

Monthly Indicators

For residential real estate activity in the state of New Jersey



January 2026

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 7.4 percent to 3,484.
- Townhouse-Condo Closed Sales were down 14.3 percent to 1,120.
- Adult Communities Closed Sales were up 2.5 percent to 458.
- Single Family Median Sales Price increased 1.8 percent to \$575,000.
- Townhouse-Condo Median Sales Price decreased 5.1 percent to \$408,000.
- Adult Communities Median Sales Price decreased 2.1 percent to \$365,000.

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

- 8.4%

+ 5.3%

+ 1.6%

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

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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		4,927	4,826	- 2.0%	4,927	4,826	- 2.0%
Pending Sales		3,580	3,231	- 9.7%	3,580	3,231	- 9.7%
Closed Sales		3,761	3,484	- 7.4%	3,761	3,484	- 7.4%
Median Sales Price		\$565,000	\$575,000	+ 1.8%	\$565,000	\$575,000	+ 1.8%
Avg. Sales Price		\$724,920	\$731,928	+ 1.0%	\$724,920	\$731,928	+ 1.0%
Pct. of List Price Received		101.2%	100.7%	- 0.5%	101.2%	100.7%	- 0.5%
Days on Market		42	45	+ 7.1%	42	45	+ 7.1%
Affordability Index		81	86	+ 6.2%	81	86	+ 6.2%
Homes for Sale		8,962	9,117	+ 1.7%	--	--	--
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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		2,191	2,075	- 5.3%	2,191	2,075	- 5.3%
Pending Sales		1,354	1,158	- 14.5%	1,354	1,158	- 14.5%
Closed Sales		1,307	1,120	- 14.3%	1,307	1,120	- 14.3%
Median Sales Price		\$430,000	\$408,000	- 5.1%	\$430,000	\$408,000	- 5.1%
Avg. Sales Price		\$538,651	\$522,917	- 2.9%	\$538,651	\$522,917	- 2.9%
Pct. of List Price Received		99.9%	99.6%	- 0.3%	99.9%	99.6%	- 0.3%
Days on Market		42	44	+ 4.8%	42	44	+ 4.8%
Affordability Index		107	121	+ 13.1%	107	121	+ 13.1%
Homes for Sale		3,604	3,941	+ 9.4%	--	--	--
Months Supply		2.2	2.5	+ 13.6%	--	--	--

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.

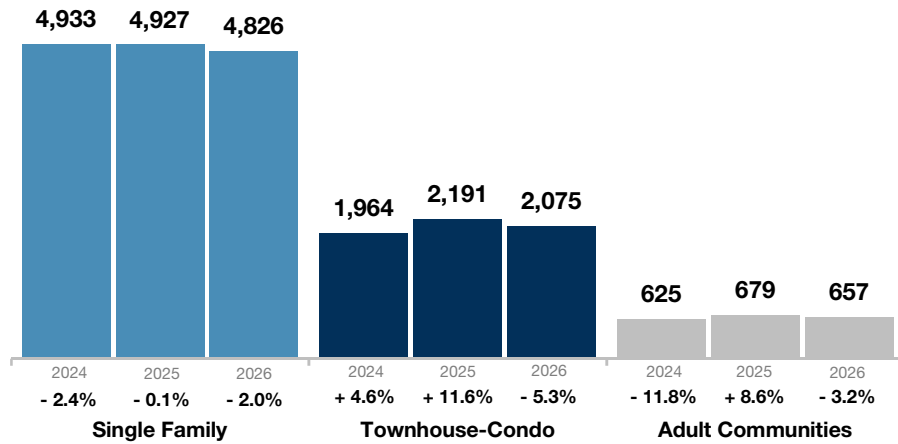
Key Metrics	Historical Sparklines	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		679	657	- 3.2%	679	657	- 3.2%
Pending Sales		478	450	- 5.9%	478	450	- 5.9%
Closed Sales		447	458	+ 2.5%	447	458	+ 2.5%
Median Sales Price		\$373,000	\$365,000	- 2.1%	\$373,000	\$365,000	- 2.1%
Avg. Sales Price		\$403,878	\$394,205	- 2.4%	\$403,878	\$394,205	- 2.4%
Pct. of List Price Received		99.1%	98.3%	- 0.8%	99.1%	98.3%	- 0.8%
Days on Market		45	56	+ 24.4%	45	56	+ 24.4%
Affordability Index		125	137	+ 9.6%	125	137	+ 9.6%
Homes for Sale		1,196	1,402	+ 17.2%	--	--	--
Months Supply		2.1	2.4	+ 14.3%	--	--	--

New Listings

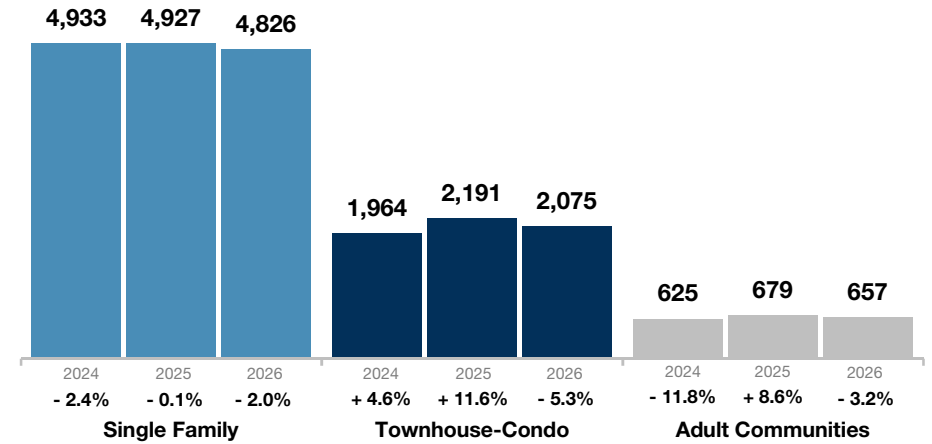
A count of the properties that have been newly listed on the market in a given month.



