

Monthly Indicators

For residential real estate activity in the state of New Jersey



June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

- Single Family Closed Sales were up 3.3 percent to 5,516.
- Townhouse-Condo Closed Sales were up 11.9 percent to 1,966.
- Adult Communities Closed Sales were up 8.7 percent to 686.
- Single Family Median Sales Price increased 6.8 percent to \$625,000.
- Townhouse-Condo Median Sales Price decreased 1.4 percent to \$420,000.
- Adult Communities Median Sales Price increased 8.2 percent to \$384,000.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

Monthly Snapshot

+ 6.7% **+ 17.4%** **+ 3.8%**

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	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		7,238	7,608	+ 5.1%	39,161	40,732	+ 4.0%
Pending Sales		5,214	5,381	+ 3.2%	28,647	28,571	- 0.3%
Closed Sales		5,340	5,516	+ 3.3%	24,996	25,103	+ 0.4%
Median Sales Price		\$585,000	\$625,000	+ 6.8%	\$539,000	\$576,000	+ 6.9%
Avg. Sales Price		\$727,483	\$790,691	+ 8.7%	\$680,112	\$746,042	+ 9.7%
Pct. of List Price Received		104.4%	103.7%	- 0.7%	102.9%	102.6%	- 0.3%
Days on Market		29	30	+ 3.4%	36	38	+ 5.6%
Affordability Index		76	72	- 5.3%	82	78	- 4.9%
Homes for Sale		11,374	12,382	+ 8.9%	--	--	--
Months Supply		2.5	2.6	+ 4.0%	--	--	--

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	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		2,492	2,902	+ 16.5%	13,941	15,869	+ 13.8%
Pending Sales		1,660	1,984	+ 19.5%	10,019	10,417	+ 4.0%
Closed Sales		1,757	1,966	+ 11.9%	9,070	9,311	+ 2.7%
Median Sales Price		\$426,000	\$420,000	- 1.4%	\$405,000	\$415,000	+ 2.5%
Avg. Sales Price		\$516,468	\$510,533	- 1.1%	\$505,388	\$514,885	+ 1.9%
Pct. of List Price Received		102.7%	100.9%	- 1.8%	101.9%	100.6%	- 1.3%
Days on Market		29	41	+ 41.4%	34	47	+ 38.2%
Affordability Index		104	107	+ 2.9%	110	108	- 1.8%
Homes for Sale		3,843	4,926	+ 28.2%	--	--	--
Months Supply		2.4	3.0	+ 25.0%	--	--	--

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.

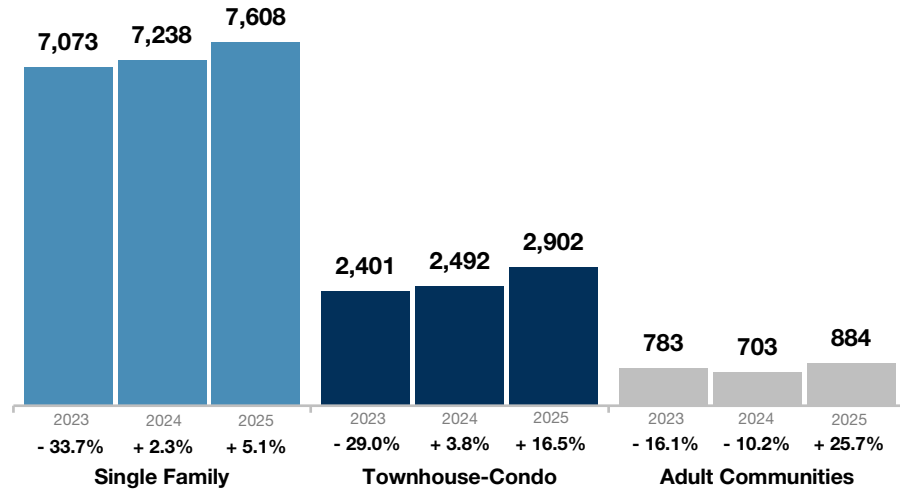
Key Metrics	Historical Sparklines	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		703	884	+ 25.7%	4,312	4,939	+ 14.5%
Pending Sales		588	632	+ 7.5%	3,588	3,577	- 0.3%
Closed Sales		631	686	+ 8.7%	3,318	3,265	- 1.6%
Median Sales Price		\$355,000	\$384,000	+ 8.2%	\$351,200	\$370,000	+ 5.4%
Avg. Sales Price		\$378,389	\$407,844	+ 7.8%	\$381,925	\$399,401	+ 4.6%
Pct. of List Price Received		99.6%	99.5%	- 0.1%	99.4%	99.1%	- 0.3%
Days on Market		34	40	+ 17.6%	40	45	+ 12.5%
Affordability Index		127	118	- 7.1%	129	123	- 4.7%
Homes for Sale		1,061	1,674	+ 57.8%	--	--	--
Months Supply		1.8	2.9	+ 61.1%	--	--	--

New Listings

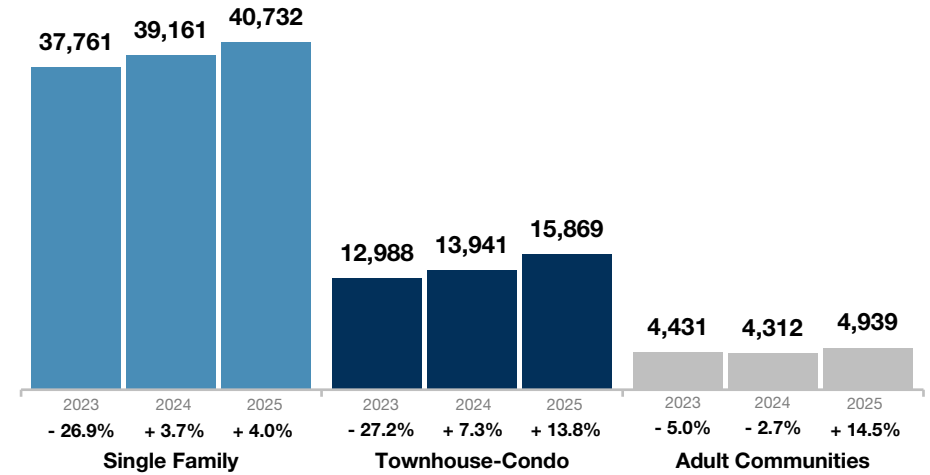
A count of the properties that have been newly listed on the market in a given month.



