

# Monthly Indicators

For residential real estate activity in the state of New Jersey



## March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

- Single Family Closed Sales were down 2.2 percent to 3,705.
- Townhouse-Condo Closed Sales were down 8.7 percent to 1,308.
- Adult Communities Closed Sales were down 1.0 percent to 514.
  
- Single Family Median Sales Price increased 2.7 percent to \$570,000.
- Townhouse-Condo Median Sales Price increased 1.7 percent to \$416,500.
- Adult Communities Median Sales Price decreased 0.1 percent to \$359,740.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

## Monthly Snapshot

**- 3.8%**

**+ 2.6%**

**+ 2.0%**

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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		7,161	<b>7,046</b>	- 1.6%	17,297	<b>16,303</b>	- 5.7%
<b>Pending Sales</b>		4,952	<b>4,470</b>	- 9.7%	12,217	<b>11,300</b>	- 7.5%
<b>Closed Sales</b>		3,790	<b>3,705</b>	- 2.2%	10,677	<b>10,163</b>	- 4.8%
<b>Median Sales Price</b>		\$555,000	<b>\$570,000</b>	+ 2.7%	\$550,000	<b>\$565,000</b>	+ 2.7%
<b>Avg. Sales Price</b>		\$738,144	<b>\$717,532</b>	- 2.8%	\$717,864	<b>\$719,745</b>	+ 0.3%
<b>Pct. of List Price Received</b>		102.0%	<b>101.6%</b>	- 0.4%	101.5%	<b>100.9%</b>	- 0.6%
<b>Days on Market</b>		43	<b>47</b>	+ 9.3%	44	<b>47</b>	+ 6.8%
<b>Affordability Index</b>		85	<b>84</b>	- 1.2%	85	<b>85</b>	0.0%
<b>Homes for Sale</b>		10,285	<b>10,155</b>	- 1.3%	--	--	--
<b>Months Supply</b>		2.2	<b>2.2</b>	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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		2,631	<b>2,689</b>	+ 2.2%	6,925	<b>6,651</b>	- 4.0%
<b>Pending Sales</b>		1,804	<b>1,631</b>	- 9.6%	4,643	<b>4,140</b>	- 10.8%
<b>Closed Sales</b>		1,432	<b>1,308</b>	- 8.7%	3,921	<b>3,483</b>	- 11.2%
<b>Median Sales Price</b>		\$409,500	<b>\$416,500</b>	+ 1.7%	\$415,000	<b>\$415,000</b>	0.0%
<b>Avg. Sales Price</b>		\$495,715	<b>\$533,833</b>	+ 7.7%	\$512,956	<b>\$532,850</b>	+ 3.9%
<b>Pct. of List Price Received</b>		100.5%	<b>100.0%</b>	- 0.5%	100.2%	<b>99.6%</b>	- 0.6%
<b>Days on Market</b>		43	<b>45</b>	+ 4.7%	42	<b>46</b>	+ 9.5%
<b>Affordability Index</b>		115	<b>116</b>	+ 0.9%	113	<b>116</b>	+ 2.7%
<b>Homes for Sale</b>		4,068	<b>4,419</b>	+ 8.6%	--	<b>--</b>	--
<b>Months Supply</b>		2.5	<b>2.9</b>	+ 16.0%	--	<b>--</b>	--

# 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.

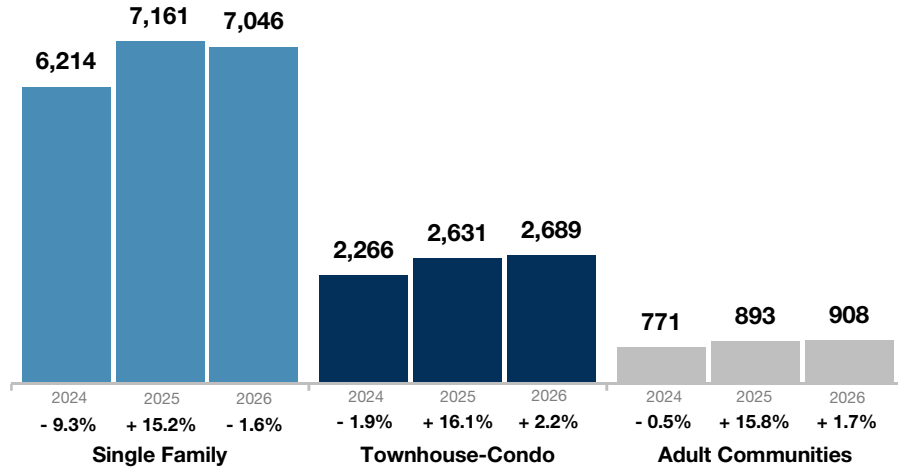
Key Metrics	Historical Sparklines	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		893	<b>908</b>	+ 1.7%	2,236	<b>2,163</b>	- 3.3%
<b>Pending Sales</b>		627	<b>616</b>	- 1.8%	1,605	<b>1,512</b>	- 5.8%
<b>Closed Sales</b>		519	<b>514</b>	- 1.0%	1,376	<b>1,354</b>	- 1.6%
<b>Median Sales Price</b>		\$359,950	<b>\$359,740</b>	- 0.1%	\$360,000	<b>\$365,000</b>	+ 1.4%
<b>Avg. Sales Price</b>		\$391,724	<b>\$381,834</b>	- 2.5%	\$391,655	<b>\$389,349</b>	- 0.6%
<b>Pct. of List Price Received</b>		99.1%	<b>98.2%</b>	- 0.9%	99.0%	<b>98.2%</b>	- 0.8%
<b>Days on Market</b>		48	<b>58</b>	+ 20.8%	46	<b>56</b>	+ 21.7%
<b>Affordability Index</b>		133	<b>136</b>	+ 2.3%	133	<b>134</b>	+ 0.8%
<b>Homes for Sale</b>		1,376	<b>1,567</b>	+ 13.9%	--	<b>--</b>	--
<b>Months Supply</b>		2.4	<b>2.7</b>	+ 12.5%	--	<b>--</b>	--

# New Listings

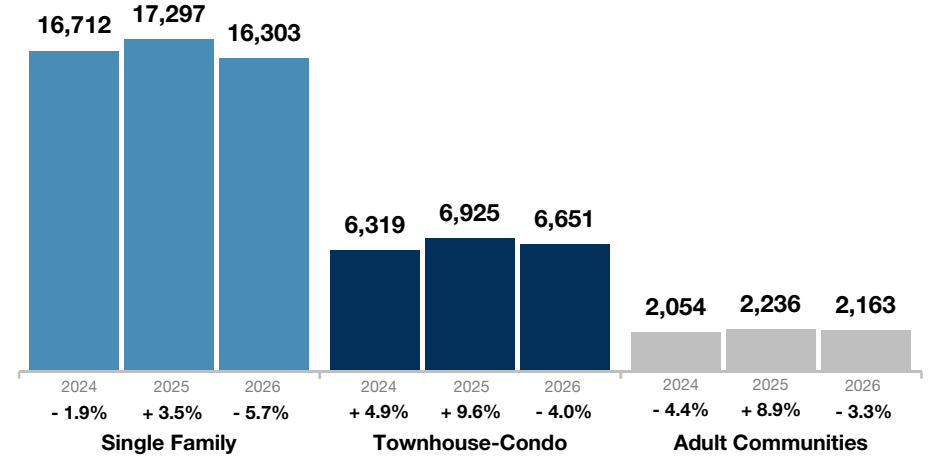


A count of the properties that have been newly listed on the market in a given month.

