

Monthly Indicators

Mid Jersey Association of REALTORS®



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 up 12.1 percent to 600.
- Townhouse-Condo Closed Sales were down 40.1 percent to 142.
- Adult Communities Closed Sales were up 24.6 percent to 71.
- Single Family Median Sales Price increased 2.3 percent to \$570,000.
- Townhouse-Condo Median Sales Price decreased 0.3 percent to \$403,750.
- Adult Communities Median Sales Price increased 6.6 percent to \$383,900.

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

- 2.4%	+ 10.4%	+ 4.0%
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

For residential real estate activity in Mid Jersey Association of REALTORS®. 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
New Listings		986	1,211	+ 22.8%	2,305	2,616	+ 13.5%
Pending Sales		697	671	- 3.7%	1,697	1,744	+ 2.8%
Closed Sales		535	600	+ 12.1%	1,552	1,597	+ 2.9%
Median Sales Price		\$557,000	\$570,000	+ 2.3%	\$565,000	\$560,000	- 0.9%
Avg. Sales Price		\$671,599	\$658,555	- 1.9%	\$662,296	\$645,075	- 2.6%
Pct. of List Price Received		102.5%	101.4%	- 1.1%	101.9%	100.7%	- 1.2%
Days on Market		44	50	+ 13.6%	45	50	+ 11.1%
Affordability Index		94	94	0.0%	92	95	+ 3.3%
Homes for Sale		1,360	1,623	+ 19.3%	--	--	--
Months Supply		1.9	2.2	+ 15.8%	--	--	--





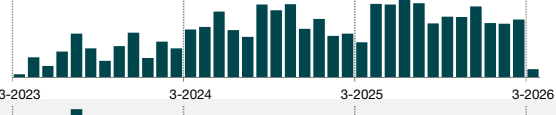
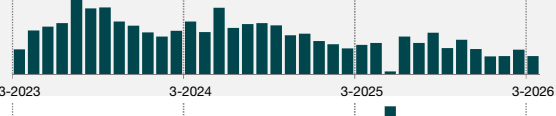




Townhouse-Condo Market Overview

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
New Listings		338	253	- 25.1%	893	605	- 32.3%
Pending Sales		261	160	- 38.7%	688	406	- 41.0%
Closed Sales		237	142	- 40.1%	594	386	- 35.0%
Median Sales Price		\$405,000	\$403,750	- 0.3%	\$405,000	\$415,000	+ 2.5%
Avg. Sales Price		\$422,619	\$430,851	+ 1.9%	\$426,367	\$455,758	+ 6.9%
Pct. of List Price Received		102.0%	100.3%	- 1.7%	101.8%	99.7%	- 2.1%
Days on Market		37	45	+ 21.6%	38	44	+ 15.8%
Affordability Index		129	132	+ 2.3%	129	129	0.0%
Homes for Sale		424	348	- 17.9%	--	--	--
Months Supply		1.6	1.9	+ 18.8%	--	--	--

Adult Community Market Overview

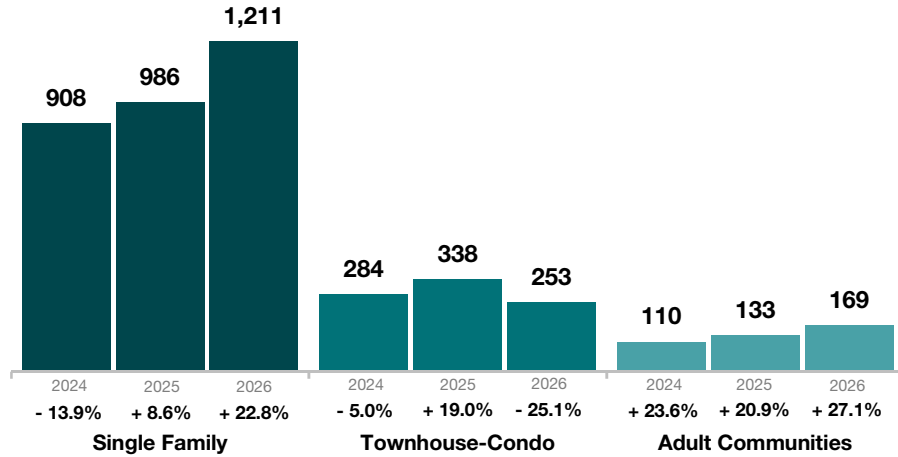
Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		133	169	+ 27.1%	305	344	+ 12.8%
Pending Sales		93	104	+ 11.8%	223	239	+ 7.2%
Closed Sales		57	71	+ 24.6%	175	196	+ 12.0%
Median Sales Price		\$360,000	\$383,900	+ 6.6%	\$397,000	\$410,000	+ 3.3%
Avg. Sales Price		\$426,198	\$379,143	- 11.0%	\$435,142	\$431,882	- 0.7%
Pct. of List Price Received		99.2%	98.4%	- 0.8%	99.1%	98.5%	- 0.6%
Days on Market		46	68	+ 47.8%	45	66	+ 46.7%
Affordability Index		145	139	- 4.1%	132	130	- 1.5%
Homes for Sale		197	234	+ 18.8%	--	--	--
Months Supply		2.6	2.7	+ 3.8%	--	--	--