January

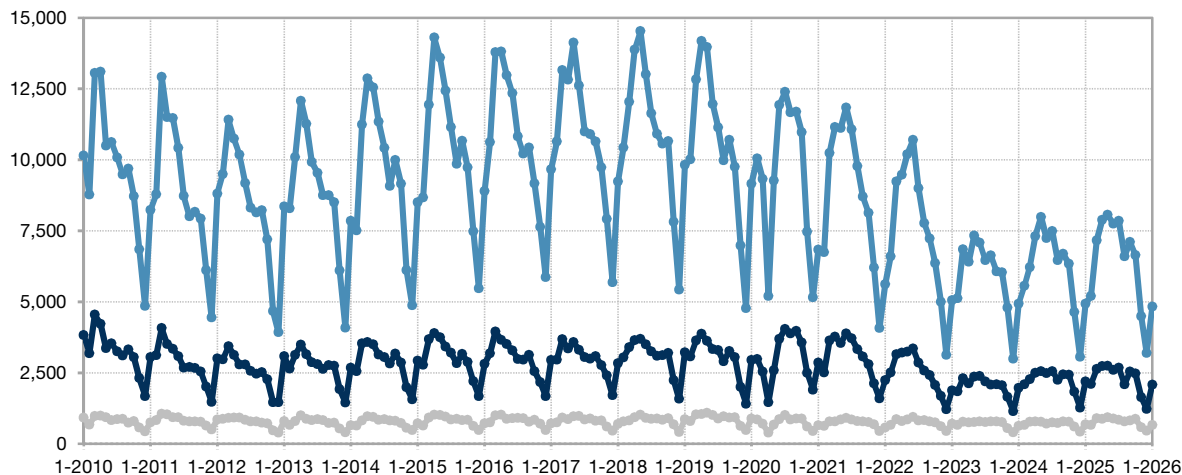


Year to Date



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.

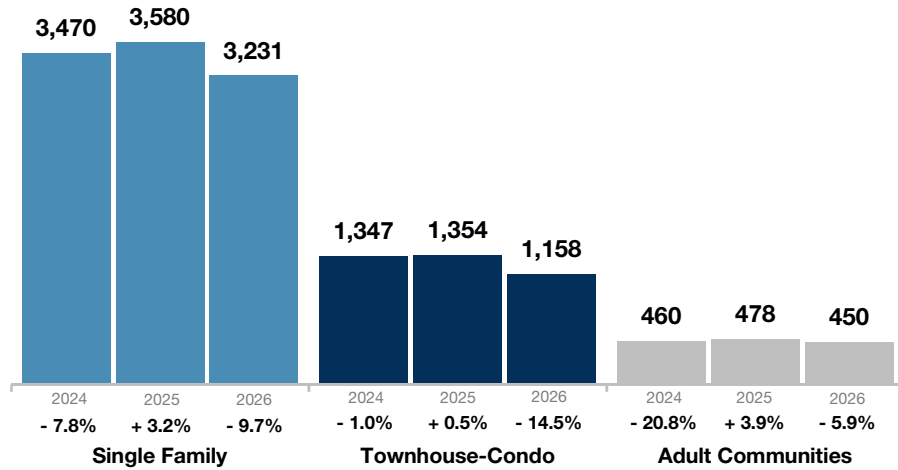
	Single Family	Townhouse-Condo	Adult Communities
February 2025	5,206	2,105	664
March 2025	7,160	2,631	893
April 2025	7,878	2,735	867
May 2025	8,062	2,740	930
June 2025	7,752	2,595	888
July 2025	7,850	2,675	840
August 2025	6,593	2,085	781
September 2025	7,101	2,539	813
October 2025	6,649	2,471	870
November 2025	4,489	1,642	581
December 2025	3,189	1,220	460
January 2026	4,826	2,075	657
12-Month Avg.	6,396	2,293	770

Pending Sales

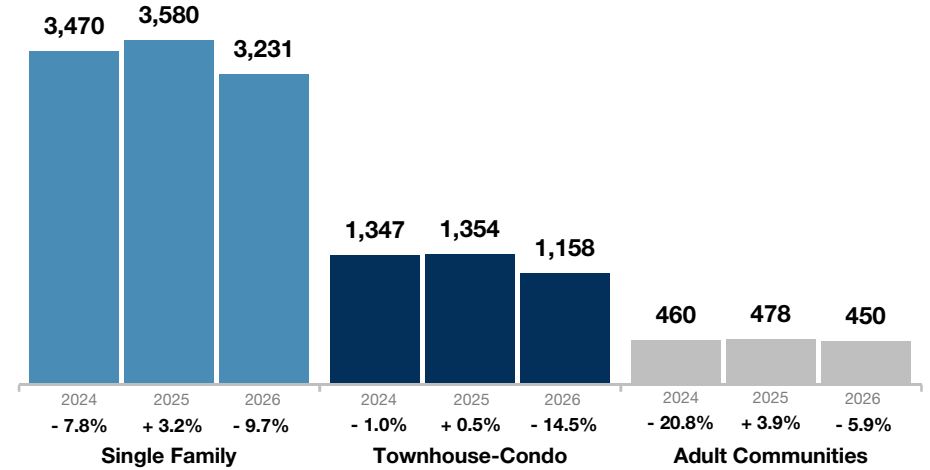
A count of the properties on which offers have been accepted in a given month.



January

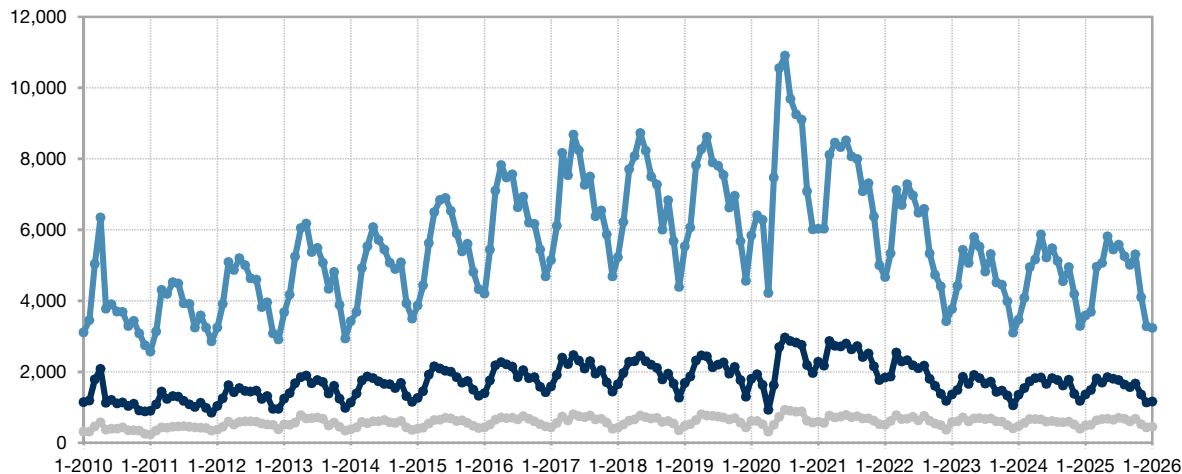


Year to Date



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.