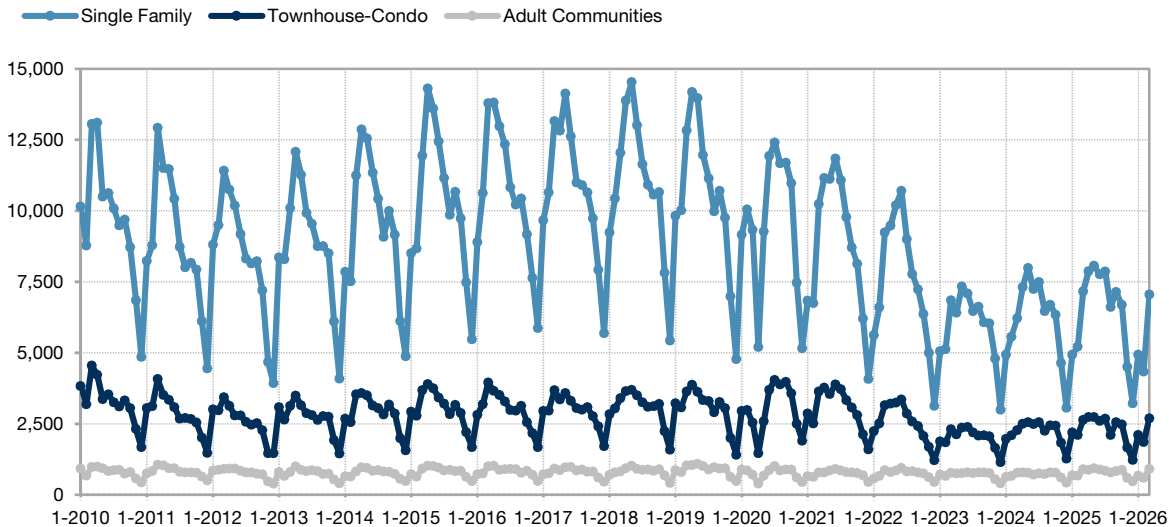
## March



## Year to Date



## Historical New Listings by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2025	7,875	2,734	868
May 2025	8,065	2,738	928
June 2025	7,755	2,594	888
July 2025	7,860	2,673	839
August 2025	6,610	2,096	784
September 2025	7,144	2,549	827
October 2025	6,689	2,476	874
November 2025	4,507	1,661	589
December 2025	3,219	1,224	465
January 2026	4,926	2,104	667
February 2026	4,331	1,858	588
<b>March 2026</b>	<b>7,046</b>	<b>2,689</b>	<b>908</b>
12-Month Avg.	6,336	2,283	769

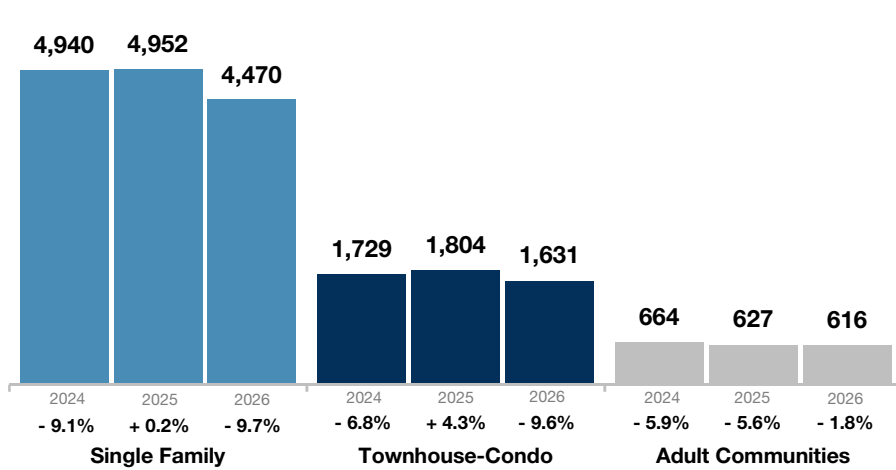
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Pending Sales

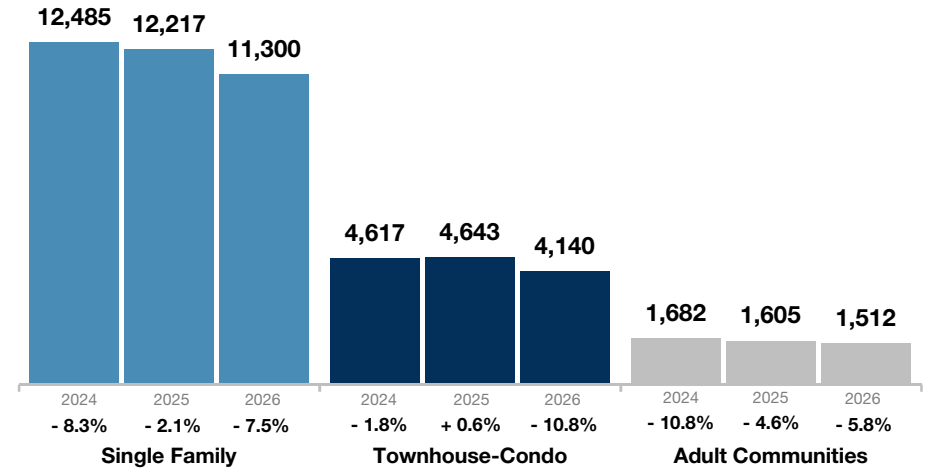


A count of the properties on which offers have been accepted in a given month.