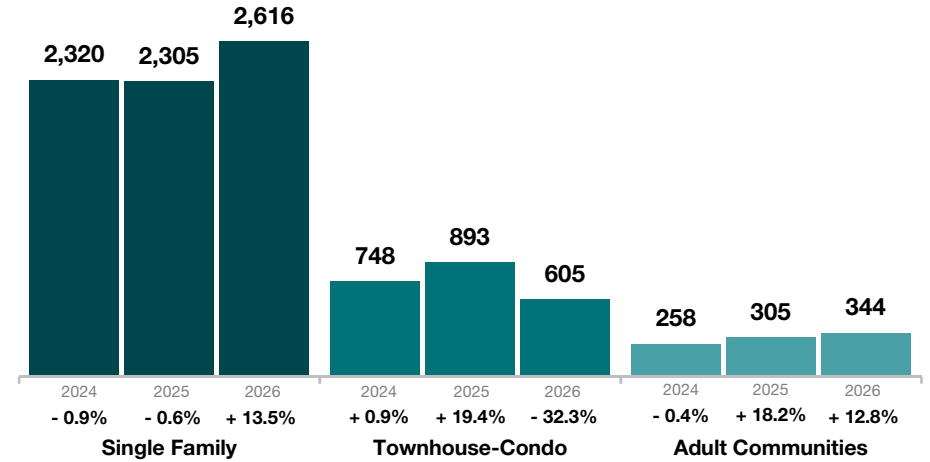
New Listings

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

March

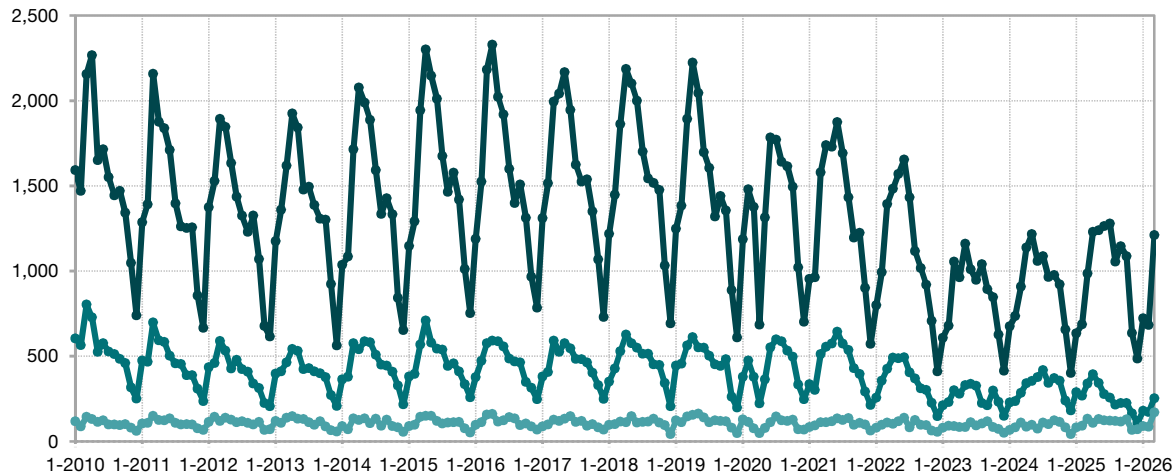


Year to Date



Historical New Listings by Month

Single Family Townhouse-Condo Adult Communities

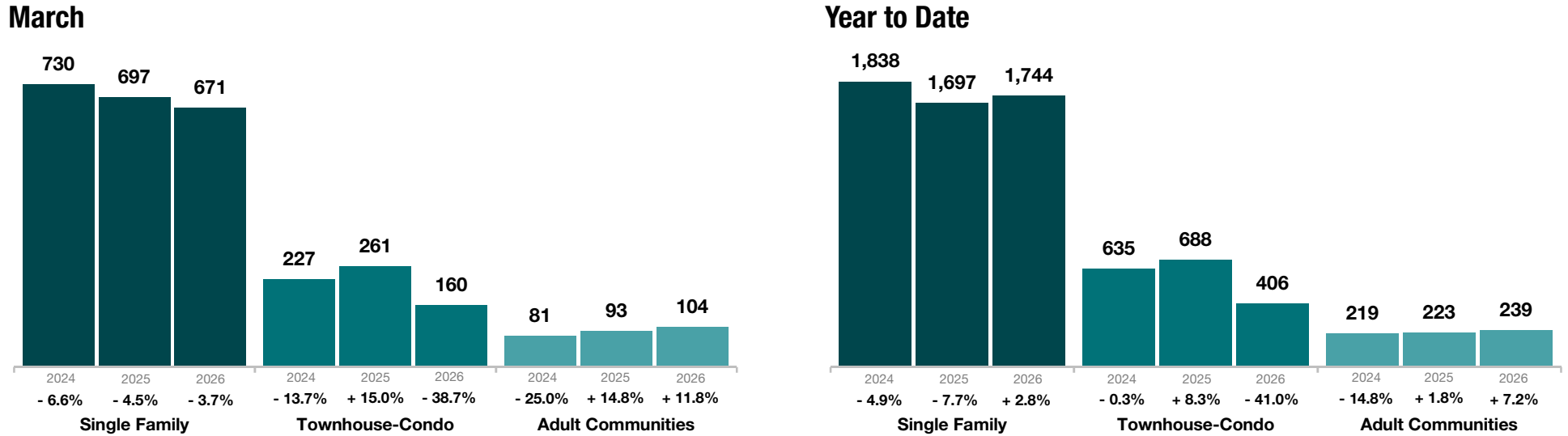


Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

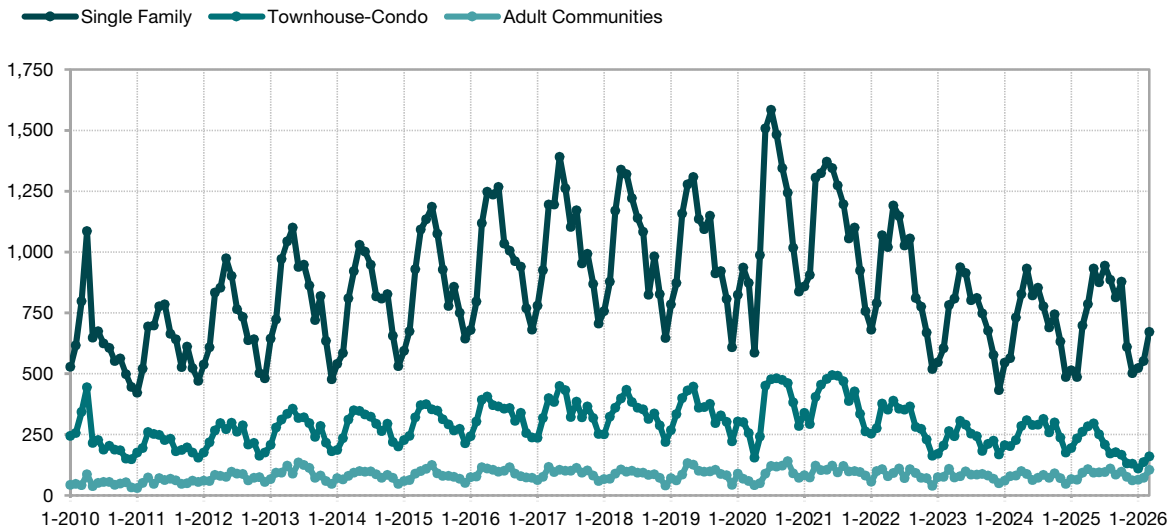
	Single Family	Townhouse-Condo	Adult Communities
April 2025	1,230	393	107
May 2025	1,239	342	130
June 2025	1,264	277	122
July 2025	1,279	256	121
August 2025	1,054	214	120
September 2025	1,144	225	116
October 2025	1,087	225	128
November 2025	636	165	66
December 2025	486	109	70
January 2026	722	180	89
February 2026	683	172	86
March 2026	1,211	253	169
12-Month Avg.	1,003	234	110