June

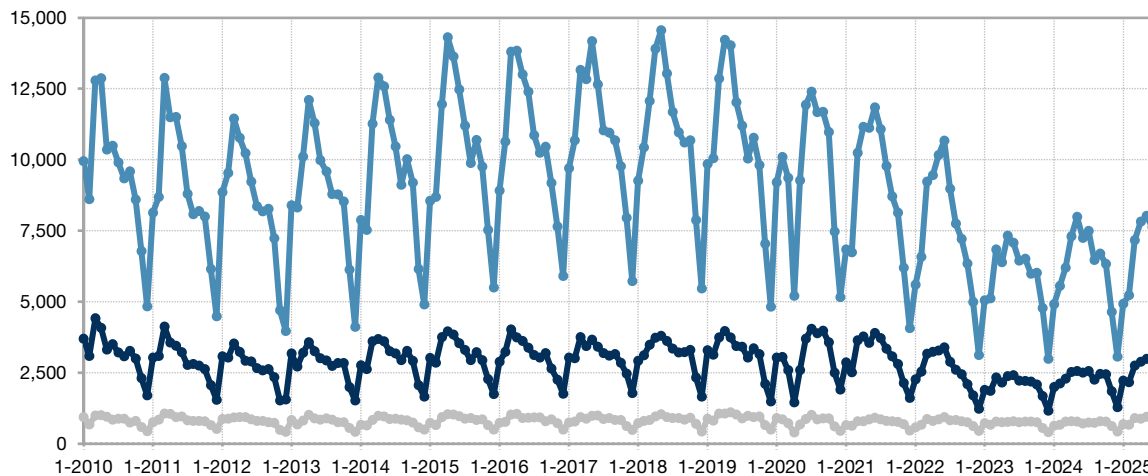


Year to Date



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.

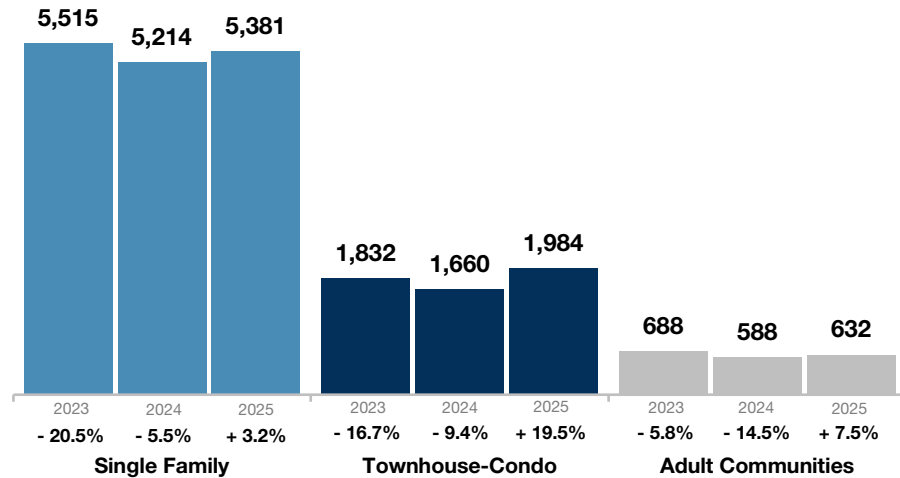
	Single Family	Townhouse-Condo	Adult Communities
July 2024	7,492	2,551	742
August 2024	6,465	2,249	724
September 2024	6,688	2,447	786
October 2024	6,333	2,441	774
November 2024	4,637	1,847	609
December 2024	3,061	1,283	425
January 2025	4,915	2,215	682
February 2025	5,221	2,154	664
March 2025	7,158	2,742	898
April 2025	7,816	2,881	874
May 2025	8,014	2,975	937
June 2025	7,608	2,902	884
12-Month Avg.	6,284	2,391	750

Pending Sales

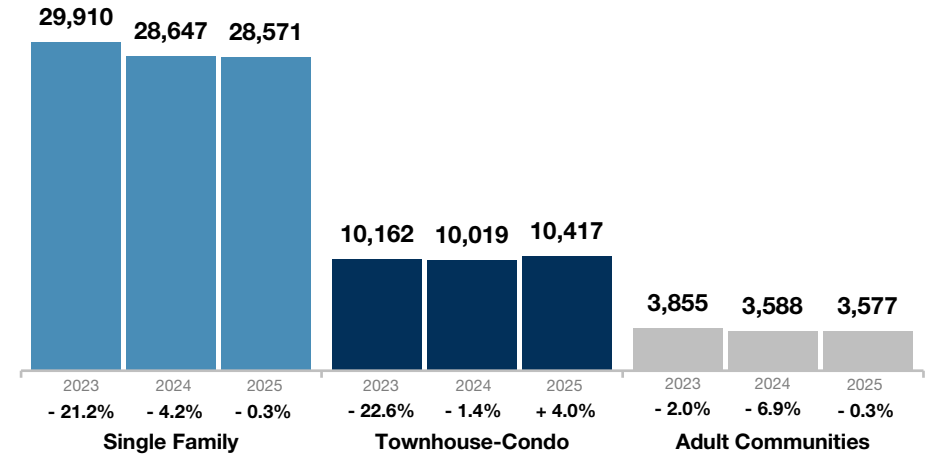
A count of the properties on which offers have been accepted in a given month.



June

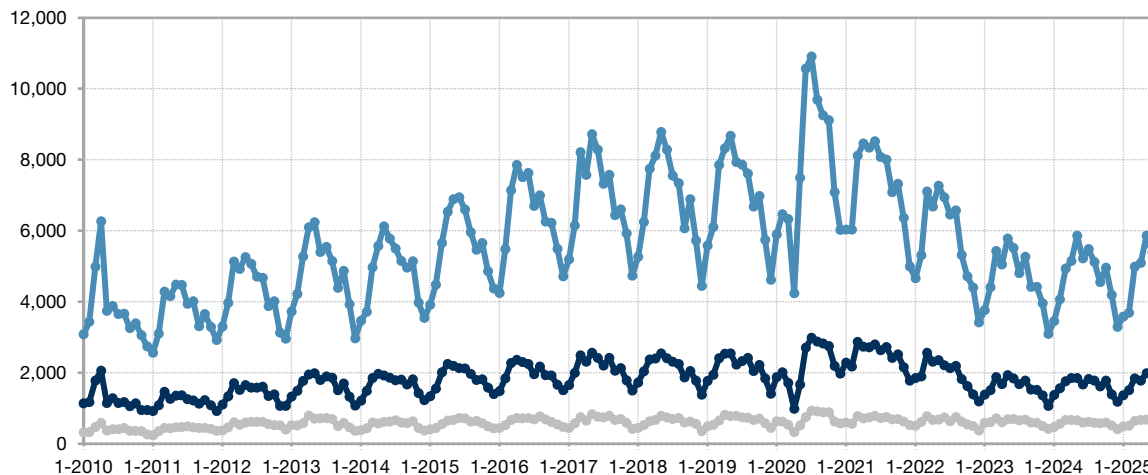


Year to Date



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.