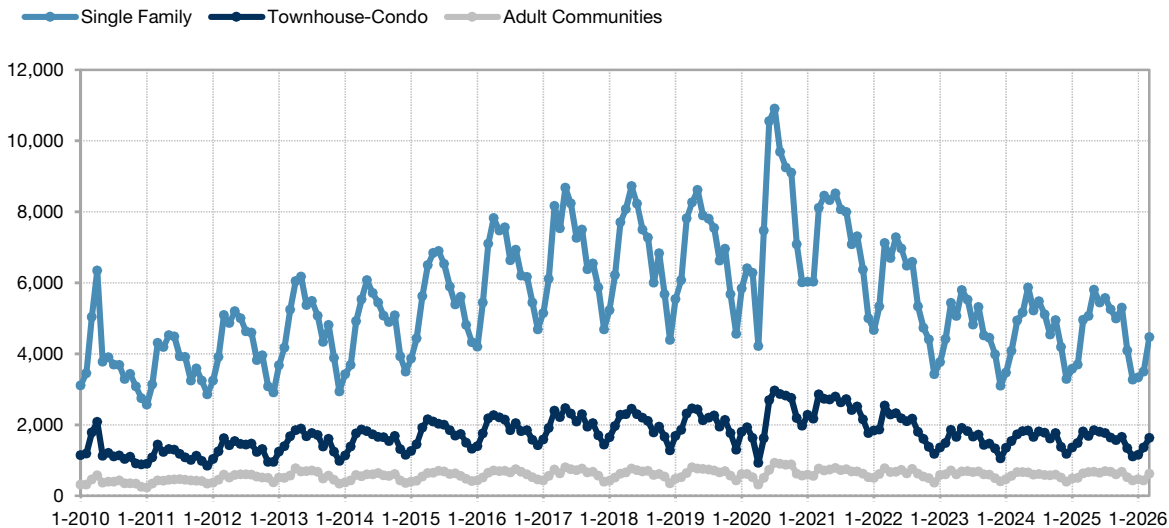
## March



## Year to Date



## Historical Pending Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2025	5,062	1,682	660
May 2025	5,805	1,841	669
June 2025	5,438	1,795	644
July 2025	5,567	1,761	693
August 2025	5,250	1,635	667
September 2025	4,992	1,563	599
October 2025	5,293	1,657	674
November 2025	4,090	1,341	520
December 2025	3,266	1,107	428
January 2026	3,334	1,151	465
February 2026	3,496	1,358	431
<b>March 2026</b>	<b>4,470</b>	<b>1,631</b>	<b>616</b>
12-Month Avg.	4,672	1,544	589

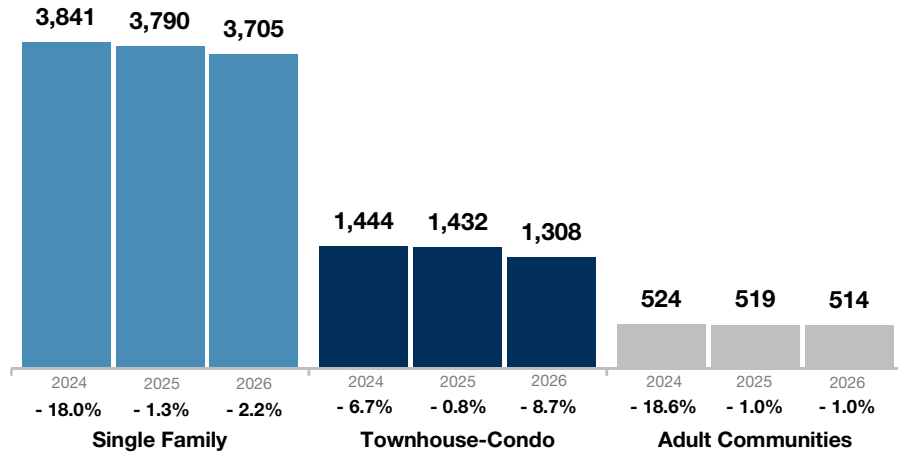
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Closed Sales

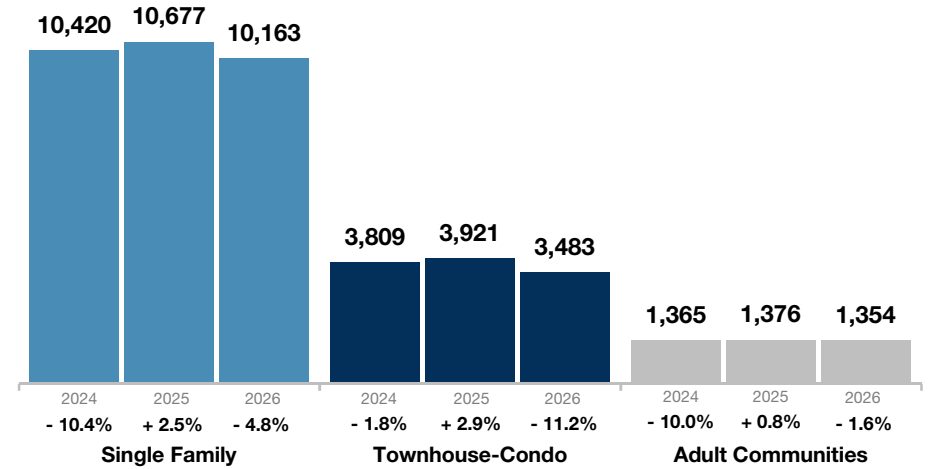


A count of the actual sales that closed in a given month.