Pending Sales

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



Historical Pending Sales by Month



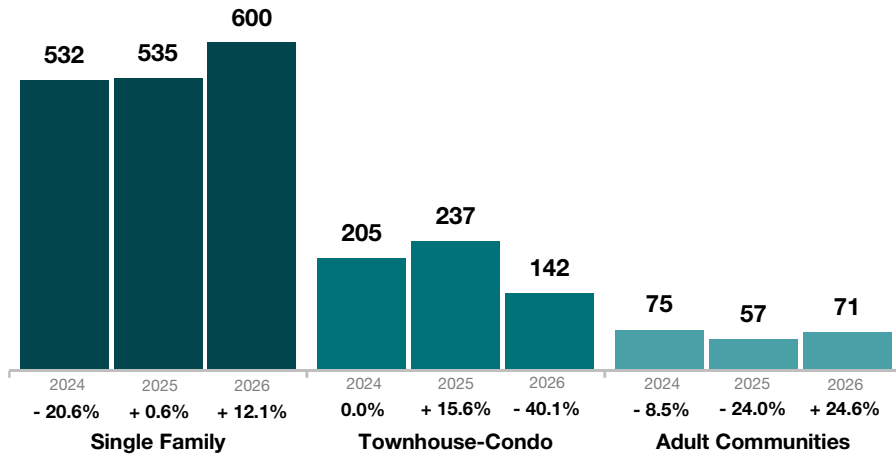
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2025	786	283	107
May 2025	932	295	93
June 2025	875	250	94
July 2025	944	208	95
August 2025	885	172	110
September 2025	813	177	85
October 2025	878	166	97
November 2025	610	131	76
December 2025	502	130	61
January 2026	522	110	64
February 2026	551	136	71
March 2026	671	160	104
12-Month Avg.	747	185	88