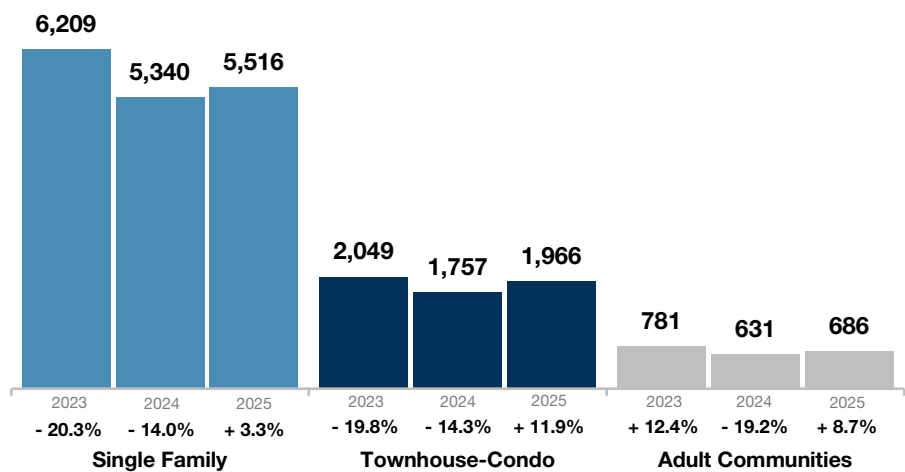
	Single Family	Townhouse-Condo	Adult Communities
July 2024	5,474	1,820	608
August 2024	5,117	1,769	580
September 2024	4,547	1,605	572
October 2024	4,957	1,767	591
November 2024	4,190	1,383	511
December 2024	3,289	1,174	396
January 2025	3,575	1,356	479
February 2025	3,687	1,501	500
March 2025	4,977	1,833	632
April 2025	5,092	1,769	663
May 2025	5,859	1,974	671
June 2025	5,381	1,984	632
12-Month Avg.	4,679	1,661	570

Closed Sales

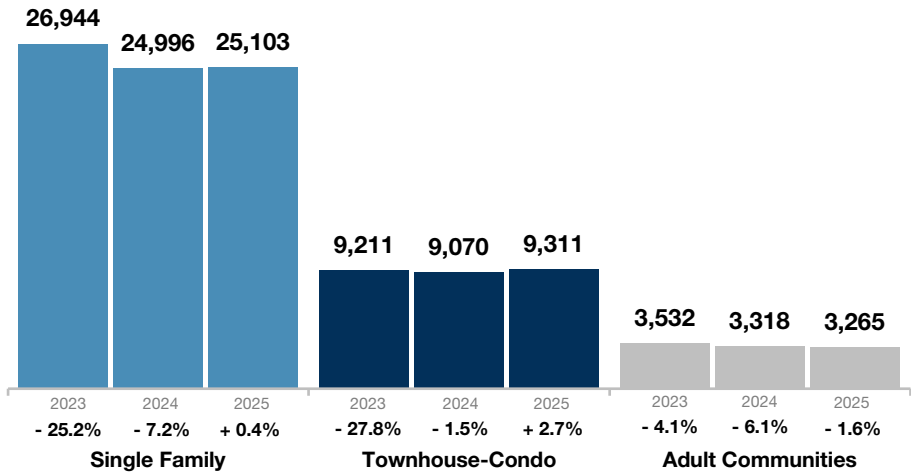
A count of the actual sales that closed in a given month.



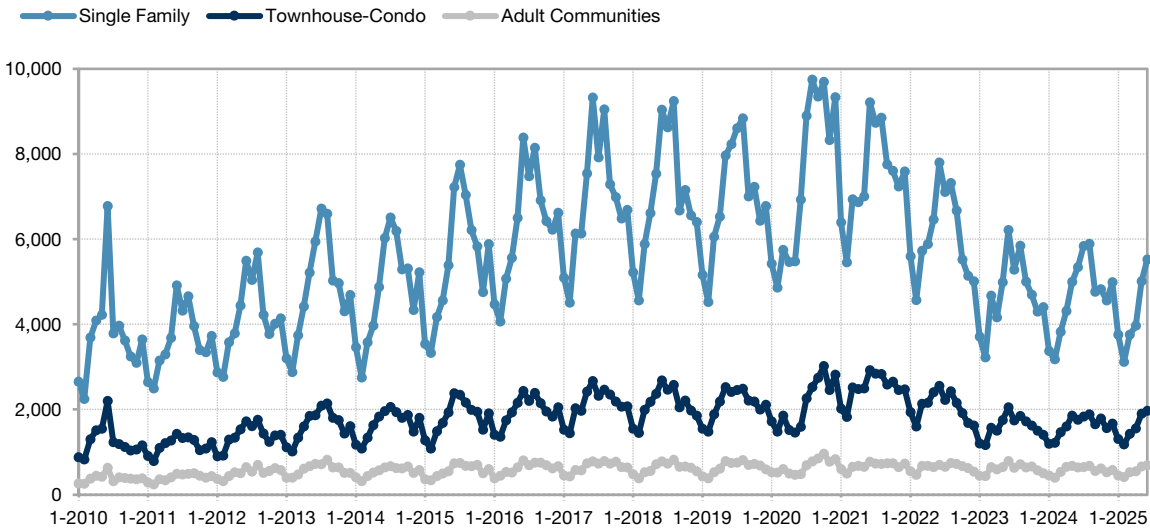
June



Year to Date



Historical Closed Sales by Month



	Single Family	Townhouse-Condo	Adult Communities
July 2024	5,836	1,832	645
August 2024	5,887	1,883	670
September 2024	4,763	1,648	548
October 2024	4,818	1,784	613
November 2024	4,555	1,558	518
December 2024	4,987	1,667	574
January 2025	3,750	1,300	448
February 2025	3,113	1,178	411
March 2025	3,753	1,421	519
April 2025	3,965	1,552	546
May 2025	5,006	1,894	655
June 2025	5,516	1,966	686
12-Month Avg.	4,662	1,640	569

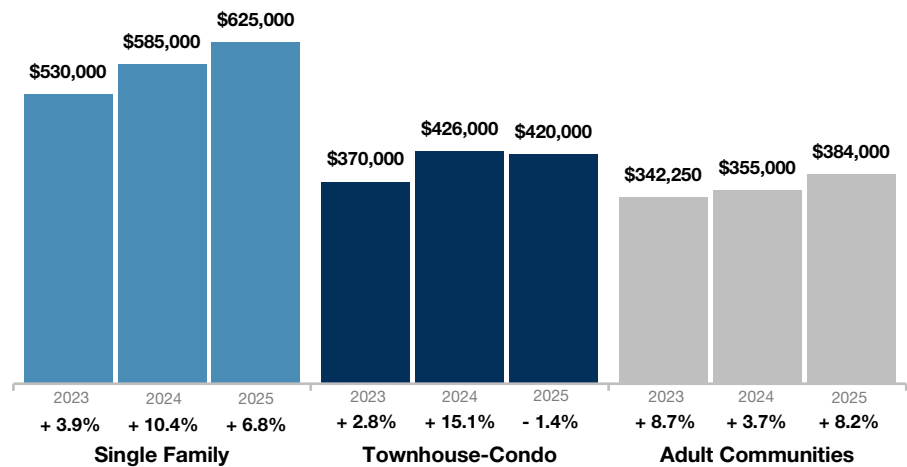
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