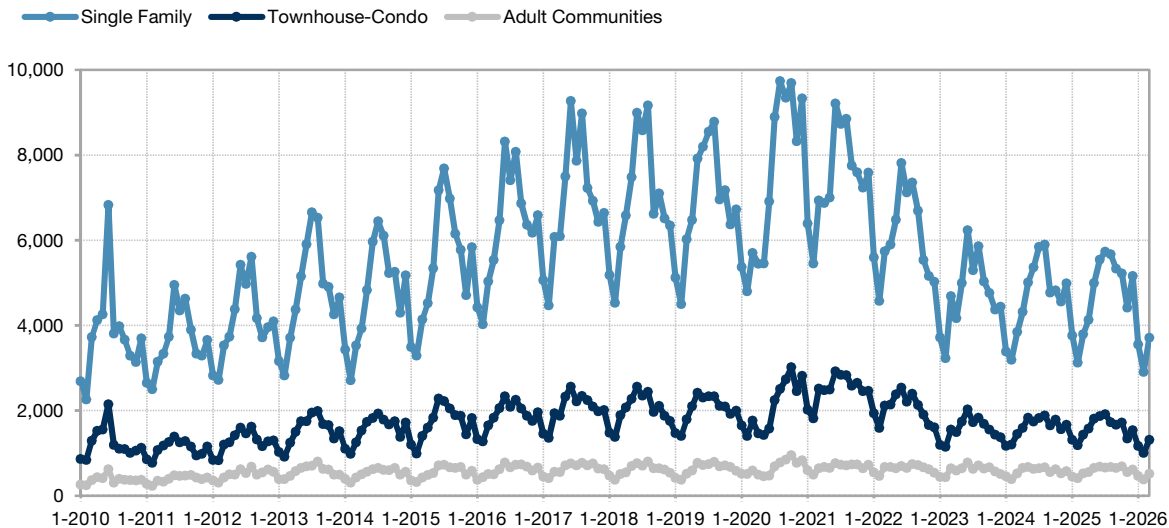
## March



## Year to Date



## Historical Closed Sales by Month



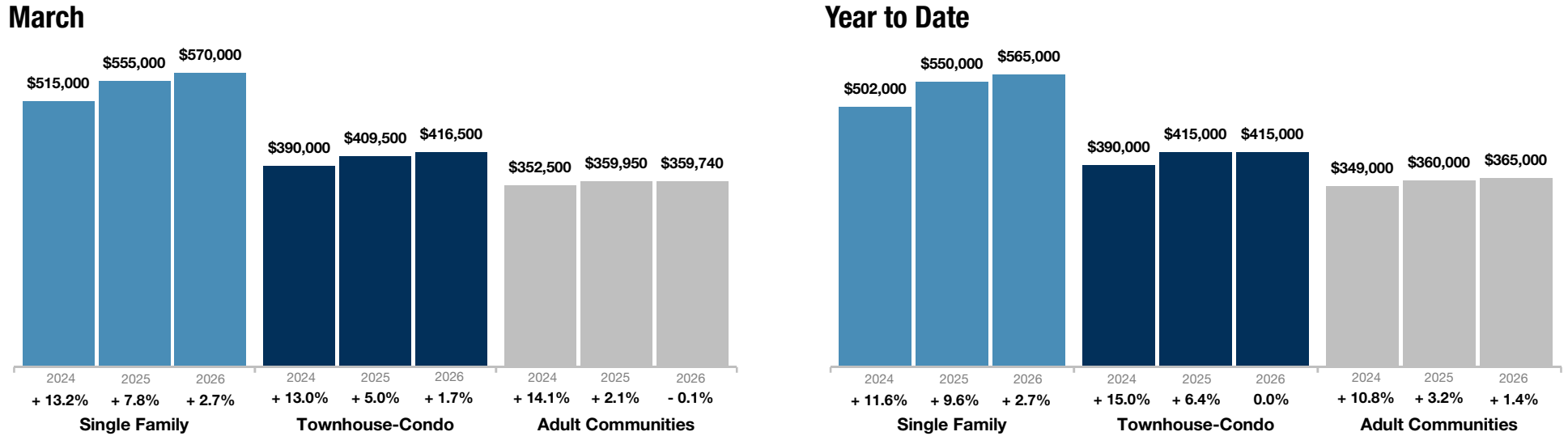
	Single Family	Townhouse-Condo	Adult Communities
April 2025	4,131	1,572	551
May 2025	4,995	1,809	651
June 2025	5,543	1,863	683
July 2025	5,731	1,908	659
August 2025	5,666	1,727	670
September 2025	5,329	1,663	650
October 2025	5,218	1,720	687
November 2025	4,416	1,344	555
December 2025	5,156	1,536	610
January 2026	3,552	1,169	459
February 2026	2,906	1,006	381
<b>March 2026</b>	<b>3,705</b>	<b>1,308</b>	<b>514</b>
12-Month Avg.	4,696	1,552	589

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

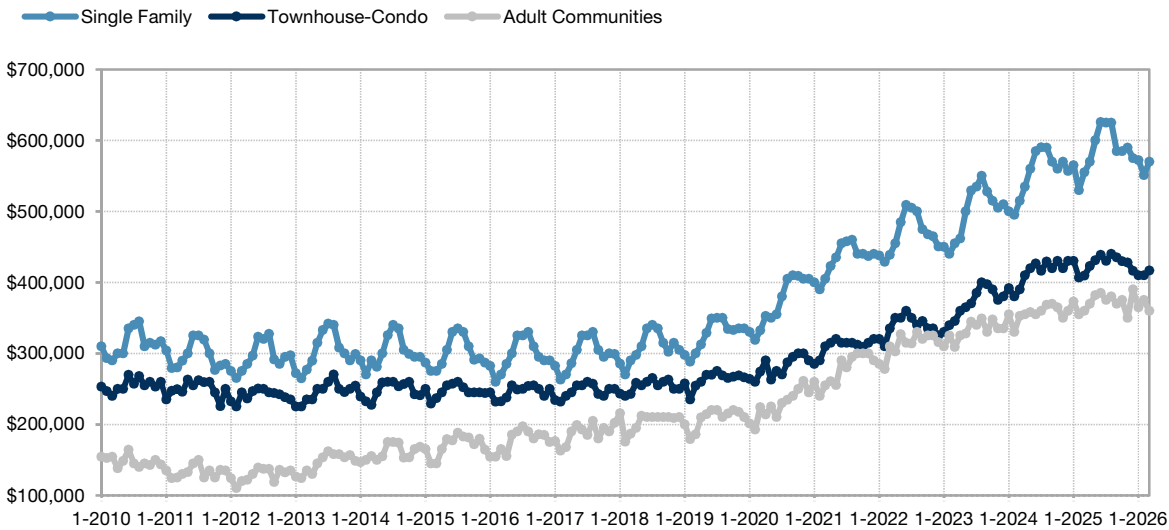
# Median Sales Price



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



## 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
April 2025	\$570,000	\$423,000	\$370,000
May 2025	\$600,000	\$431,000	\$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	\$427,995	\$350,000
December 2025	\$575,000	\$416,245	\$389,950
January 2026	\$572,300	\$410,000	\$365,000
February 2026	\$551,000	\$410,000	\$375,000
<b>March 2026</b>	<b>\$570,000</b>	<b>\$416,500</b>	<b>\$359,740</b>
12-Month Med.*	\$595,000	\$425,990	\$375,000

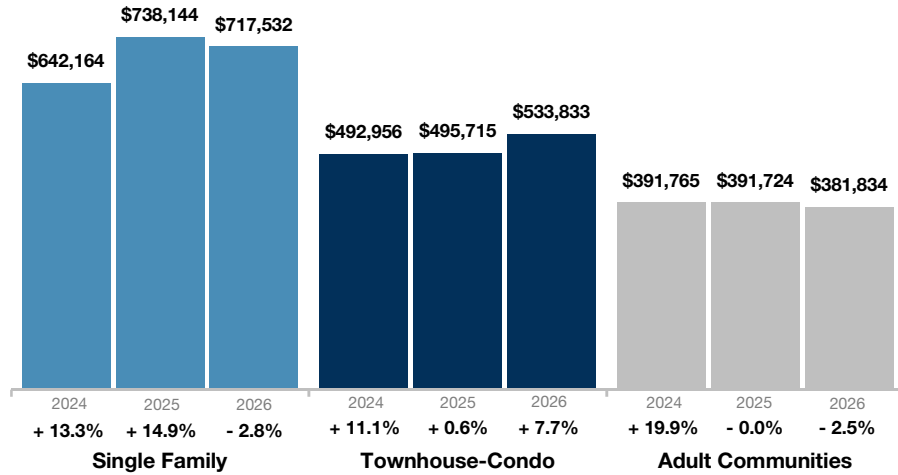
\* Median Sales Price for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

# Average Sales Price

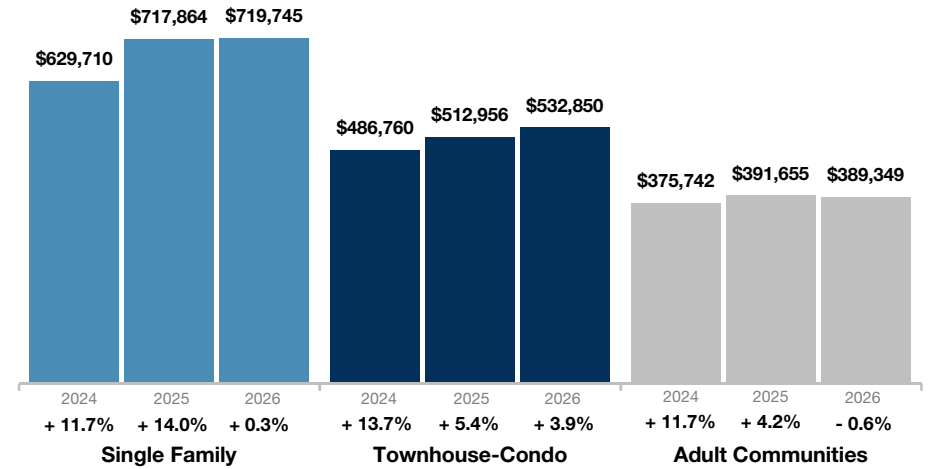


Average sales price for all closed sales, not accounting for seller concessions, in a given month.