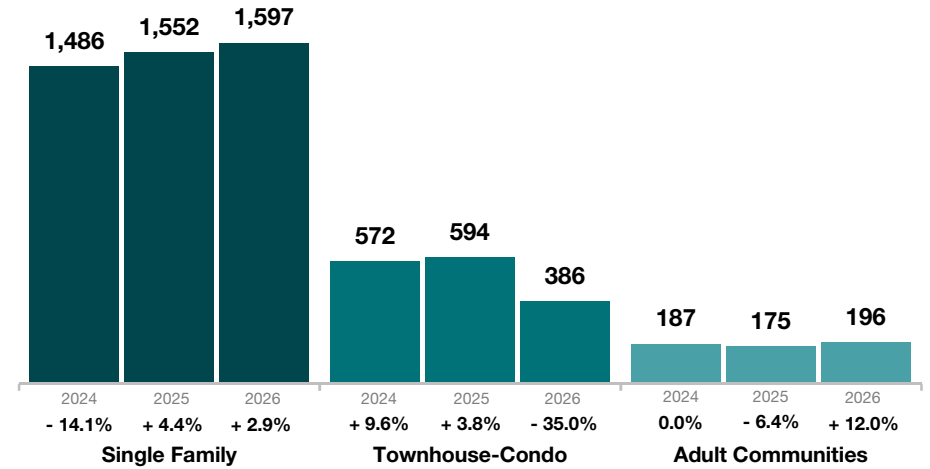
Closed Sales

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

March

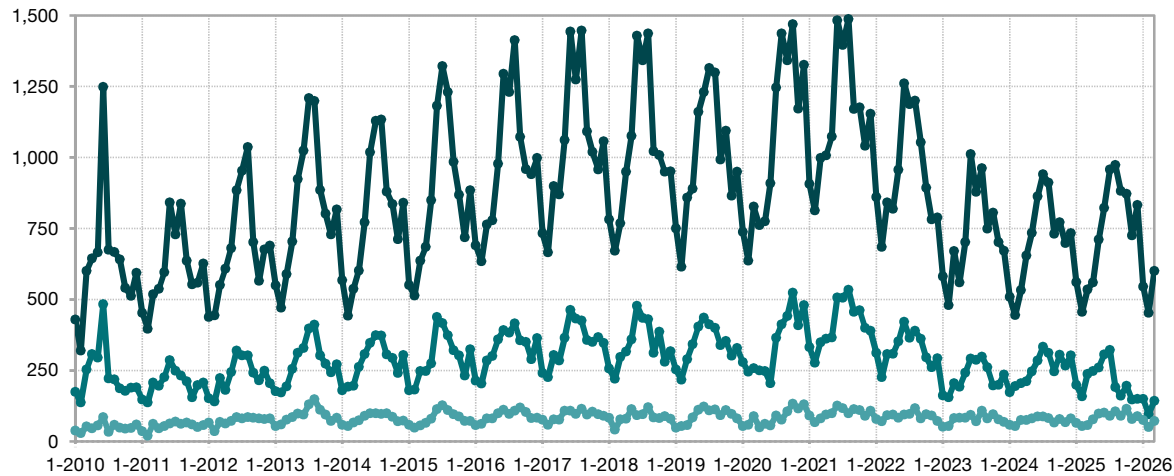


Year to Date



Historical Closed Sales by Month

— Single Family — Townhouse-Condo — Adult Communities

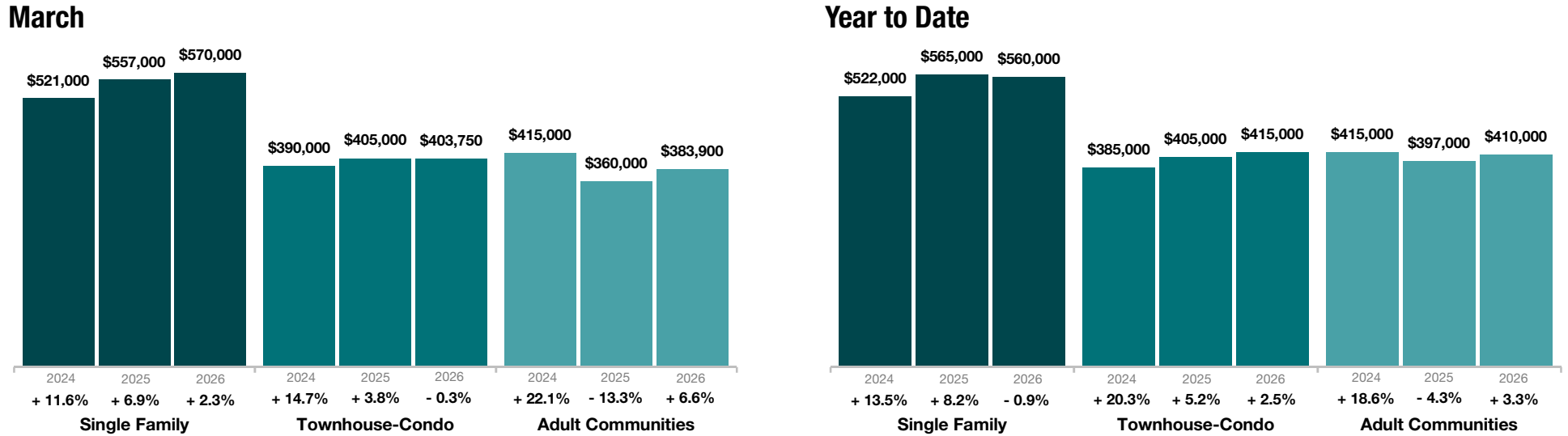


Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

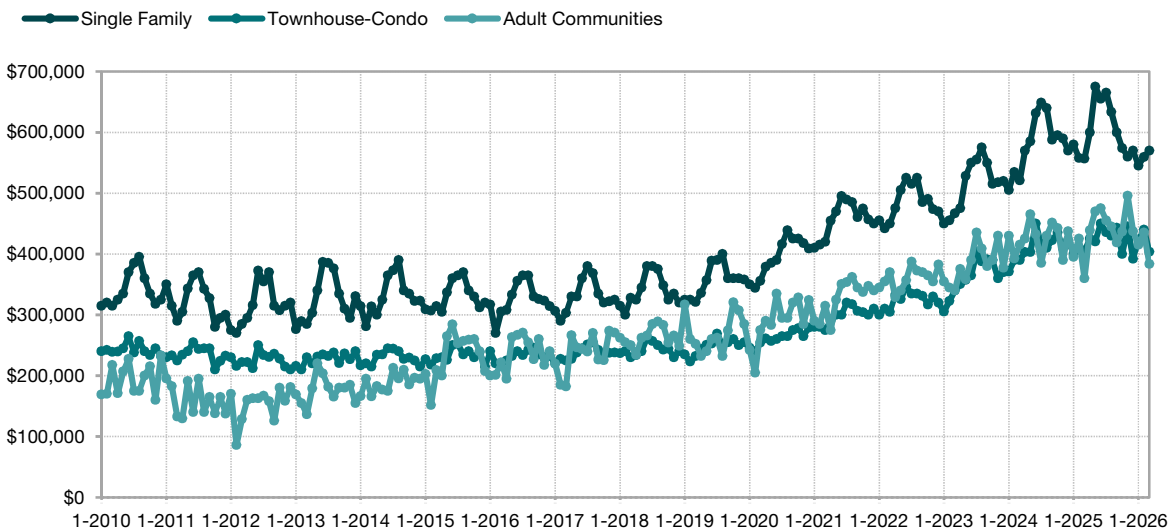
	Single Family	Townhouse-Condo	Adult Communities
April 2025	560	247	77
May 2025	711	260	97
June 2025	822	306	101
July 2025	957	322	89
August 2025	973	191	105
September 2025	882	161	90
October 2025	872	195	114
November 2025	725	147	78
December 2025	832	149	88
January 2026	545	149	75
February 2026	452	95	50
March 2026	600	142	71
12-Month Avg.	744	197	86

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.

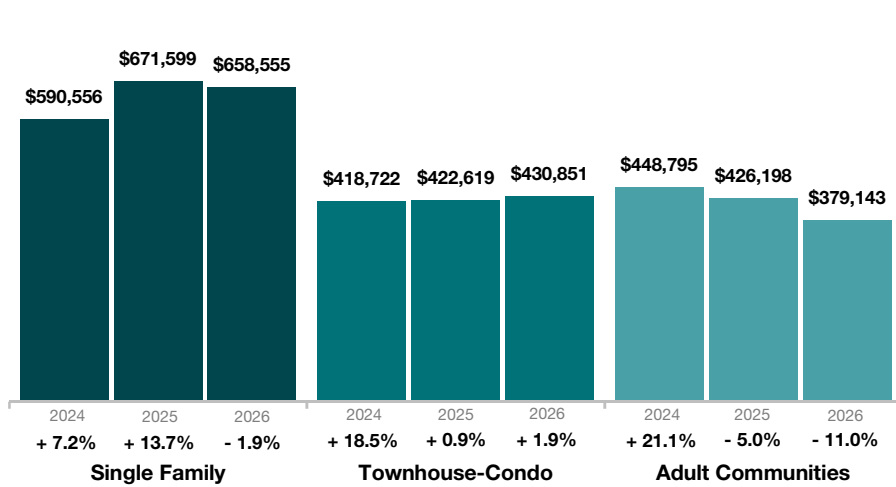
	Single Family	Townhouse-Condo	Adult Communities
April 2025	\$600,000	\$425,000	\$439,000
May 2025	\$675,000	\$420,458	\$470,000
June 2025	\$655,000	\$450,000	\$475,000
July 2025	\$665,000	\$436,000	\$455,000
August 2025	\$633,500	\$430,000	\$445,000
September 2025	\$600,000	\$443,000	\$419,000
October 2025	\$574,000	\$400,000	\$437,000
November 2025	\$560,000	\$445,000	\$495,500
December 2025	\$570,000	\$392,000	\$437,450
January 2026	\$545,000	\$423,000	\$415,000
February 2026	\$559,500	\$439,700	\$435,000
March 2026	\$570,000	\$403,750	\$383,900
12-Month Med.*	\$600,000	\$425,000	\$437,000