Median Sales Price

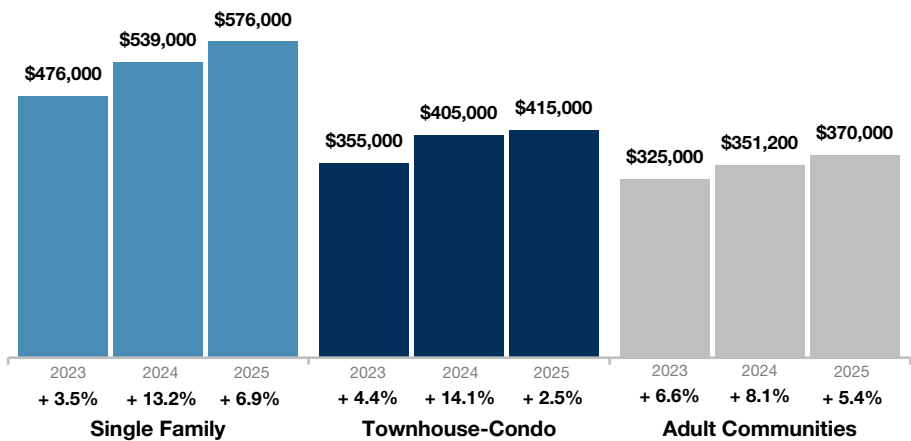


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

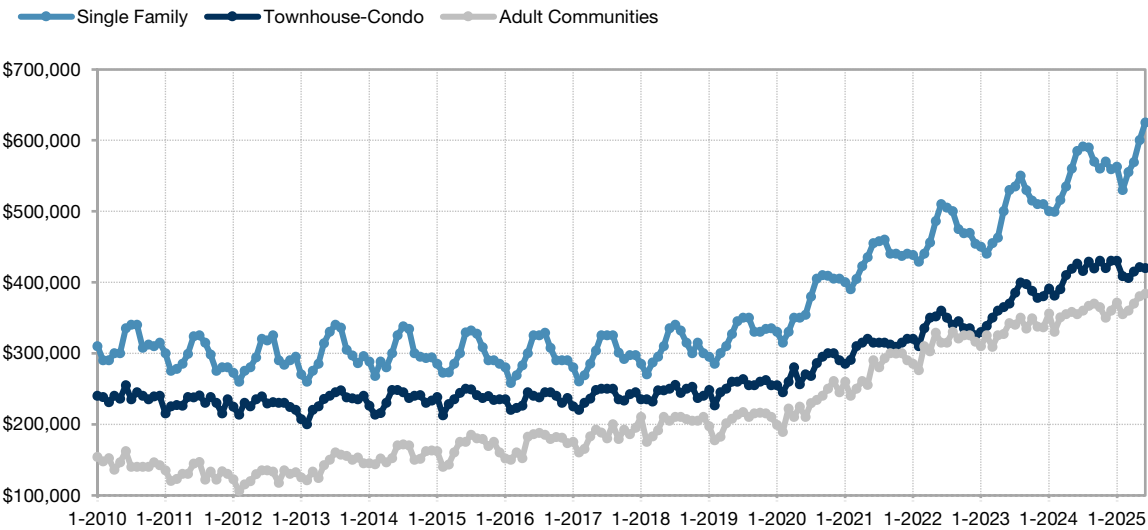
June



Year to Date



Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
July 2024	\$591,000	\$415,990	\$360,000
August 2024	\$590,000	\$429,000	\$366,750
September 2024	\$570,000	\$419,450	\$369,990
October 2024	\$560,000	\$429,995	\$365,000
November 2024	\$570,000	\$419,995	\$350,000
December 2024	\$559,000	\$430,000	\$359,950
January 2025	\$562,750	\$430,000	\$371,000
February 2025	\$530,000	\$408,667	\$355,000
March 2025	\$555,000	\$406,000	\$360,000
April 2025	\$569,000	\$415,000	\$370,000
May 2025	\$600,000	\$421,300	\$380,000
June 2025	\$625,000	\$420,000	\$384,000
12-Month Med.*	\$575,000	\$420,000	\$365,000

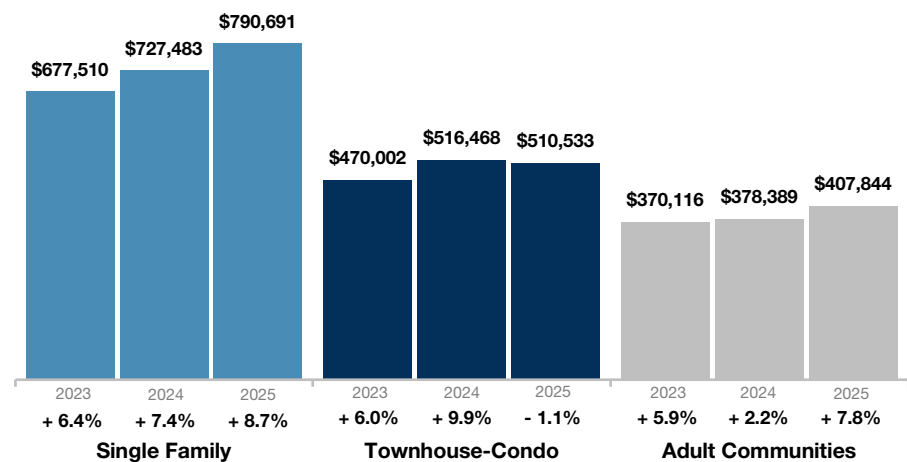
* Median Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Average Sales Price

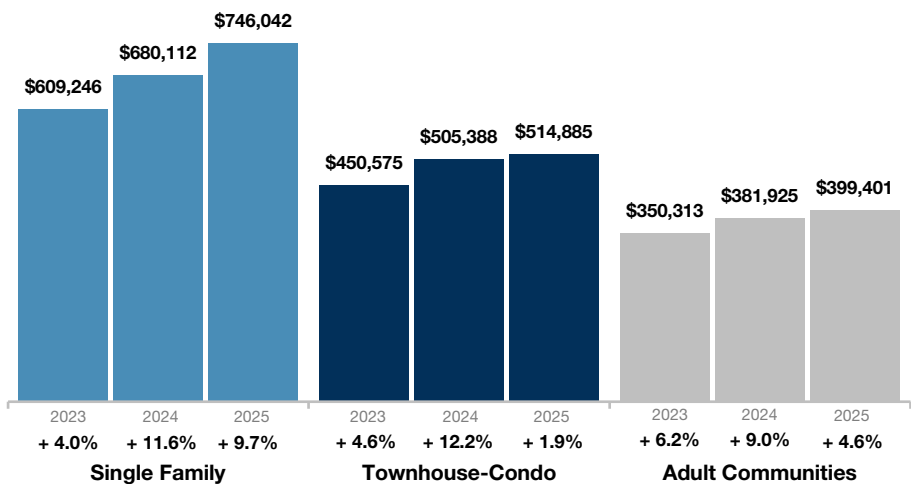
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