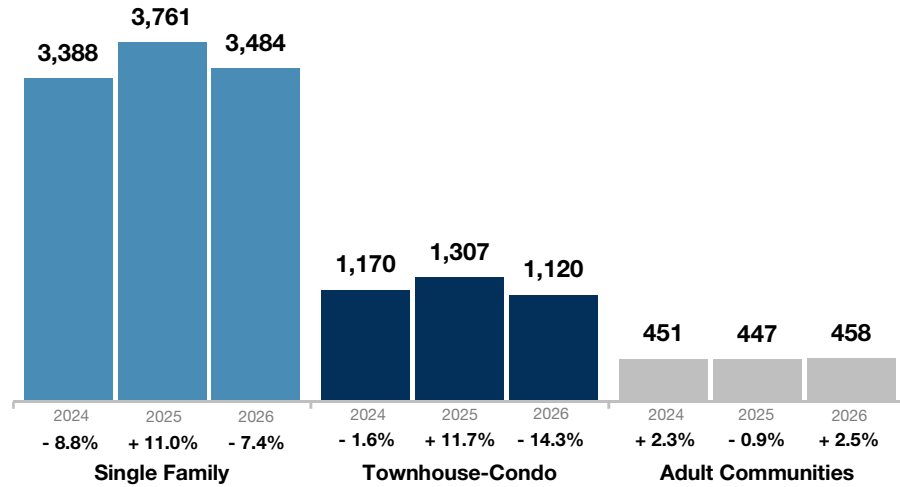
	Single Family	Townhouse-Condo	Adult Communities
February 2025	3,685	1,487	500
March 2025	4,958	1,808	629
April 2025	5,063	1,686	659
May 2025	5,807	1,843	669
June 2025	5,443	1,797	644
July 2025	5,577	1,765	694
August 2025	5,251	1,638	668
September 2025	5,005	1,565	598
October 2025	5,308	1,667	675
November 2025	4,094	1,352	522
December 2025	3,273	1,128	428
January 2026	3,231	1,158	450
12-Month Avg.	4,725	1,575	595

Closed Sales

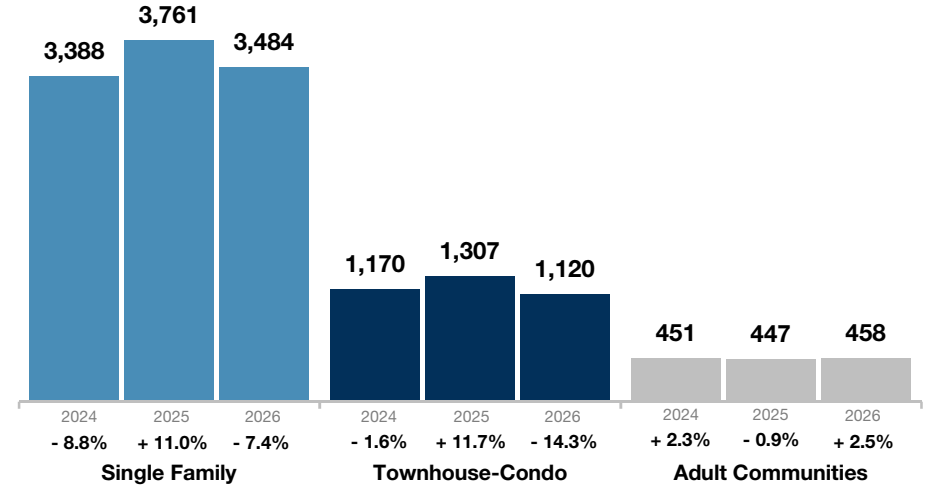
A count of the actual sales that closed in a given month.



January

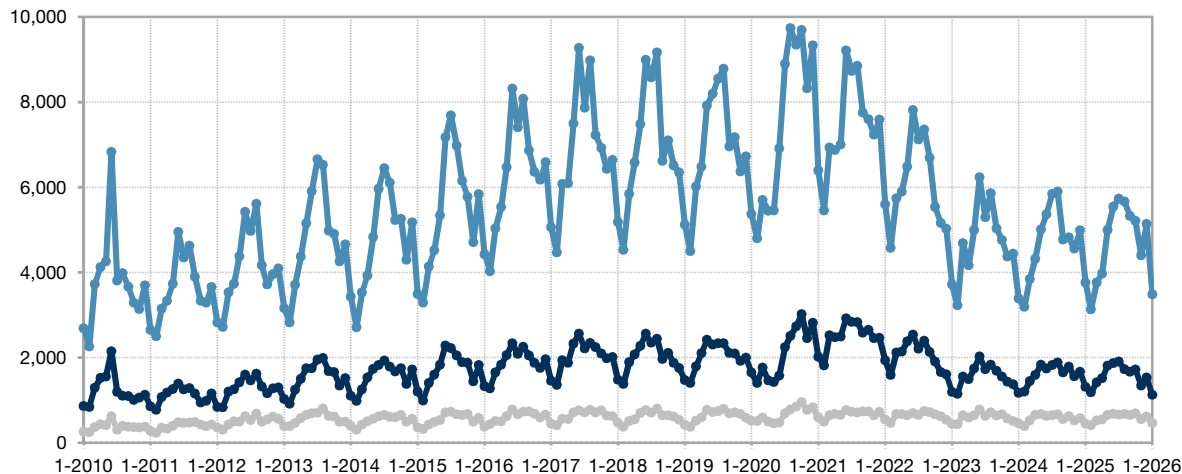


Year to Date



Historical Closed Sales by Month

Single Family Townhouse-Condo Adult Communities



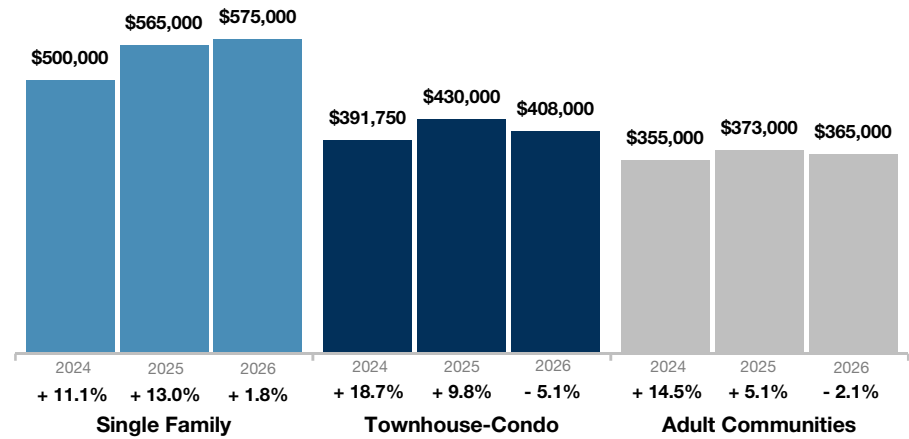
	Single Family	Townhouse-Condo	Adult Communities
February 2025	3,126	1,181	410
March 2025	3,759	1,418	519
April 2025	3,969	1,517	543
May 2025	4,992	1,808	651
June 2025	5,539	1,863	683
July 2025	5,728	1,907	659
August 2025	5,664	1,727	670
September 2025	5,321	1,663	651
October 2025	5,211	1,718	687
November 2025	4,401	1,342	555
December 2025	5,134	1,531	609
January 2026	3,484	1,120	458
12-Month Avg.	4,694	1,566	591