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

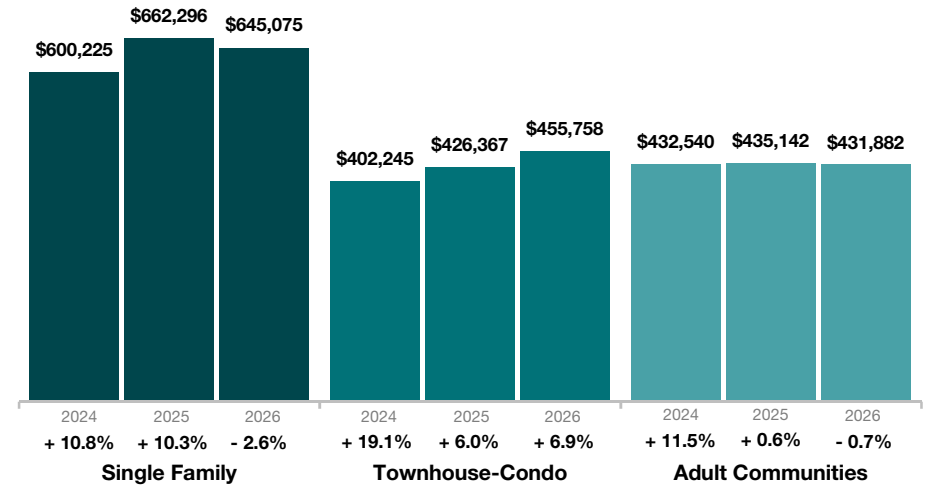
Average Sales Price

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

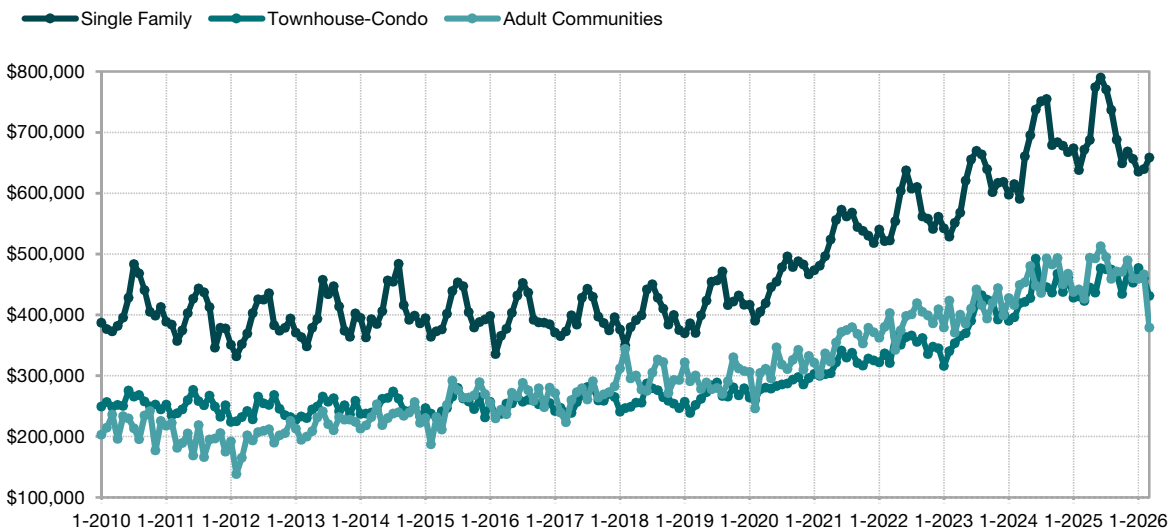
March



Year to Date



Historical Average Sales Price by Month



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

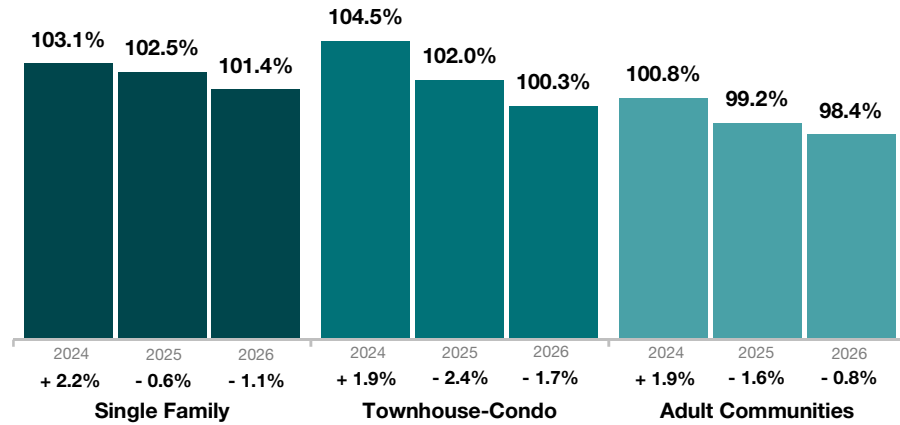
	Single Family	Townhouse-Condo	Adult Communities
April 2025	\$687,391	\$445,015	\$493,698
May 2025	\$774,210	\$436,196	\$492,735
June 2025	\$790,072	\$476,524	\$512,567
July 2025	\$770,211	\$474,624	\$494,646
August 2025	\$736,575	\$474,286	\$459,165
September 2025	\$687,845	\$467,456	\$471,310
October 2025	\$648,740	\$434,389	\$470,735
November 2025	\$668,329	\$468,840	\$489,263
December 2025	\$656,214	\$452,423	\$459,830
January 2026	\$634,994	\$476,709	\$458,852
February 2026	\$639,345	\$460,126	\$466,315
March 2026	\$658,555	\$430,851	\$379,143
12-Month Avg.*	\$702,244	\$458,876	\$472,631

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

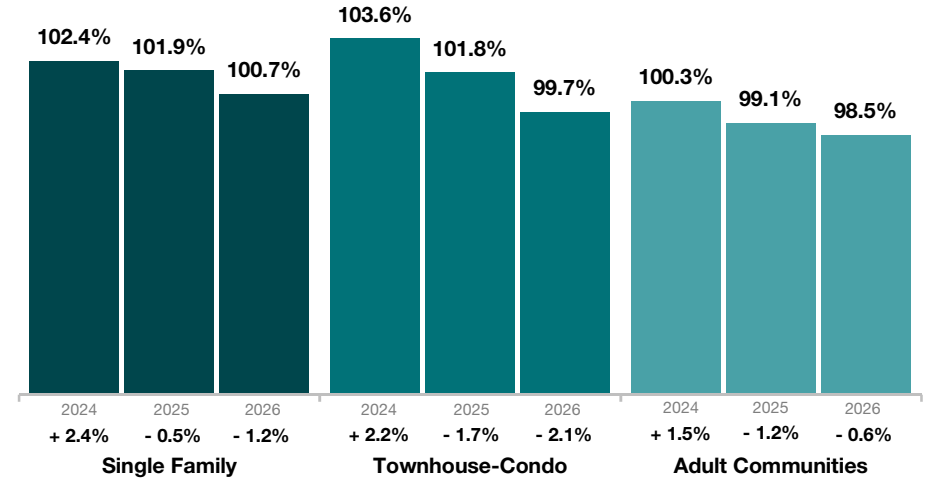
Percent of List Price Received

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.

March

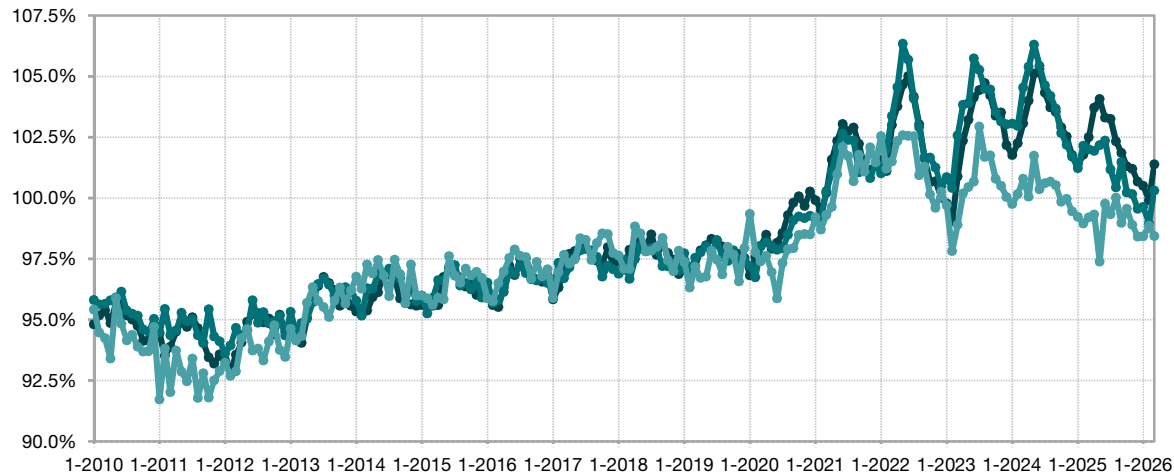


Year to Date



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.

