	101.6%	- 0.7%
Days on Market		37	41	+ 10.8%	35	38	+ 8.6%
Affordability Index		88	88	0.0%	90	89	- 1.1%
Homes for Sale		17,342	17,214	- 0.7%	--	--	--
Months Supply		2.4	2.4	0.0%	--	--	--