Median Sales Price

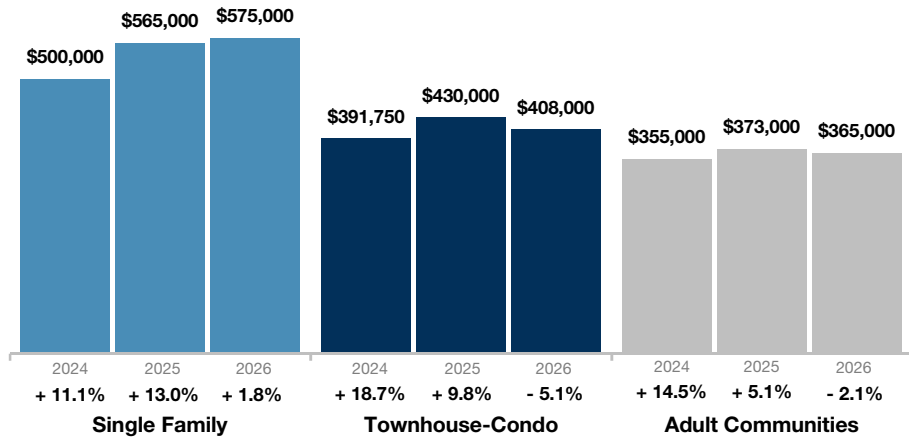


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

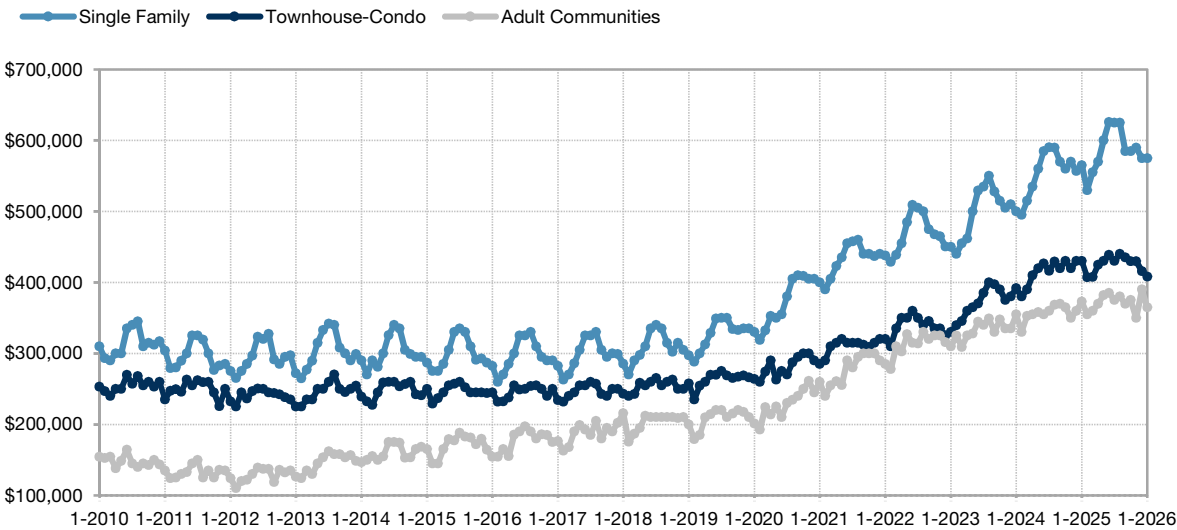
January



Year to Date



Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
February 2025	\$530,000	\$407,333	\$355,000
March 2025	\$555,000	\$407,745	\$360,000
April 2025	\$570,000	\$425,000	\$370,000
May 2025	\$600,000	\$430,000	\$382,000
June 2025	\$626,000	\$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	\$416,000	\$389,900
January 2026	\$575,000	\$408,000	\$365,000
12-Month Med.*	\$590,000	\$425,000	\$375,000

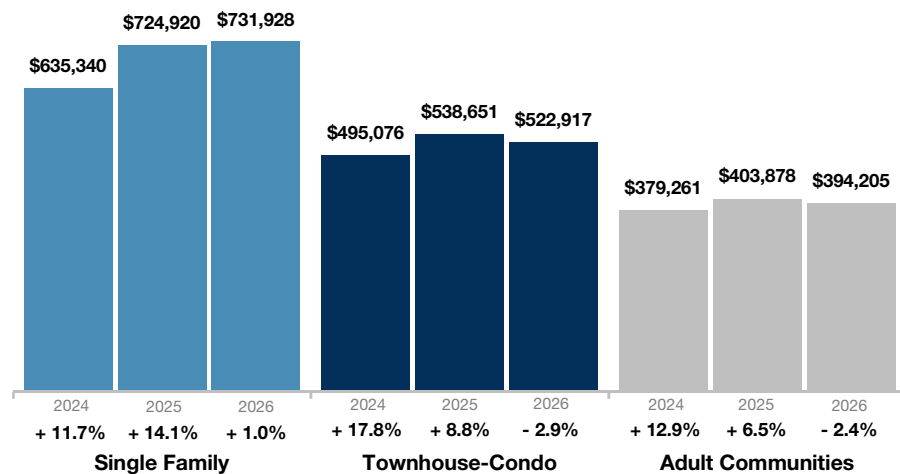
* Median Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Average Sales Price

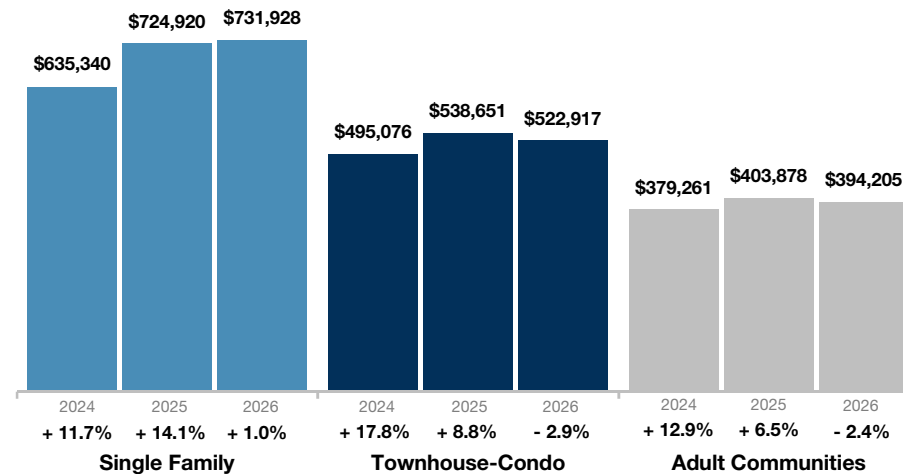
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