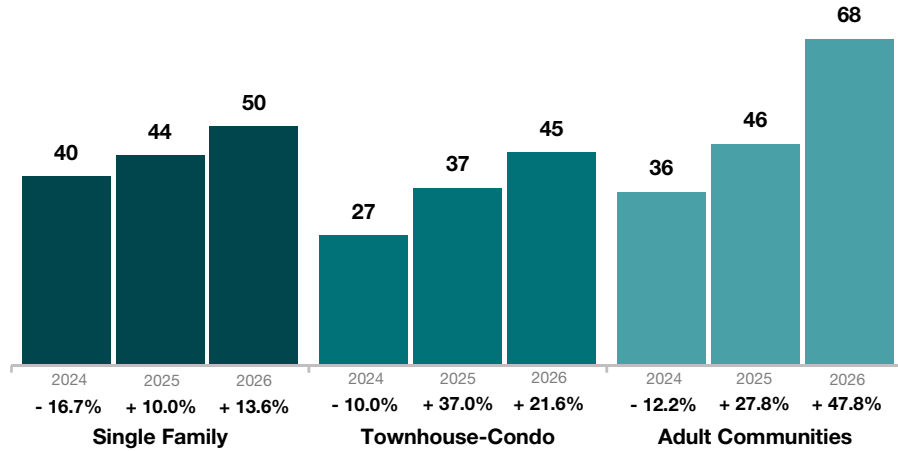
	Single Family	Townhouse-Condo	Adult Communities
April 2025	103.7%	101.9%	99.3%
May 2025	104.1%	102.2%	97.4%
June 2025	103.3%	102.4%	99.8%
July 2025	103.2%	101.2%	99.3%
August 2025	102.3%	100.4%	100.0%
September 2025	101.9%	101.5%	99.0%
October 2025	101.3%	100.2%	99.6%
November 2025	101.2%	100.2%	98.9%
December 2025	100.7%	99.6%	98.4%
January 2026	100.5%	99.6%	98.4%
February 2026	99.9%	99.0%	98.9%
March 2026	101.4%	100.3%	98.4%
12-Month Avg.*	102.1%	101.0%	99.0%

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

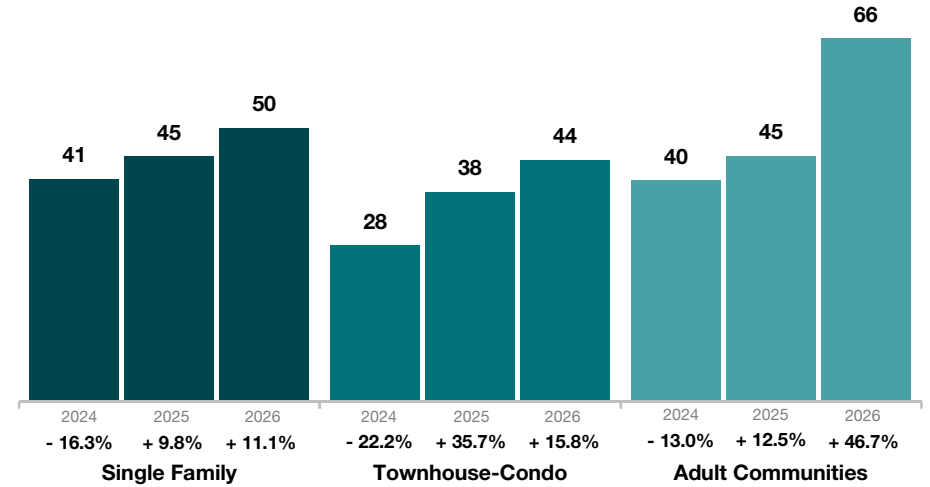
Days on Market Until Sale

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

March

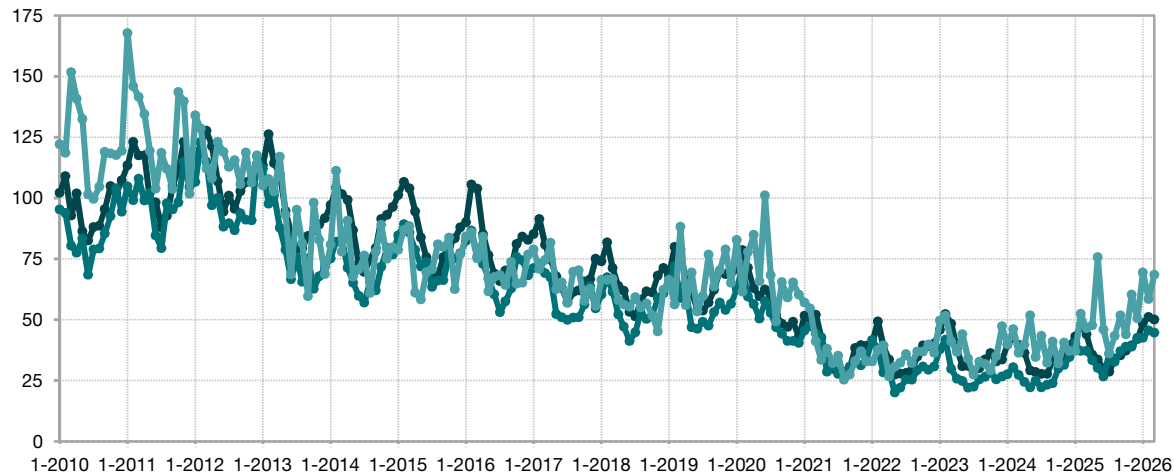


Year to Date



Historical Days on Market Until Sale by Month

Single Family 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.

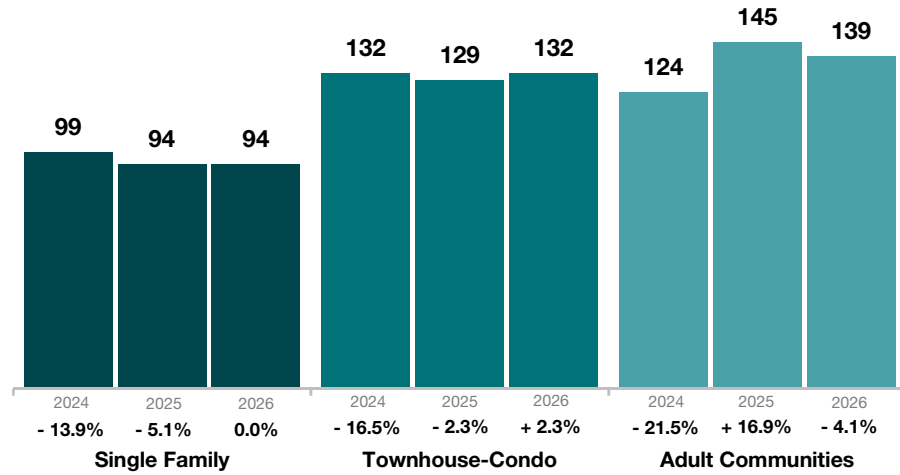
	Single Family	Townhouse-Condo	Adult Communities
April 2025	36	33	48
May 2025	34	30	76
June 2025	30	27	46
July 2025	29	36	36
August 2025	34	33	43
September 2025	35	37	52
October 2025	37	39	44
November 2025	39	39	60
December 2025	42	43	51
January 2026	49	43	69
February 2026	51	46	58
March 2026	50	45	68
12-Month Avg.*	38	36	53