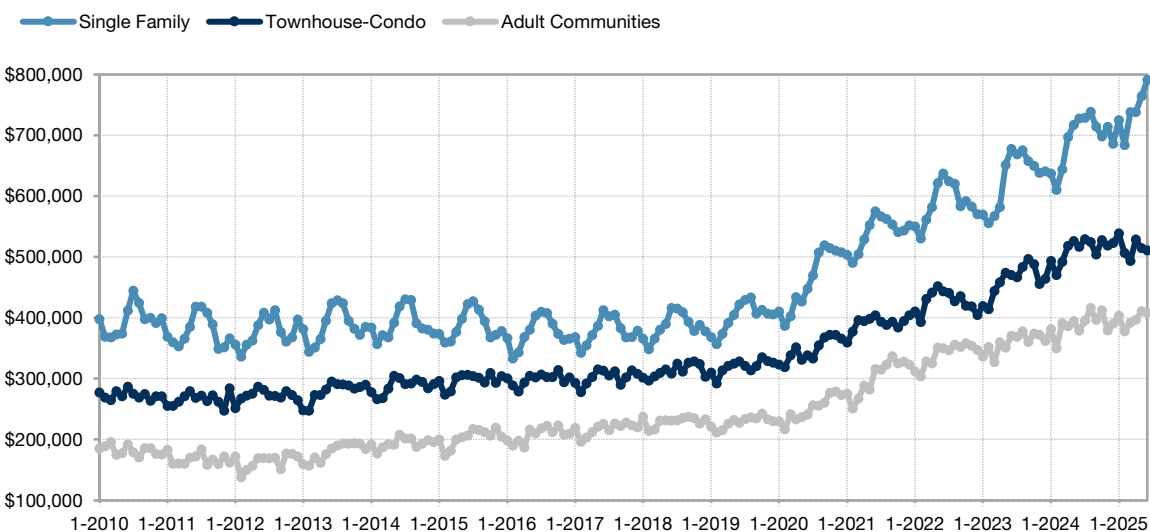
June



Year to Date



Historical Average Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
July 2024	\$728,082	\$528,817	\$394,763
August 2024	\$738,130	\$524,305	\$415,685
September 2024	\$714,239	\$503,542	\$396,123
October 2024	\$697,753	\$527,138	\$411,908
November 2024	\$713,629	\$518,528	\$378,946
December 2024	\$685,885	\$522,361	\$389,885
January 2025	\$724,677	\$538,335	\$403,101
February 2025	\$683,498	\$506,162	\$377,321
March 2025	\$737,905	\$493,232	\$391,826
April 2025	\$737,938	\$528,182	\$396,308
May 2025	\$764,271	\$514,091	\$410,453
June 2025	\$790,691	\$510,533	\$407,844
12-Month Avg.*	\$728,466	\$518,167	\$399,069

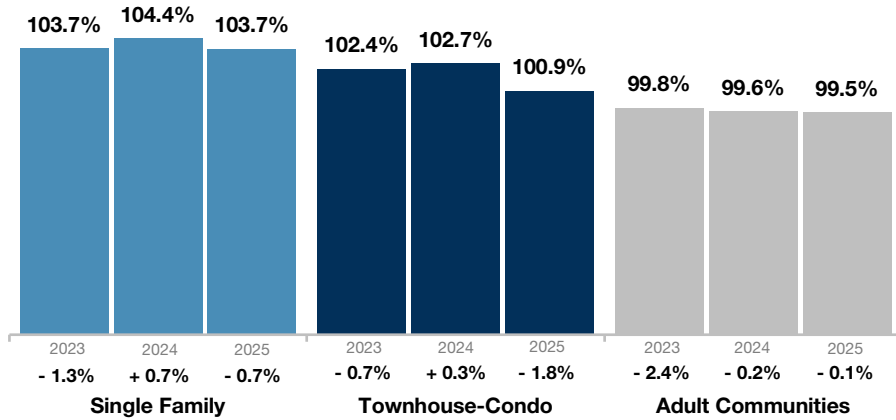
* Avg. Sales Price for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Percent of List Price Received

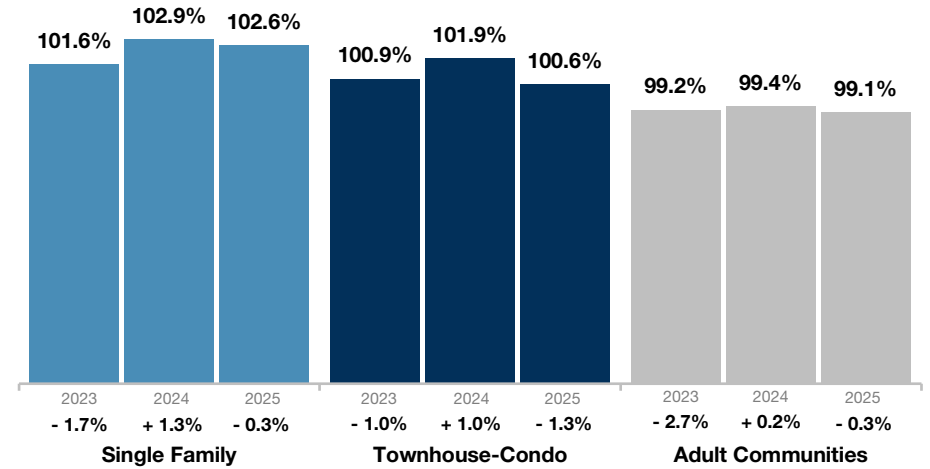


Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

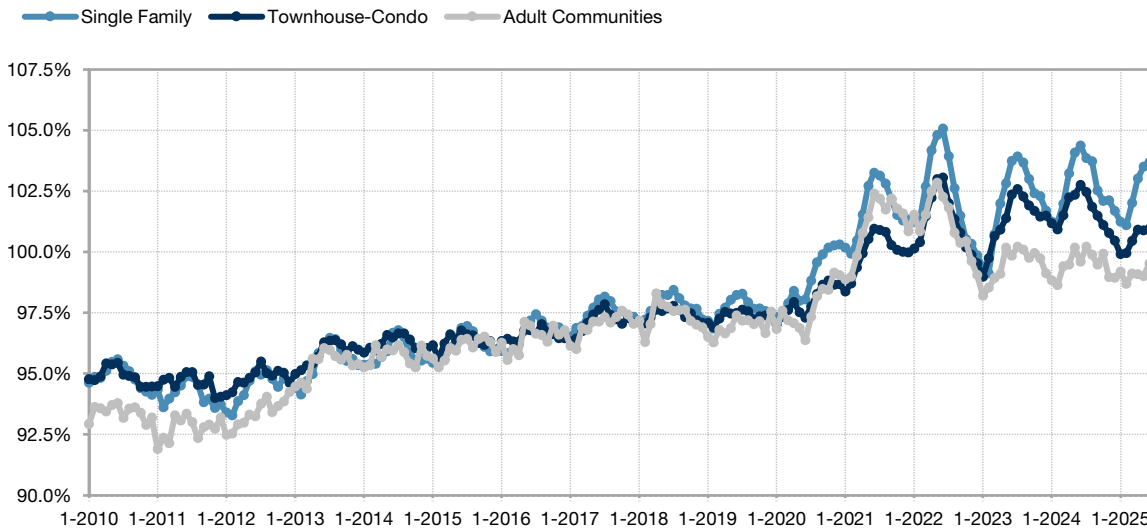
June



Year to Date



Historical Percent of List Price Received by Month



	Single Family	Townhouse-Condo	Adult Communities
July 2024	103.8%	102.5%	100.2%
August 2024	103.7%	101.9%	99.9%
September 2024	102.5%	101.5%	99.5%
October 2024	102.1%	101.1%	99.9%
November 2024	102.1%	100.8%	99.0%
December 2024	101.7%	100.5%	98.9%
January 2025	101.2%	99.9%	99.2%
February 2025	101.1%	99.9%	98.7%
March 2025	102.0%	100.4%	99.1%
April 2025	103.0%	100.9%	99.1%
May 2025	103.5%	100.9%	99.0%
June 2025	103.7%	100.9%	99.5%
12-Month Avg.*	102.7%	101.0%	99.4%