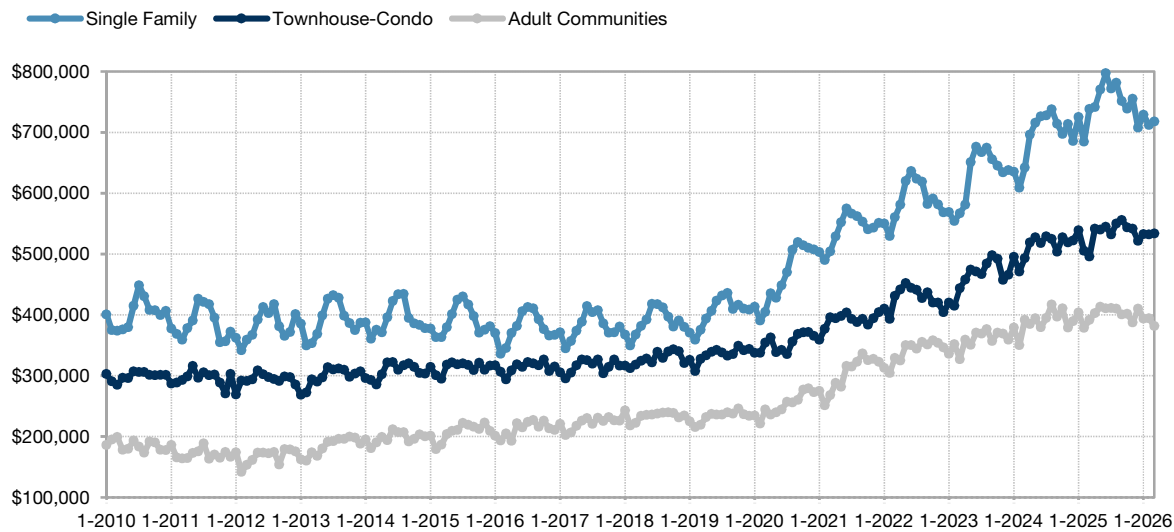
## March



## Year to Date



## Historical Average Sales Price by Month



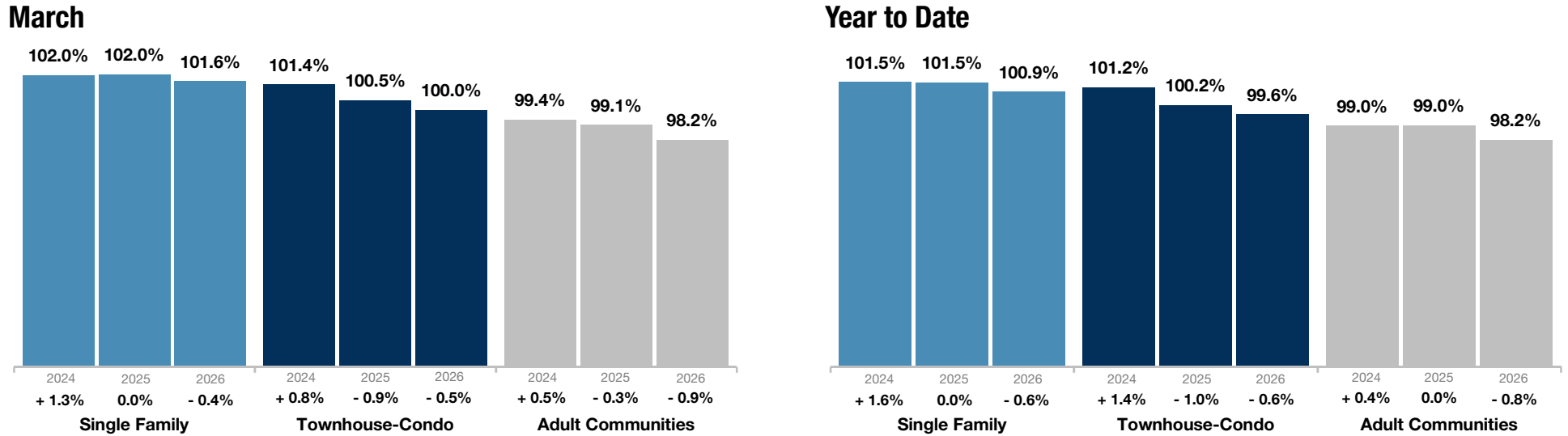
	Single Family	Townhouse-Condo	Adult Communities
April 2025	\$741,184	\$541,398	\$402,593
May 2025	\$770,236	\$539,736	\$413,416
June 2025	\$797,039	\$544,755	\$410,492
July 2025	\$771,872	\$531,877	\$410,894
August 2025	\$781,381	\$549,806	\$409,969
September 2025	\$751,668	\$555,994	\$400,375
October 2025	\$738,971	\$543,680	\$401,646
November 2025	\$755,286	\$541,543	\$387,448
December 2025	\$707,554	\$521,611	\$410,286
January 2026	\$728,588	\$532,400	\$393,810
February 2026	\$711,753	\$532,098	\$394,055
<b>March 2026</b>	<b>\$717,532</b>	<b>\$533,833</b>	<b>\$381,834</b>
12-Month Avg.*	\$751,368	\$539,669	\$402,474

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

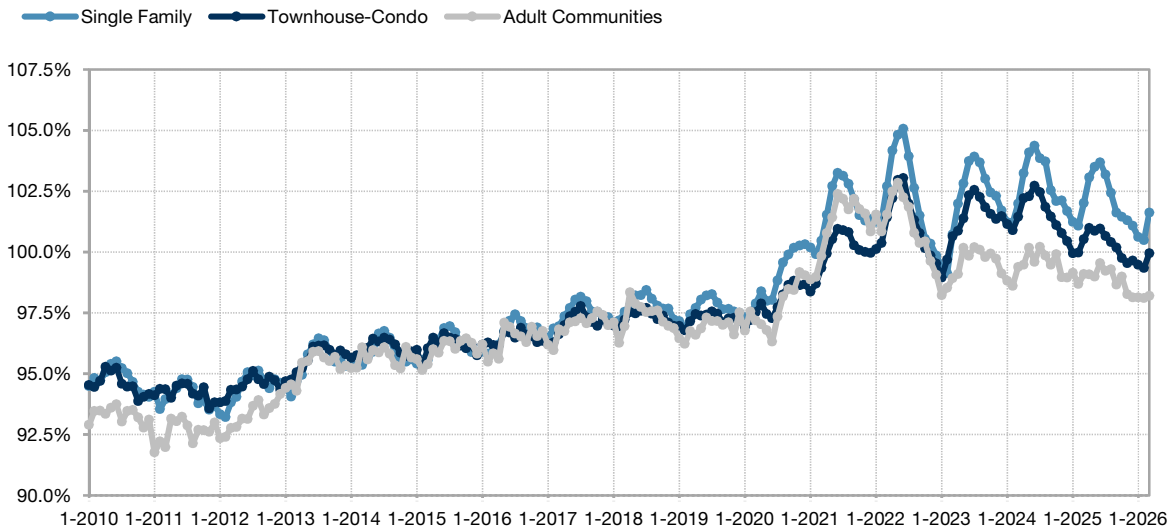
# Percent of List Price Received



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.



## Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2025	103.1%	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%	99.5%	98.3%
December 2025	101.1%	99.6%	98.1%
January 2026	100.6%	99.5%	98.1%
February 2026	100.5%	99.3%	98.1%
<b>March 2026</b>	<b>101.6%</b>	<b>100.0%</b>	<b>98.2%</b>
12-Month Avg.*	102.1%	100.2%	98.8%

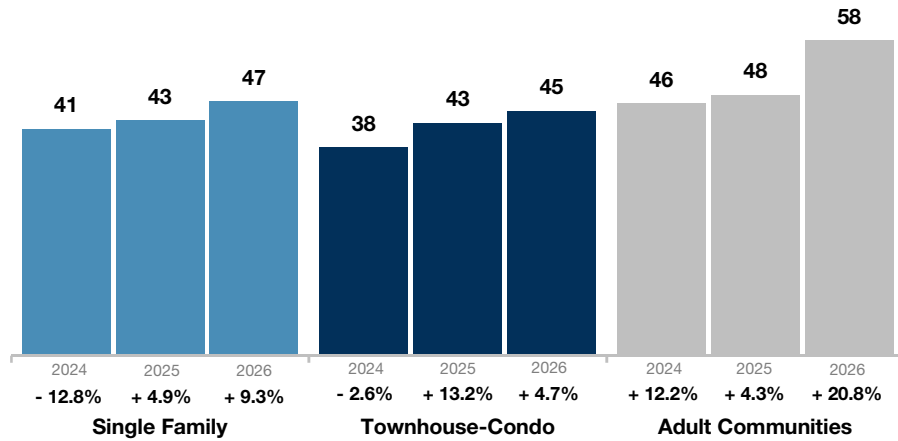
\* Pct. of List Price Received for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

# Days on Market Until Sale

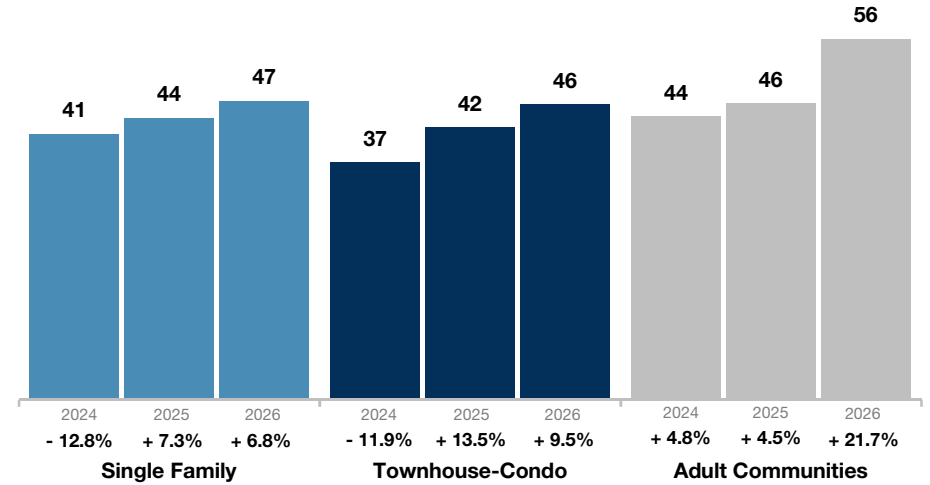


Average number of days between when a property is listed and when an offer is accepted in a given month.

## March

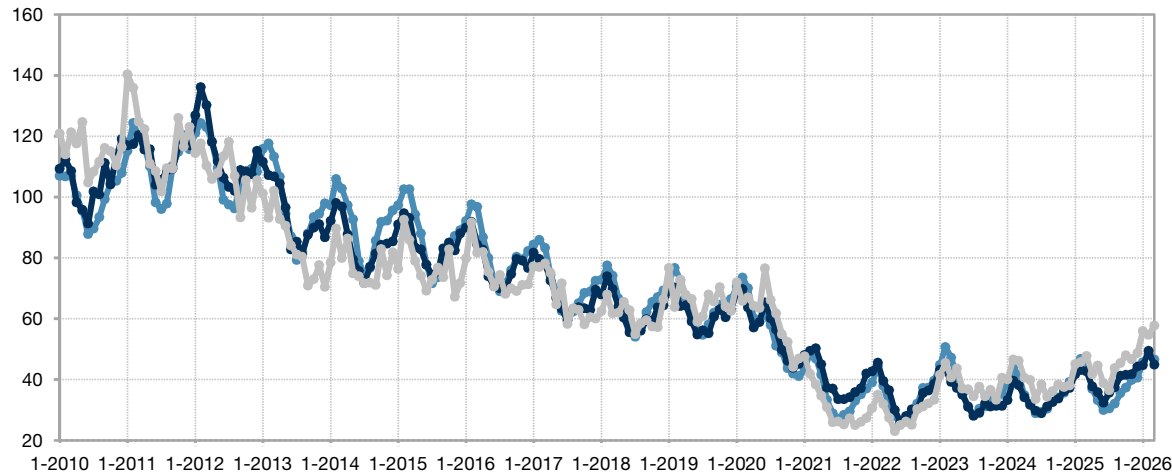


## Year to Date



## Historical Days on Market Until Sale by Month

Single Family (Blue line), Townhouse-Condo (Dark Blue line), Adult Communities (Grey line)



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
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	41	44	49
January 2026	46	45	56
February 2026	48	49	55
<b>March 2026</b>	<b>47</b>	<b>45</b>	<b>58</b>
12-Month Avg.*	37	40	46

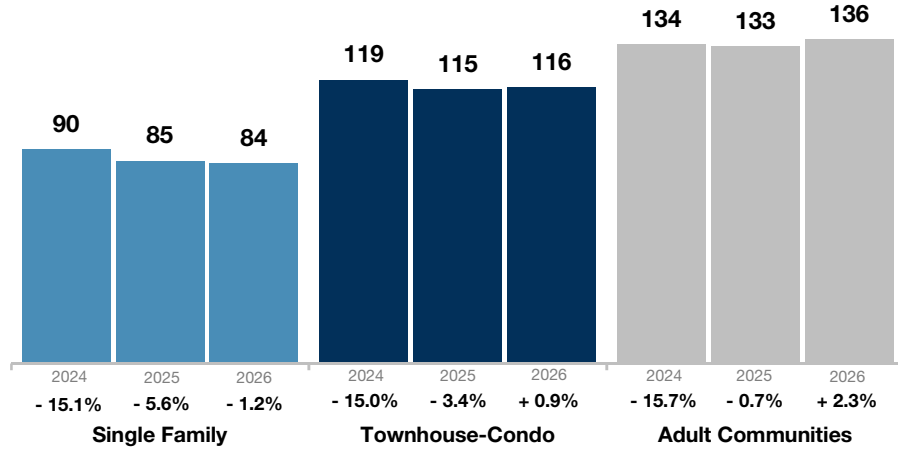
\* Days on Market for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