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

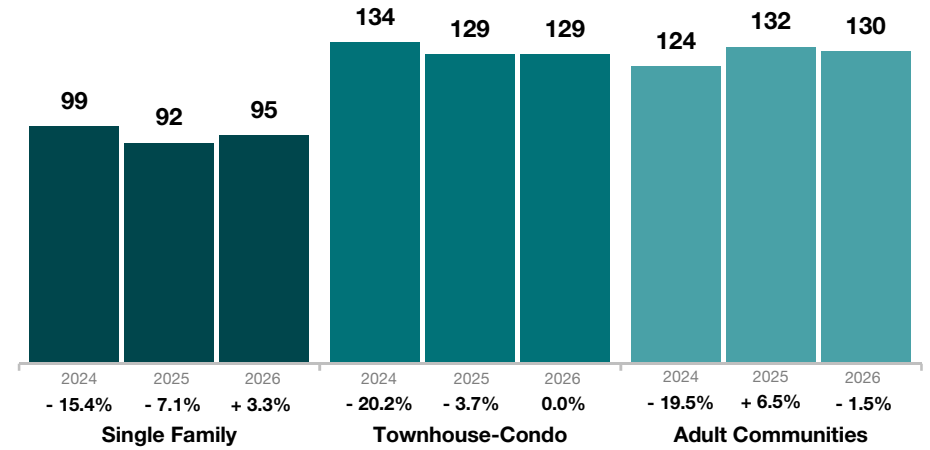
Housing Affordability Index

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

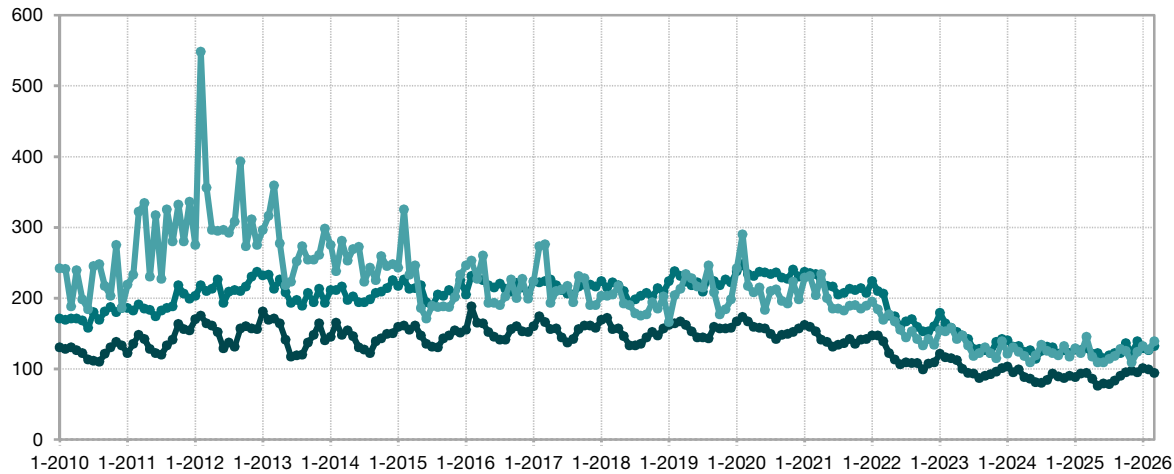


Year to Date



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.

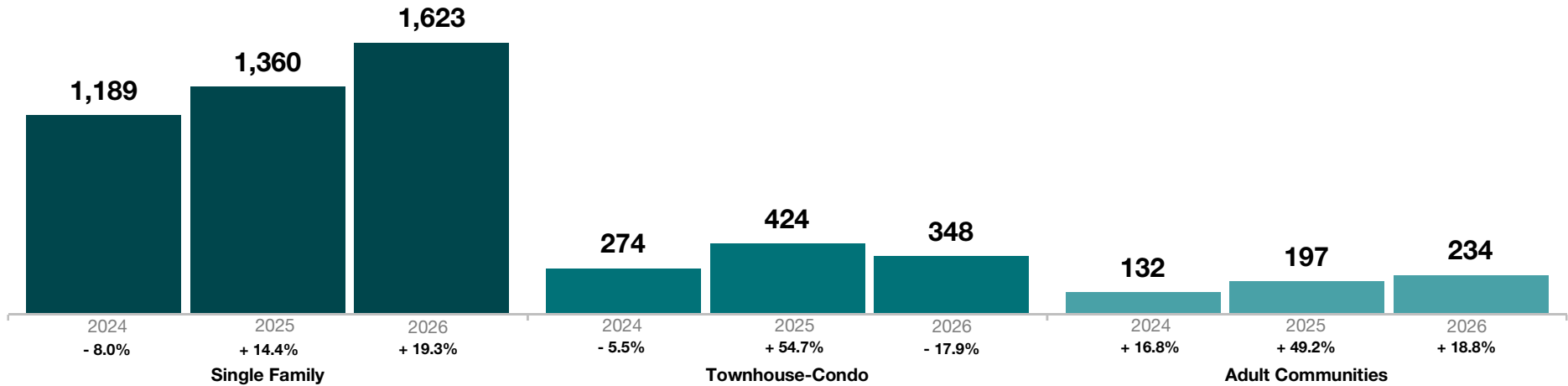
	Single Family	Townhouse-Condo	Adult Communities
April 2025	86	121	117
May 2025	76	122	109
June 2025	79	115	109
July 2025	78	119	114
August 2025	83	122	118
September 2025	90	122	128
October 2025	95	136	125
November 2025	97	122	109
December 2025	95	139	124
January 2026	101	129	132
February 2026	99	126	127
March 2026	94	132	139
12-Month Avg.*	89	125	121