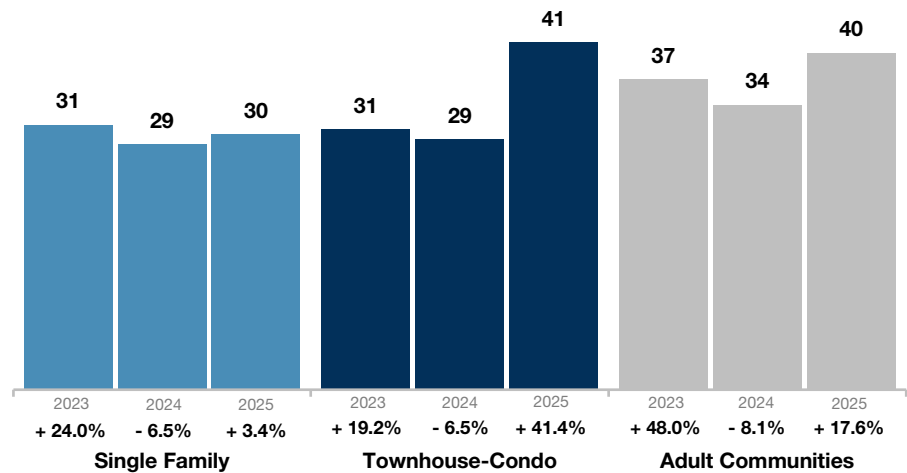
* Pct. of List Price Received for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Days on Market Until Sale

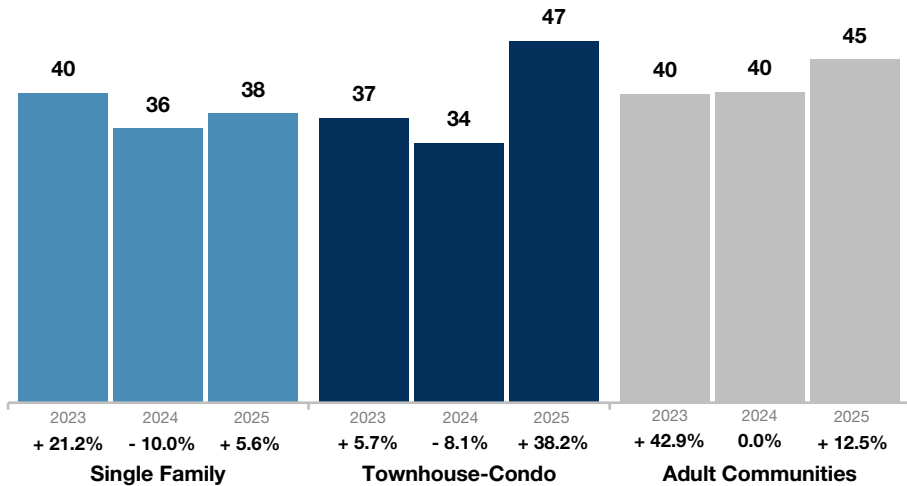


Average number of days between when a property is listed and when an offer is accepted in a given month.

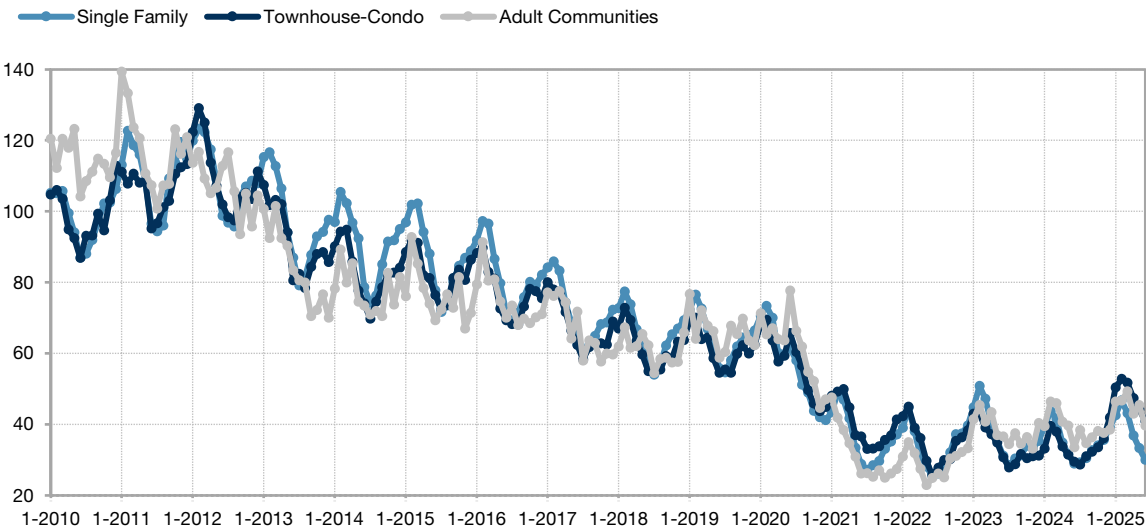
June



Year to Date



Historical Days on Market Until Sale by Month



	Single Family	Townhouse-Condo	Adult Communities
July 2024	29	29	38
August 2024	30	31	35
September 2024	33	32	36
October 2024	34	33	38
November 2024	36	36	38
December 2024	39	42	38
January 2025	42	50	46
February 2025	47	53	47
March 2025	43	52	49
April 2025	37	47	43
May 2025	33	44	45
June 2025	30	41	40
12-Month Avg.*	35	40	41

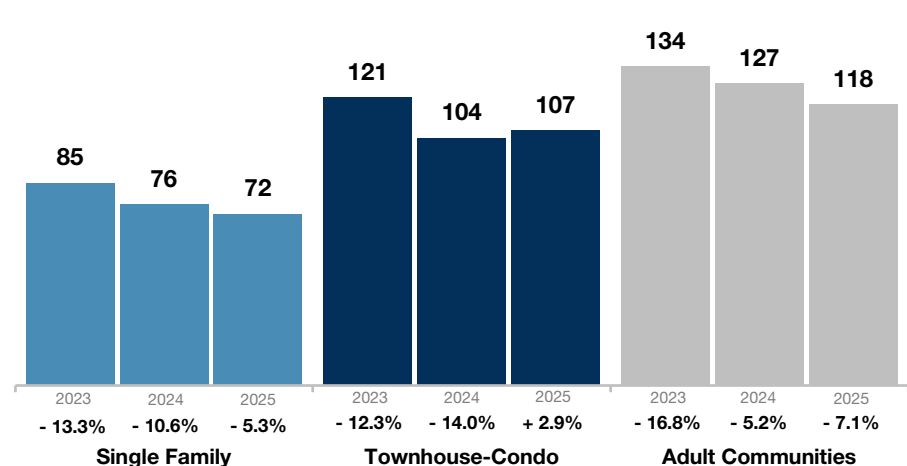
* Days on Market for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Housing Affordability Index