# Housing Affordability Index

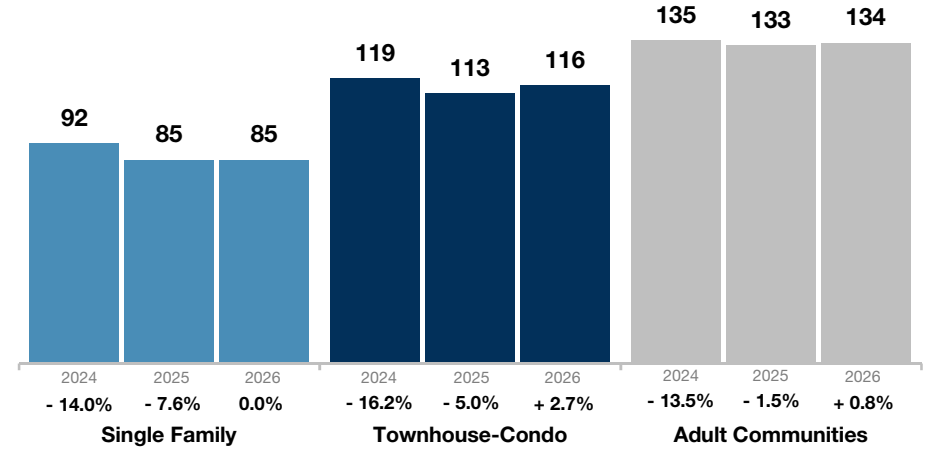


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March

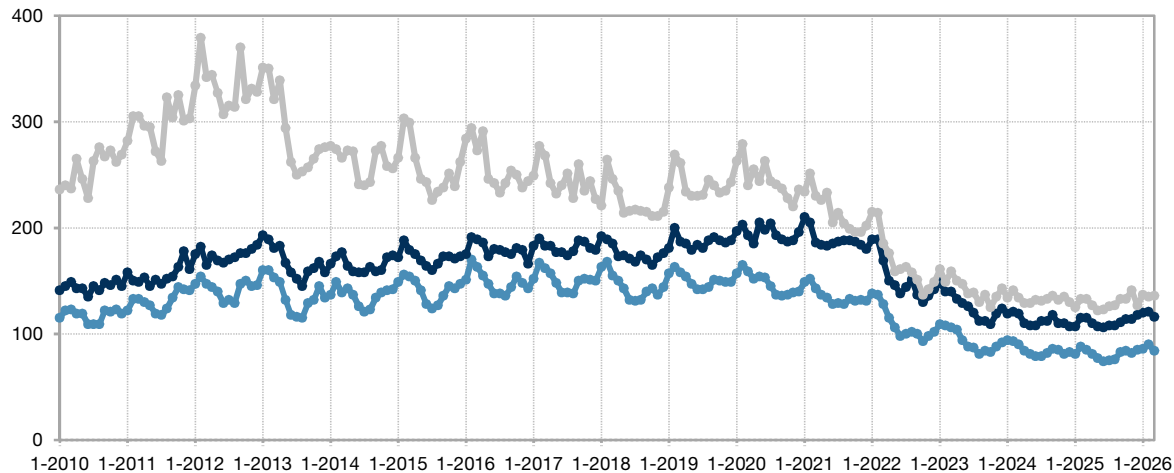


## Year to Date



## 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
April 2025	81	110	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	114	141
December 2025	85	118	127
January 2026	86	120	137
February 2026	90	121	135
<b>March 2026</b>	<b>84</b>	<b>116</b>	<b>136</b>
12-Month Avg.*	81	113	131

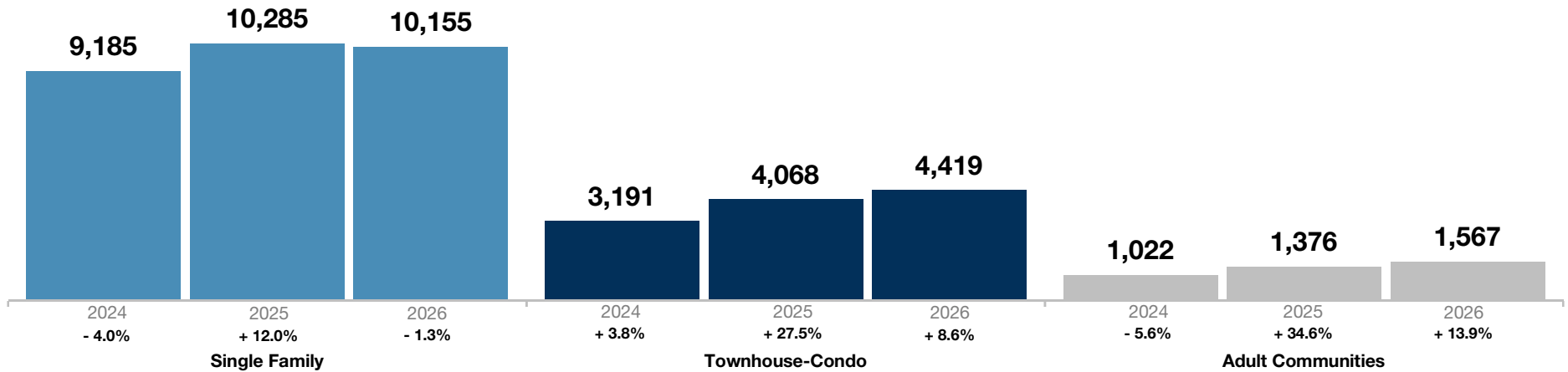
\* Affordability Index for all properties from April 2025 through March 2026. This is not the average of the individual figures above.

# Inventory of Homes for Sale

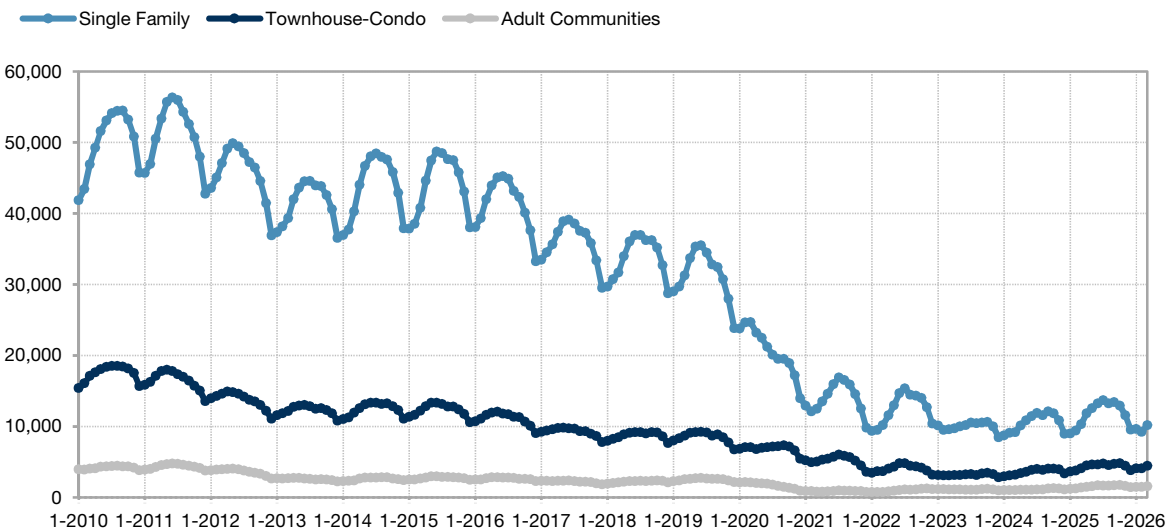


The number of properties available for sale in active status at the end of a given month.