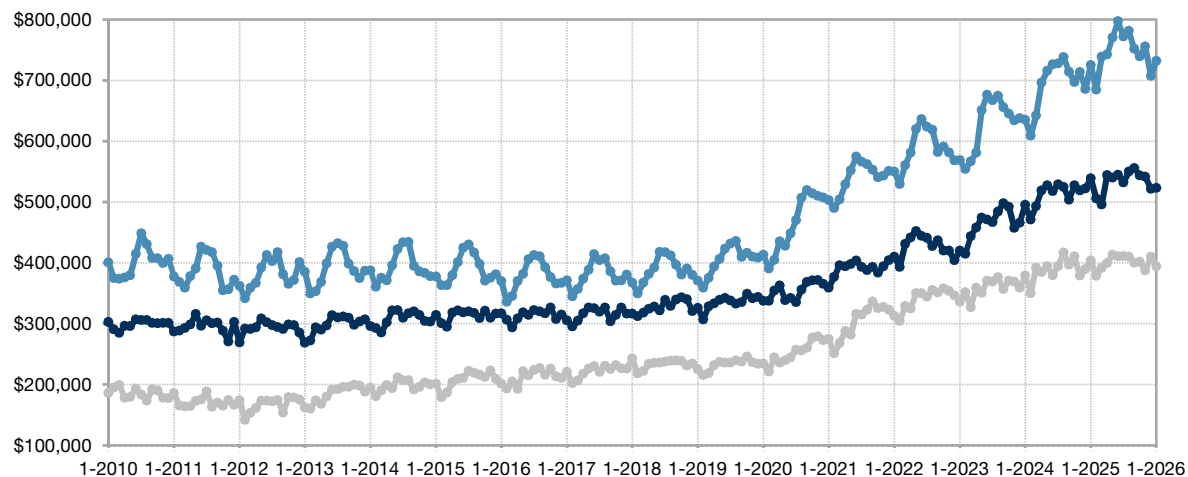


Year to Date



Historical Average Sales Price 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
February 2025	\$684,563	\$505,545	\$378,238
March 2025	\$738,955	\$495,760	\$391,787
April 2025	\$742,359	\$544,326	\$399,436
May 2025	\$770,369	\$539,782	\$413,416
June 2025	\$797,335	\$544,755	\$410,492
July 2025	\$771,993	\$531,872	\$410,894
August 2025	\$781,493	\$549,806	\$409,969
September 2025	\$751,865	\$555,926	\$400,259
October 2025	\$739,581	\$543,821	\$401,646
November 2025	\$755,461	\$541,548	\$387,448
December 2025	\$707,425	\$521,515	\$410,109
January 2026	\$731,928	\$522,917	\$394,205
12-Month Avg.*	\$751,600	\$534,713	\$401,993

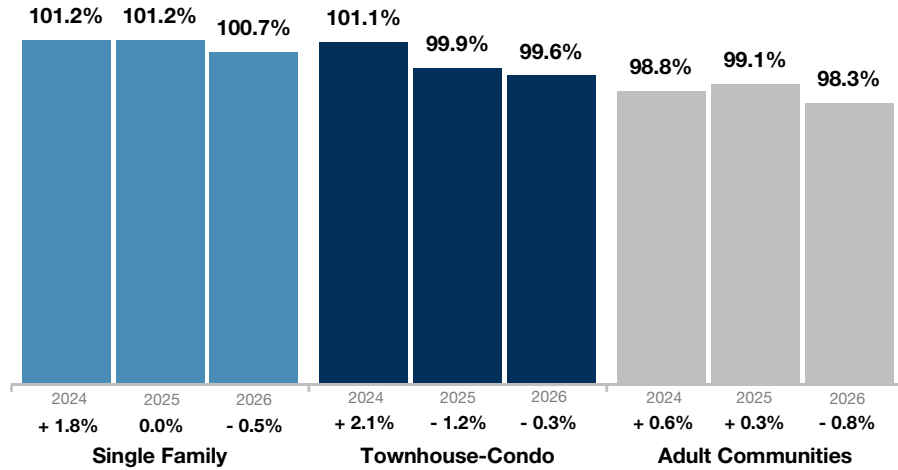
* Avg. Sales Price for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Percent of List Price Received

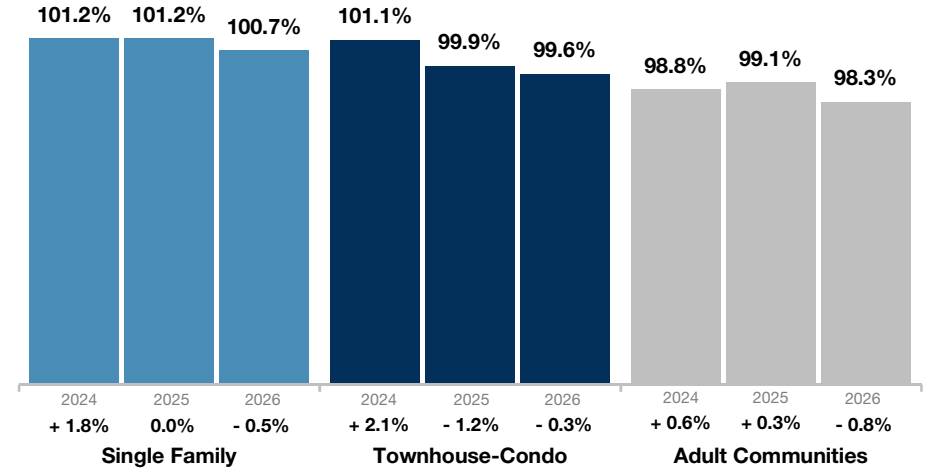


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

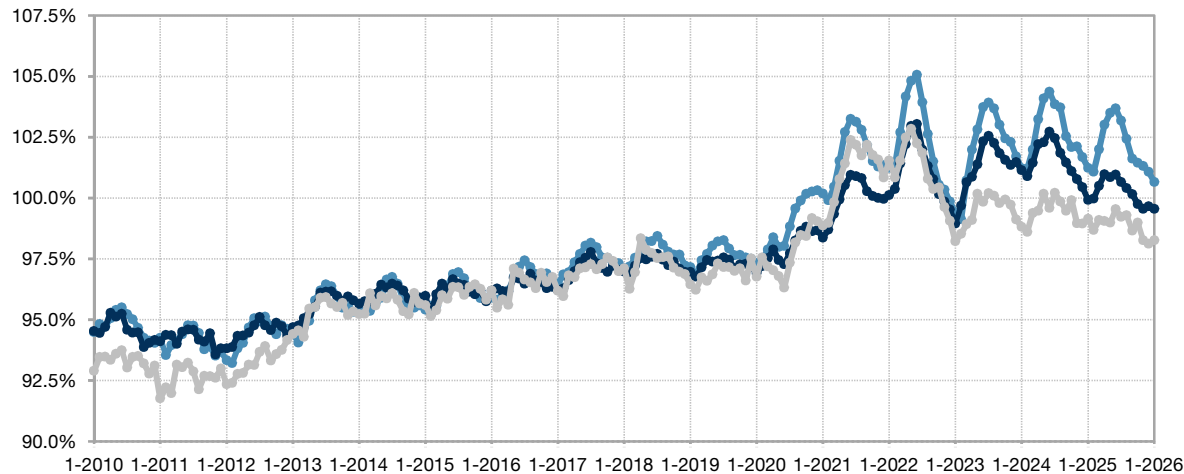


Year to Date



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
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%
January 2026	100.7%	99.6%	98.3%
12-Month Avg.*	102.2%	100.3%	98.9%