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

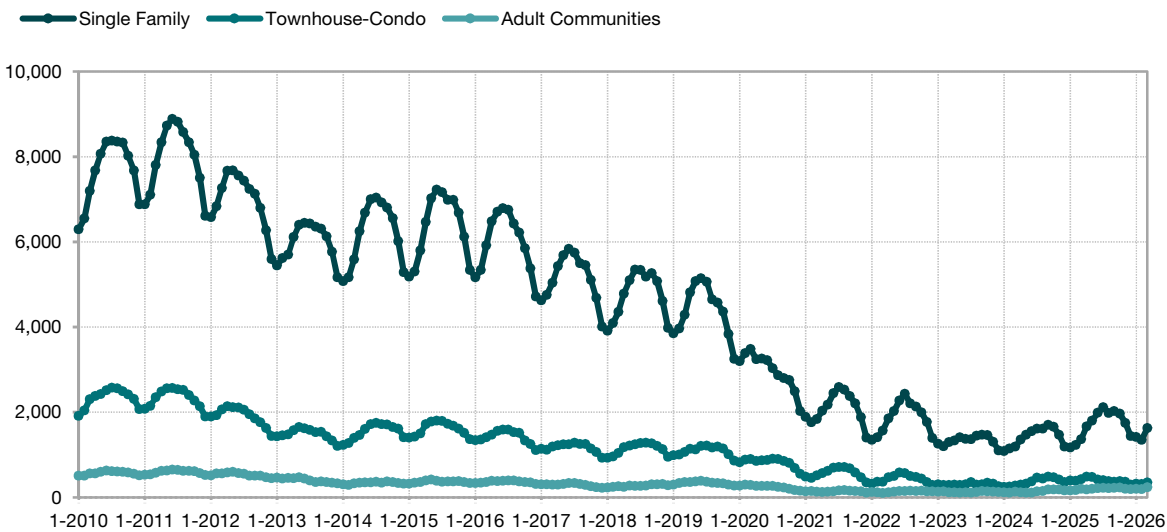
Inventory of Homes for Sale

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



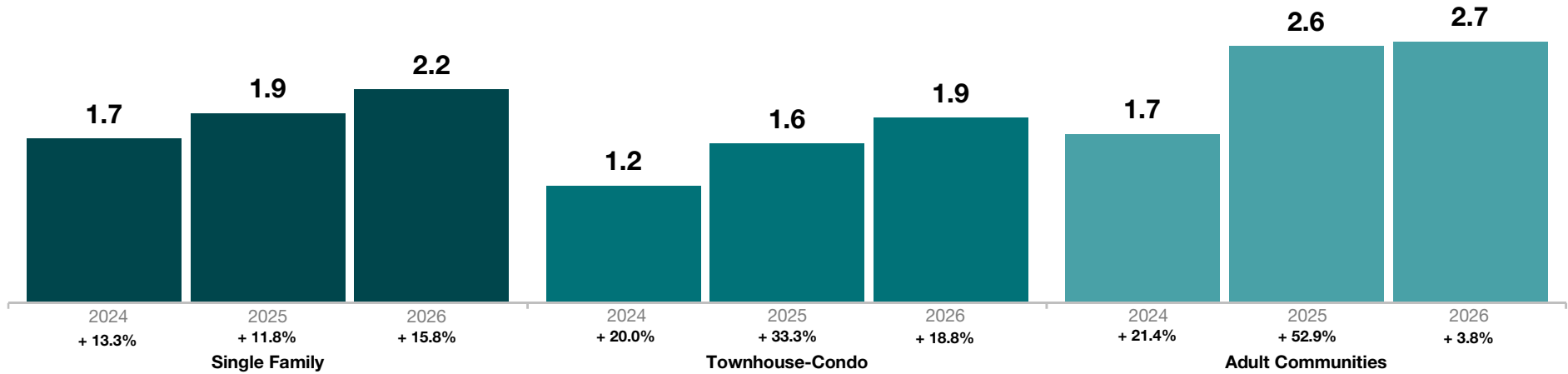
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
April 2025	1,667	483	183
May 2025	1,799	475	198
June 2025	1,988	416	210
July 2025	2,115	401	221
August 2025	1,977	377	216
September 2025	2,026	364	221
October 2025	1,961	376	231
November 2025	1,743	363	201
December 2025	1,440	299	193
January 2026	1,414	321	197
February 2026	1,348	311	192
March 2026	1,623	348	234
12-Month Avg.	1,758	378	208

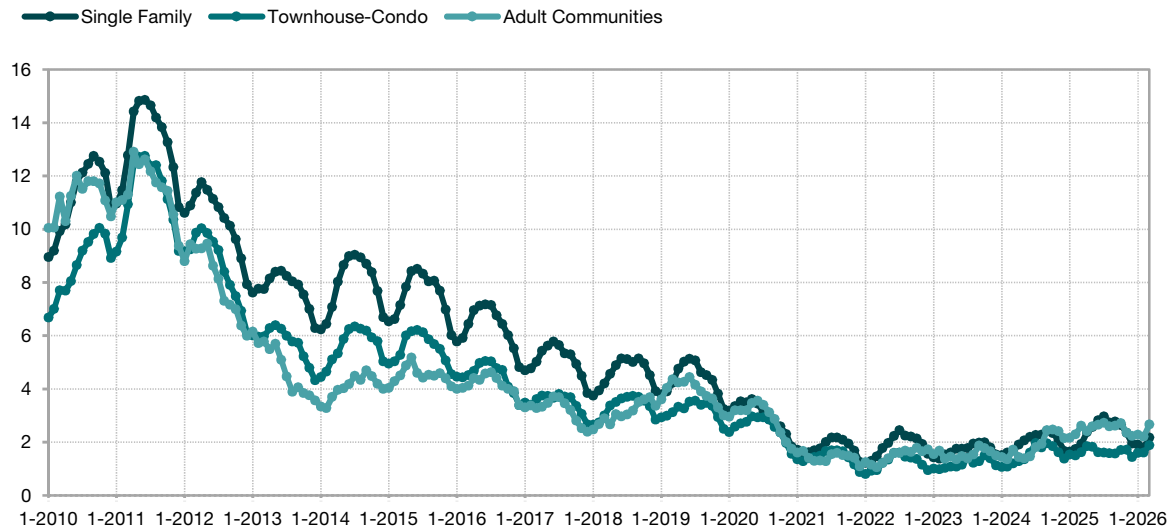
Months Supply of Inventory

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	2.4	1.8	2.4
May 2025	2.6	1.8	2.6
June 2025	2.8	1.6	2.7
July 2025	3.0	1.6	2.7
August 2025	2.7	1.6	2.6
September 2025	2.8	1.6	2.6
October 2025	2.6	1.7	2.7
November 2025	2.3	1.7	2.3
December 2025	1.9	1.4	2.2
January 2026	1.9	1.6	2.3
February 2026	1.8	1.6	2.2
March 2026	2.2	1.9	2.7
12-Month Avg.*	2.4	1.7	2.5

* 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
New Listings		1,467	1,637	+ 11.6%	3,531	3,575	+ 1.2%
Pending Sales		1,060	936	- 11.7%	2,630	2,394	- 9.0%
Closed Sales		834	814	- 2.4%	2,339	2,180	- 6.8%
Median Sales Price		\$500,000	\$520,000	+ 4.0%	\$502,500	\$520,000	+ 3.5%
Avg. Sales Price		\$581,027	\$593,797	+ 2.2%	\$582,163	\$592,125	+ 1.7%
Pct. of List Price Received		102.1%	100.9%	- 1.2%	101.6%	100.3%	- 1.3%
Days on Market		42	51	+ 21.4%	43	50	+ 16.3%
Affordability Index		104	103	- 1.0%	104	103	- 1.0%
Homes for Sale		2,004	2,213	+ 10.4%	--	--	--
Months Supply		1.9	2.2	+ 15.8%	--	--	--