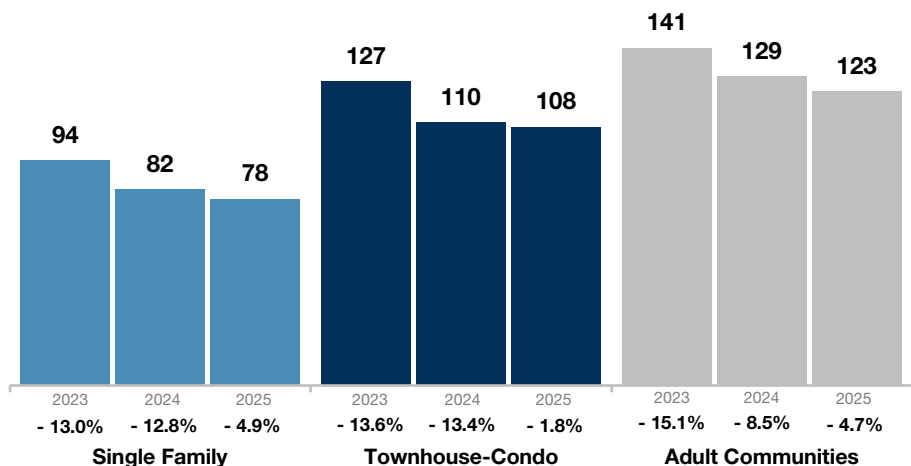


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

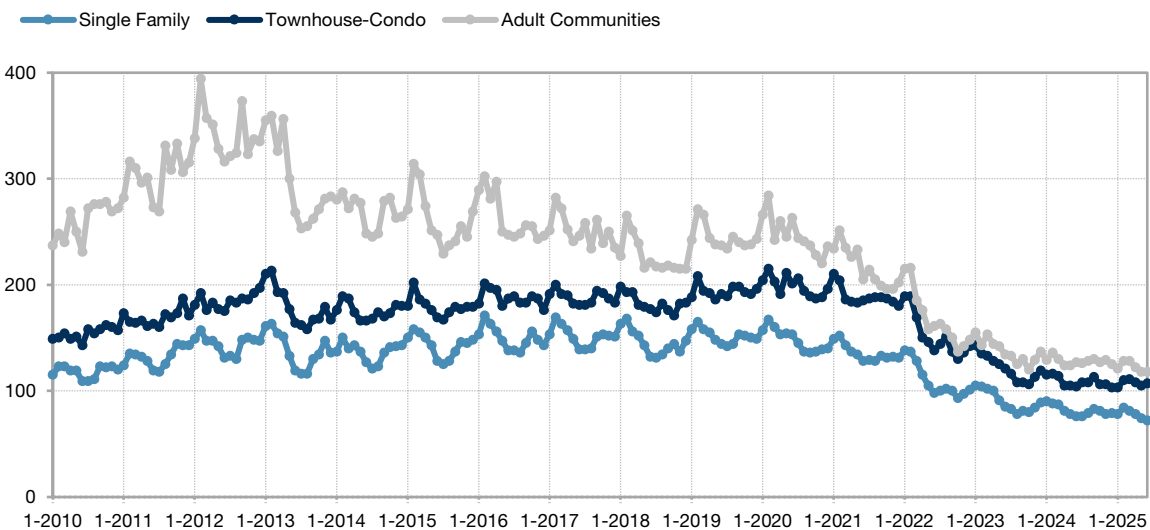
June



Year to Date



Historical Housing Affordability Index by Month



	Single Family	Townhouse-Condo	Adult Communities
July 2024	76	108	126
August 2024	79	108	128
September 2024	83	113	130
October 2024	81	106	127
November 2024	78	106	129
December 2024	79	103	125
January 2025	78	103	121
February 2025	84	110	128
March 2025	81	111	128
April 2025	78	108	122
May 2025	74	105	118
June 2025	72	107	118
12-Month Avg.*	79	107	125

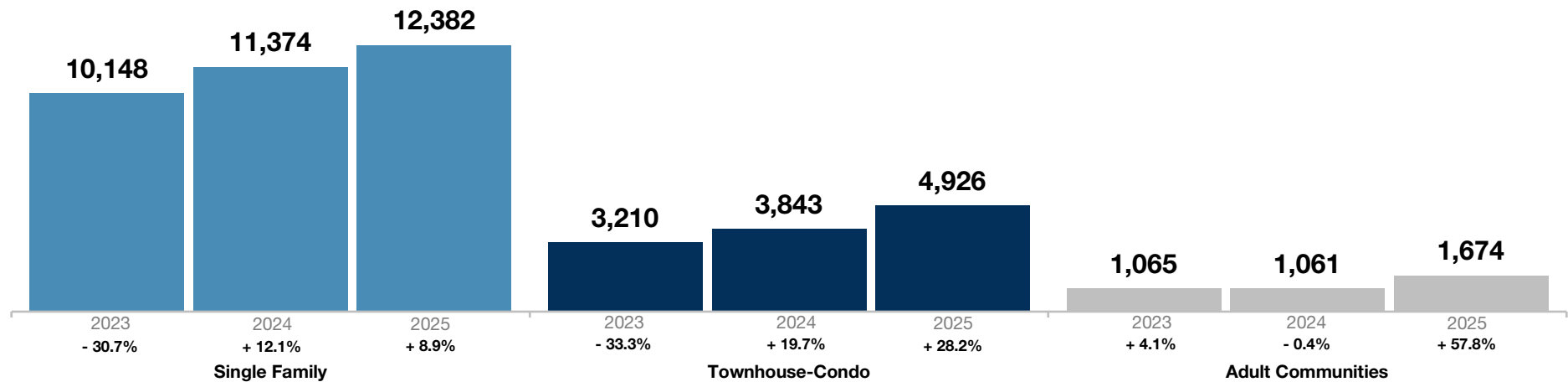
* Affordability Index for all properties from July 2024 through June 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

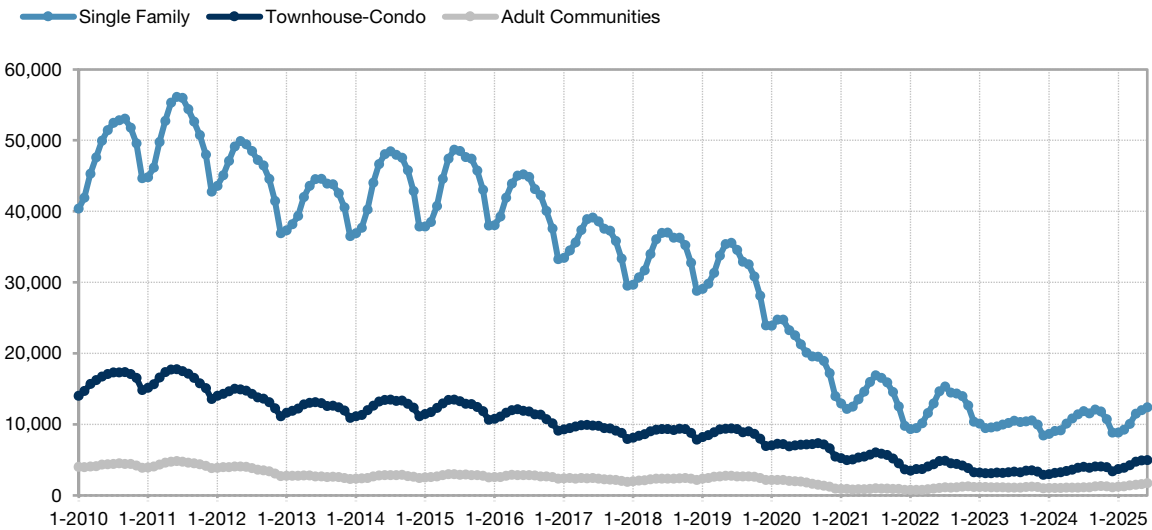
The number of properties available for sale in active status at the end of a given month.