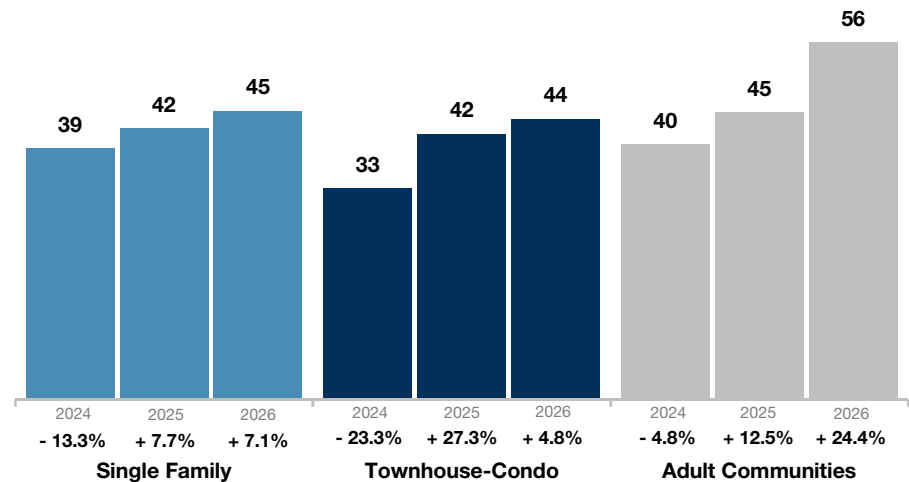
* Pct. of List Price Received for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Days on Market Until Sale

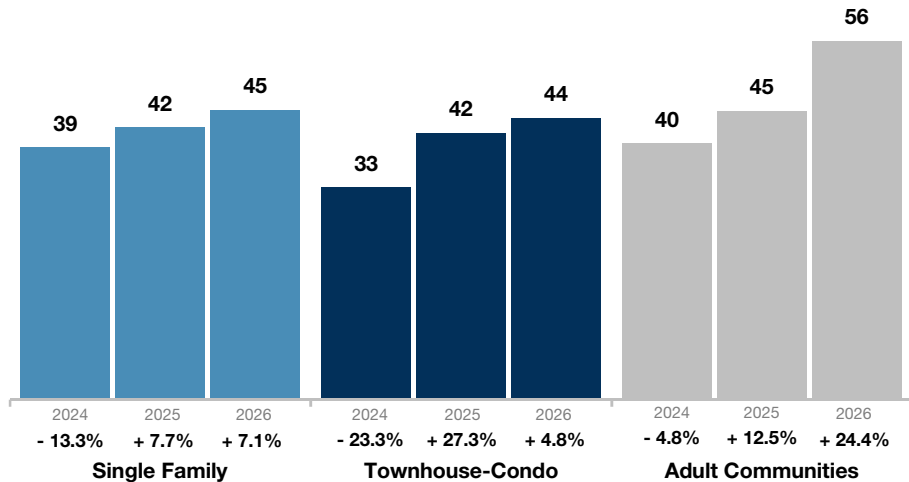


Average number of days between when a property is listed and when an offer is accepted in a given month.

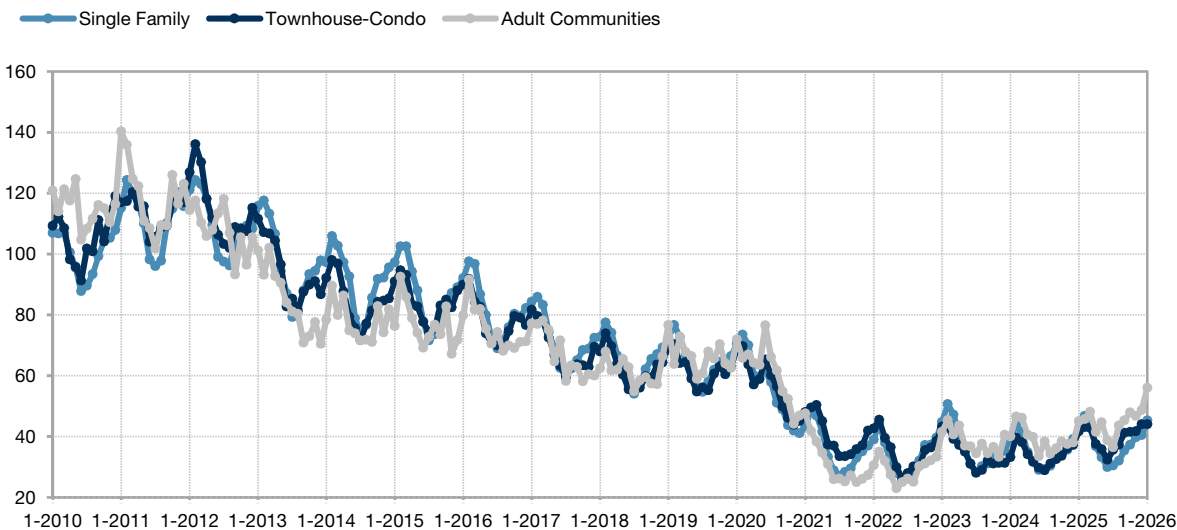
January



Year to Date



Historical Days on Market Until Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
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
January 2026	45	44	56
12-Month Avg.*	37	39	45

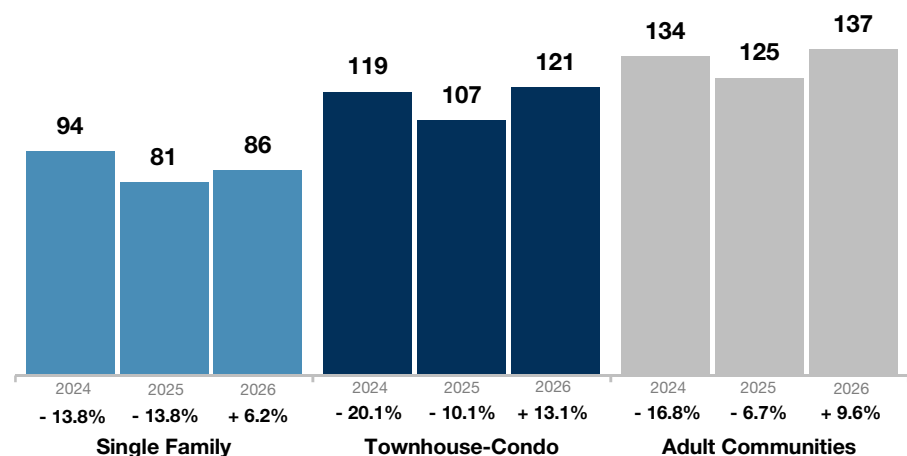
* Days on Market for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Housing Affordability Index