## March



## Historical Inventory of Homes for Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
April 2025	11,831	4,493	1,462
May 2025	12,556	4,620	1,558
June 2025	13,211	4,622	1,665
July 2025	13,679	4,748	1,663
August 2025	13,244	4,522	1,649
September 2025	13,417	4,726	1,704
October 2025	12,897	4,778	1,716
November 2025	11,578	4,424	1,592
December 2025	9,532	3,790	1,405
January 2026	9,614	4,094	1,439
February 2026	9,200	4,058	1,449
<b>March 2026</b>	<b>10,155</b>	<b>4,419</b>	<b>1,567</b>
12-Month Avg.	11,743	4,441	1,572

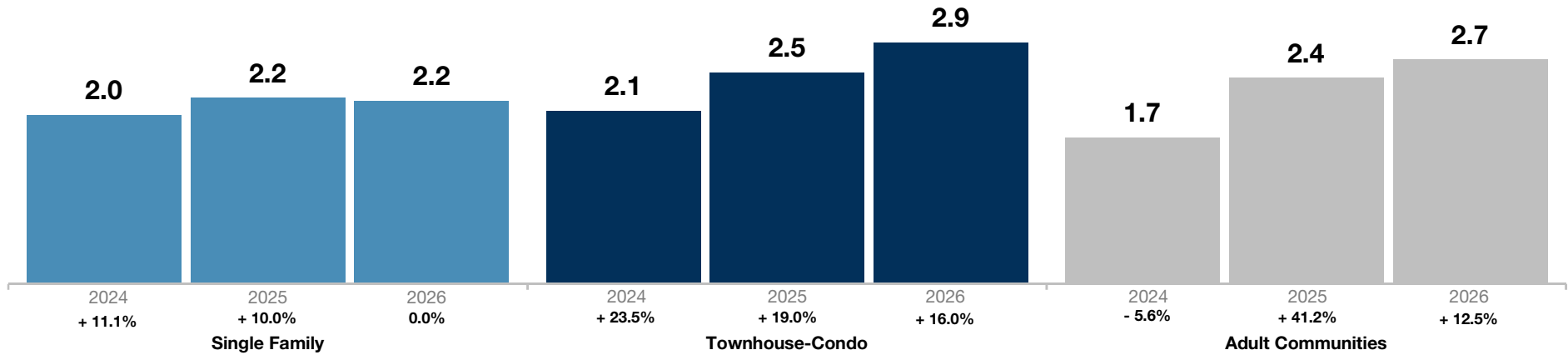
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

# Months Supply of Inventory

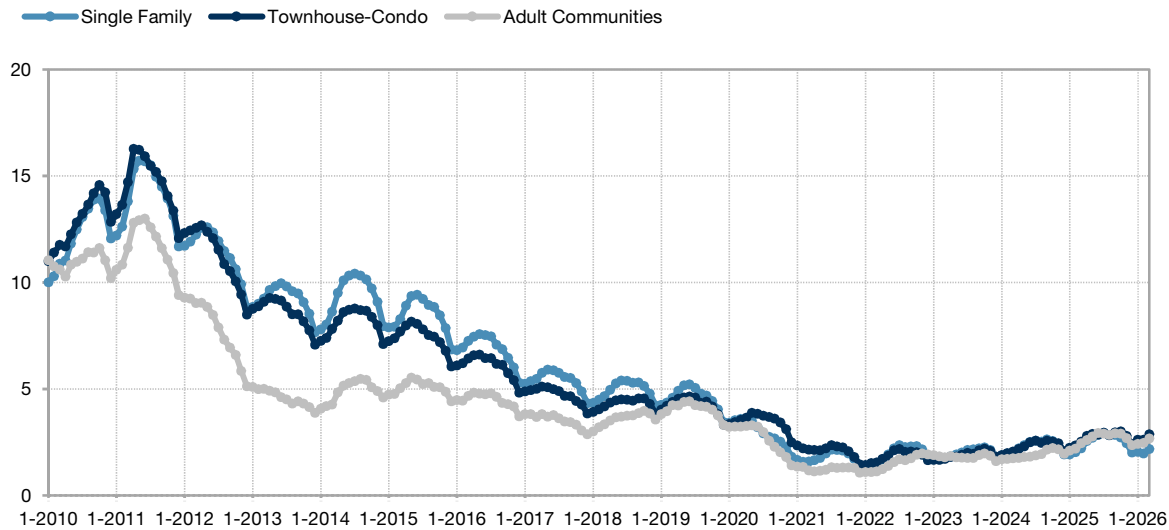


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## March



## 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
April 2025	2.5	2.8	2.6
May 2025	2.7	2.9	2.8
June 2025	2.8	2.9	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	2.8	2.7
December 2025	2.0	2.4	2.4
January 2026	2.0	2.6	2.4
February 2026	2.0	2.6	2.5
<b>March 2026</b>	<b>2.2</b>	<b>2.9</b>	<b>2.7</b>
12-Month Avg.*	2.5	2.8	2.7

\* Months Supply for all properties from April 2025 through March 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	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		10,794	<b>10,738</b>	- 0.5%	26,701	<b>25,339</b>	- 5.1%
<b>Pending Sales</b>		7,442	<b>6,758</b>	- 9.2%	18,605	<b>17,065</b>	- 8.3%
<b>Closed Sales</b>		5,785	<b>5,567</b>	- 3.8%	16,095	<b>15,106</b>	- 6.1%
<b>Median Sales Price</b>		\$500,000	<b>\$510,000</b>	+ 2.0%	\$499,000	<b>\$510,000</b>	+ 2.2%
<b>Avg. Sales Price</b>		\$643,011	<b>\$639,896</b>	- 0.5%	\$636,511	<b>\$643,819</b>	+ 1.1%
<b>Pct. of List Price Received</b>		101.4%	<b>100.9%</b>	- 0.5%	100.9%	<b>100.3%</b>	- 0.6%
<b>Days on Market</b>		44	<b>47</b>	+ 6.8%	44	<b>48</b>	+ 9.1%
<b>Affordability Index</b>		94	<b>94</b>	0.0%	94	<b>94</b>	0.0%
<b>Homes for Sale</b>		15,985	<b>16,400</b>	+ 2.6%	--	<b>--</b>	--
<b>Months Supply</b>		2.3	<b>2.4</b>	+ 4.3%	--	<b>--</b>	--