June



Historical Inventory of Homes for Sale by Month



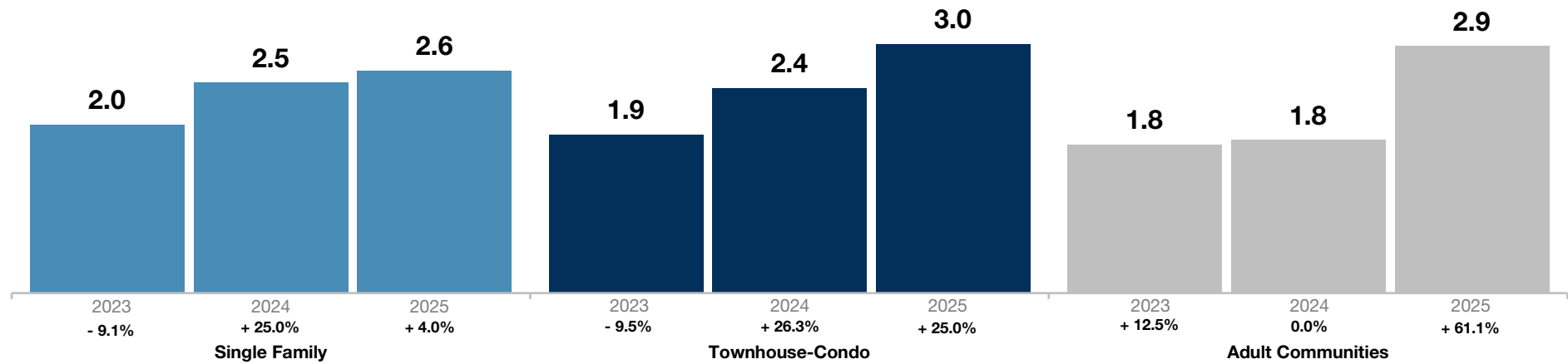
	Single Family	Townhouse-Condo	Adult Communities
July 2024	11,825	3,998	1,082
August 2024	11,519	3,830	1,106
September 2024	12,061	4,036	1,220
October 2024	11,764	4,044	1,260
November 2024	10,719	3,946	1,233
December 2024	8,825	3,361	1,112
January 2025	8,828	3,650	1,198
February 2025	9,202	3,849	1,241
March 2025	10,020	4,227	1,376
April 2025	11,455	4,691	1,466
May 2025	11,969	4,866	1,565
June 2025	12,382	4,926	1,674
12-Month Avg.	10,881	4,119	1,294

Months Supply of Inventory

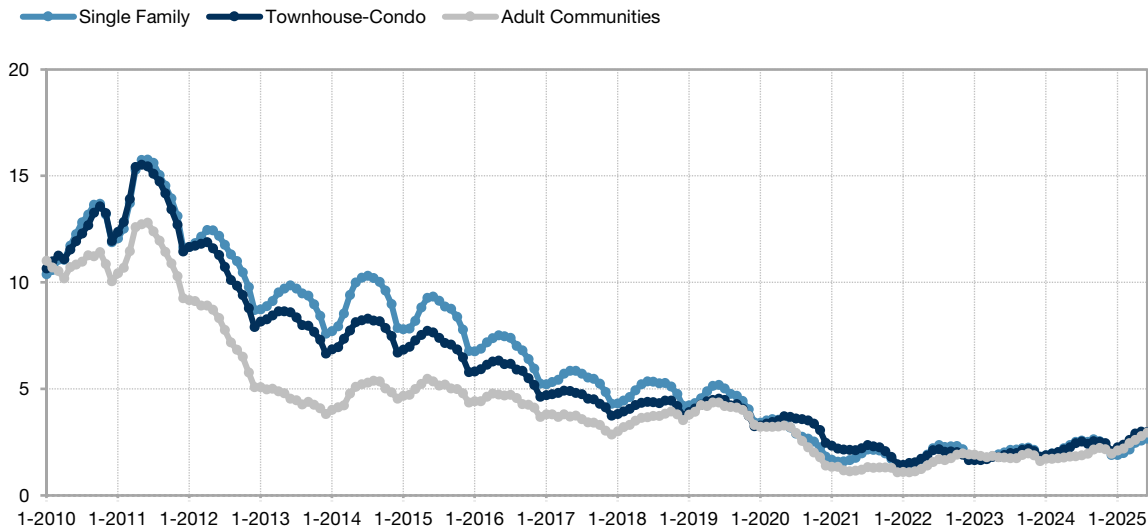


The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

June



Historical Months Supply of Inventory by Month



	Single Family	Townhouse-Condo	Adult Communities
July 2024	2.6	2.5	1.9
August 2024	2.5	2.4	1.9
September 2024	2.6	2.5	2.1
October 2024	2.5	2.5	2.2
November 2024	2.3	2.4	2.2
December 2024	1.9	2.1	1.9
January 2025	1.9	2.2	2.1
February 2025	2.0	2.4	2.2
March 2025	2.1	2.6	2.4
April 2025	2.5	2.9	2.6
May 2025	2.6	3.0	2.8
June 2025	2.6	3.0	2.9
12-Month Avg.*	2.3	2.5	2.3

* Months Supply for all properties from July 2024 through June 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	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		10,545	11,555	+ 9.6%	57,927	62,448	+ 7.8%
Pending Sales		7,521	8,137	+ 8.2%	42,569	43,119	+ 1.3%
Closed Sales		7,786	8,304	+ 6.7%	37,682	38,156	+ 1.3%
Median Sales Price		\$525,000	\$545,000	+ 3.8%	\$480,003	\$510,000	+ 6.2%
Avg. Sales Price		\$647,608	\$682,084	+ 5.3%	\$608,261	\$652,615	+ 7.3%
Pct. of List Price Received		103.6%	102.6%	- 1.0%	102.3%	101.8%	- 0.5%
Days on Market		30	34	+ 13.3%	36	41	+ 13.9%
Affordability Index		85	82	- 3.5%	92	88	- 4.3%
Homes for Sale		16,512	19,388	+ 17.4%	--	--	--
Months Supply		2.4	2.8	+ 16.7%	--	--	--