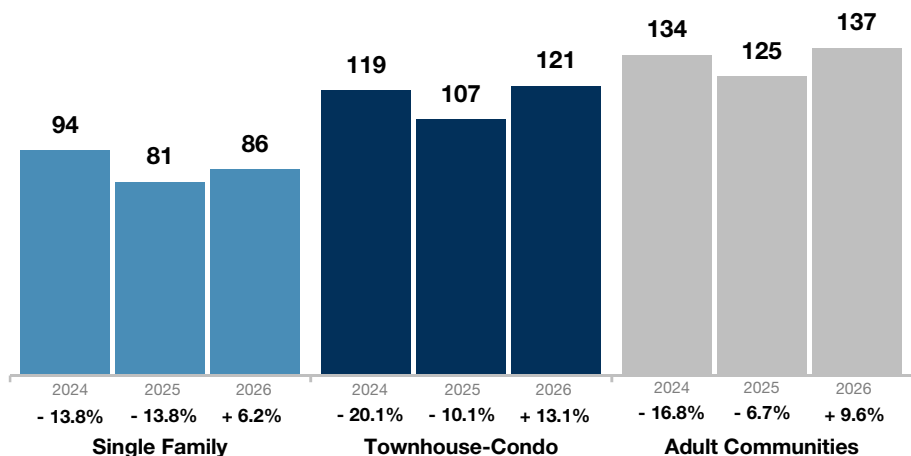


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

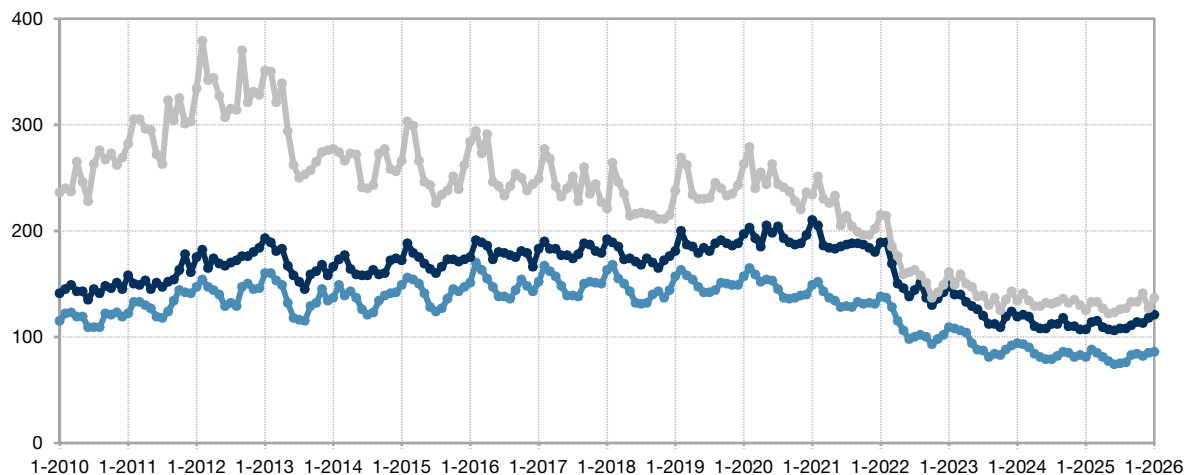


Year to Date



Historical Housing Affordability Index 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
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
January 2026	86	121	137
12-Month Avg.*	81	112	130

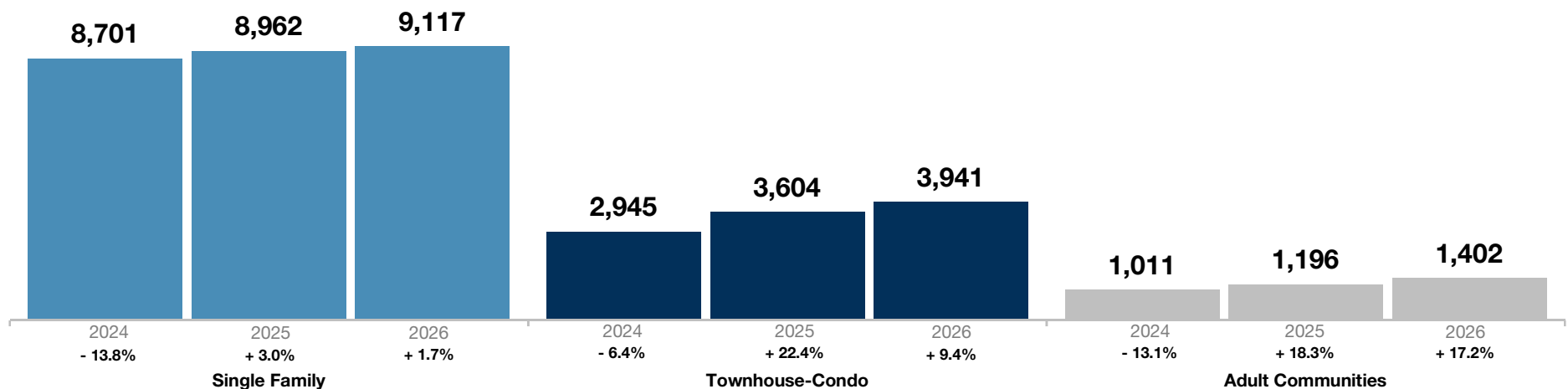
* Affordability Index for all properties from February 2025 through January 2026. This is not the average of the individual figures above.

Inventory of Homes for Sale

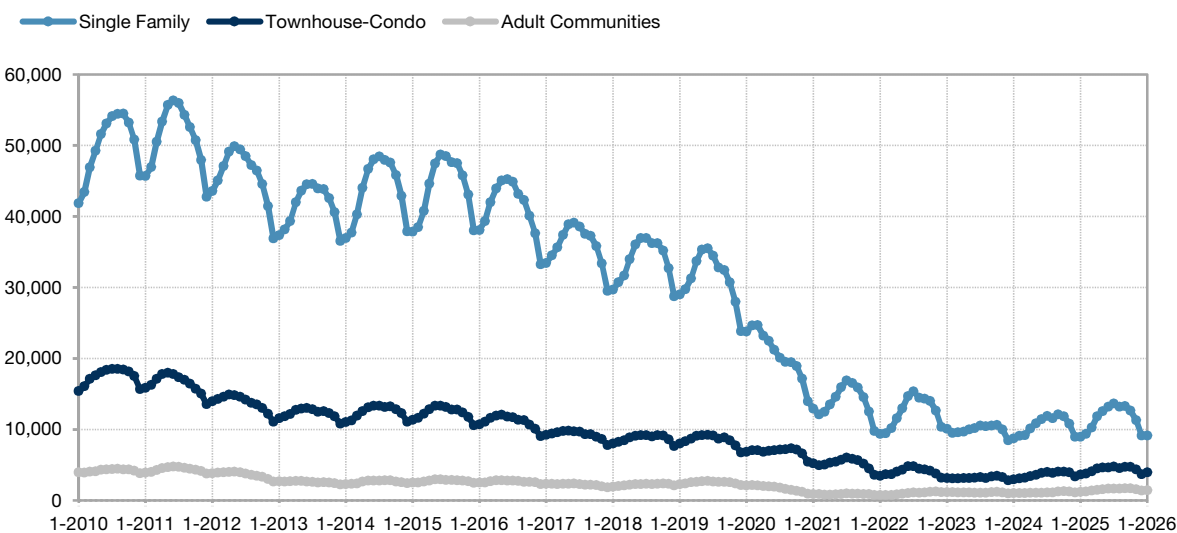
The number of properties available for sale in active status at the end of a given month.



January



Historical Inventory of Homes for Sale by Month



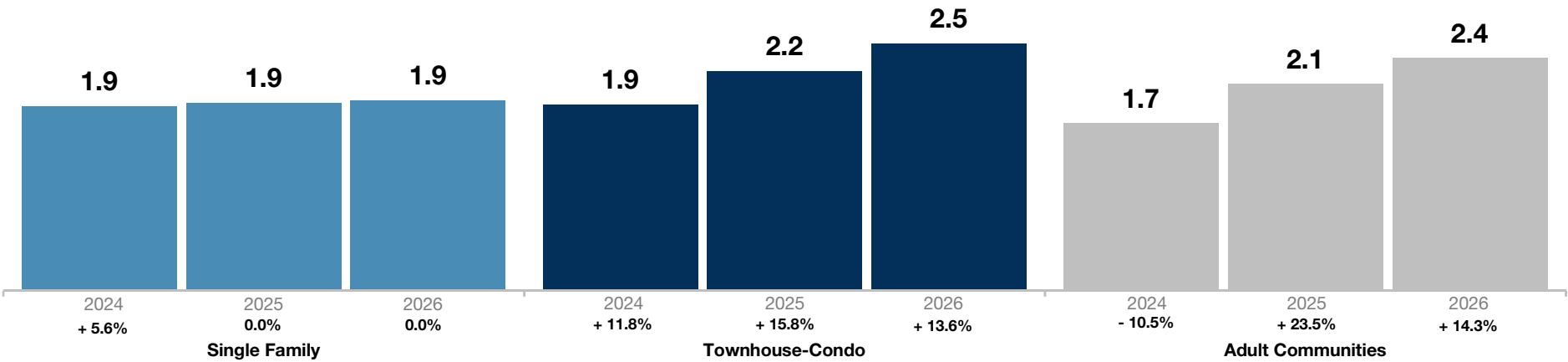
	Single Family	Townhouse-Condo	Adult Communities
February 2025	9,366	3,774	1,237
March 2025	10,254	4,064	1,373
April 2025	11,825	4,495	1,460
May 2025	12,541	4,623	1,558
June 2025	13,187	4,621	1,664
July 2025	13,633	4,746	1,661
August 2025	13,166	4,505	1,640
September 2025	13,263	4,688	1,681
October 2025	12,655	4,717	1,694
November 2025	11,271	4,325	1,558
December 2025	9,116	3,681	1,365
January 2026	9,117	3,941	1,402
12-Month Avg.	11,616	4,348	1,524

Months Supply of Inventory

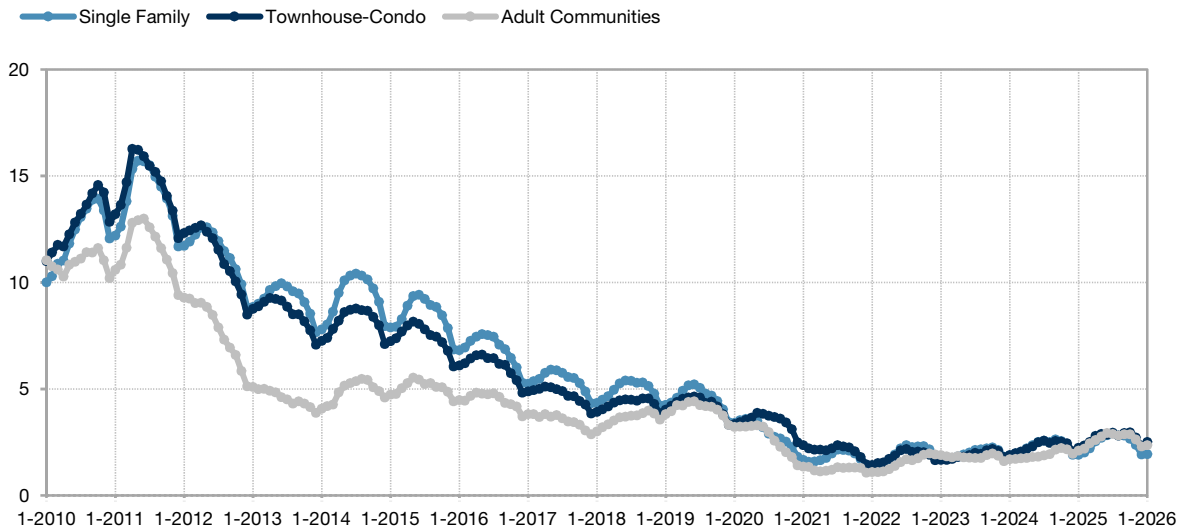


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

January



Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
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
January 2026	1.9	2.5	2.4
12-Month Avg.*	2.5	2.7	2.6

* Months Supply for all properties from February 2025 through January 2026. 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	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		7,860	7,619	- 3.1%	7,860	7,619	- 3.1%
Pending Sales		5,458	4,868	- 10.8%	5,458	4,868	- 10.8%
Closed Sales		5,555	5,090	- 8.4%	5,555	5,090	- 8.4%
Median Sales Price		\$509,000	\$517,250	+ 1.6%	\$509,000	\$517,250	+ 1.6%
Avg. Sales Price		\$651,868	\$653,321	+ 0.2%	\$651,868	\$653,321	+ 0.2%
Pct. of List Price Received		100.7%	100.2%	- 0.5%	100.7%	100.2%	- 0.5%
Days on Market		43	46	+ 7.0%	43	46	+ 7.0%
Affordability Index		90	95	+ 5.6%	90	95	+ 5.6%
Homes for Sale		13,979	14,717	+ 5.3%	--	--	--
Months Supply		2.0	2.1	+ 5.0%	--	--	--