

Monthly Indicators

Mid Jersey Association of REALTORS®



August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

- Single Family Closed Sales were up 6.1 percent to 962.
- Townhouse-Condo Closed Sales were down 39.2 percent to 191.
- Adult Communities Closed Sales were up 19.5 percent to 98.

- Single Family Median Sales Price decreased 0.8 percent to \$635,000.
- Townhouse-Condo Median Sales Price increased 4.9 percent to \$430,000.
- Adult Communities Median Sales Price increased 3.5 percent to \$445,000.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

Monthly Snapshot

- 4.8%	+ 11.7%	+ 6.4%
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

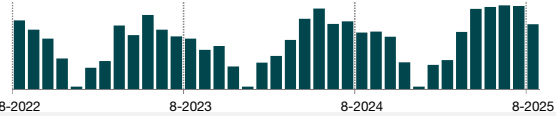
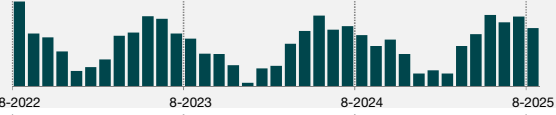
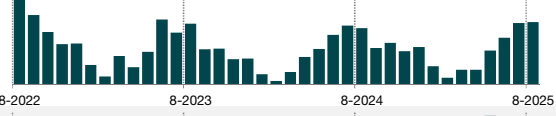
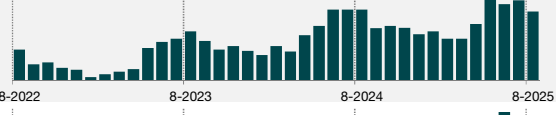
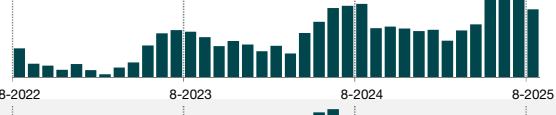
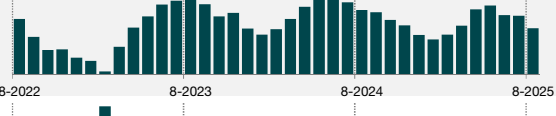

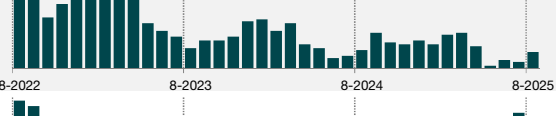
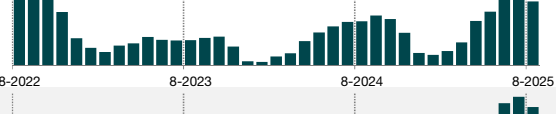

For residential real estate activity in Mid Jersey Association of REALTORS®. Percent changes are calculated using rounded figures.

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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	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		964	1,051	+ 9.0%	7,684	8,263	+ 7.5%
Pending Sales		775	830	+ 7.1%	5,945	6,021	+ 1.3%
Closed Sales		907	962	+ 6.1%	5,463	5,505	+ 0.8%
Median Sales Price		\$640,000	\$635,000	- 0.8%	\$595,000	\$625,000	+ 5.0%
Avg. Sales Price		\$756,255	\$738,644	- 2.3%	\$696,220	\$731,230	+ 5.0%
Pct. of List Price Received		103.7%	102.3%	- 1.4%	103.9%	102.9%	- 1.0%
Days on Market		28	34	+ 21.4%	32	36	+ 12.5%
Affordability Index		81	80	- 1.2%	87	81	- 6.9%
Homes for Sale		1,612	1,883	+ 16.8%	--	--	--
Months Supply		2.4	2.6	+ 8.3%	--	--	--



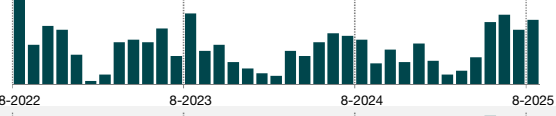
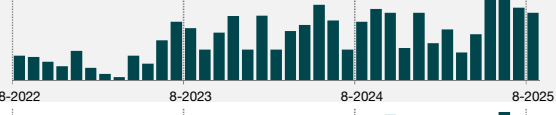
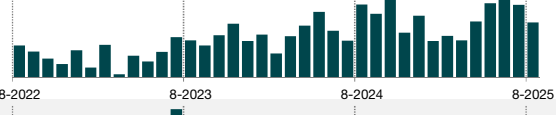





Townhouse-Condo Market Overview

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	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		345	207	- 40.0%	2,656	2,449	- 7.8%
Pending Sales		314	171	- 45.5%	2,197	1,937	- 11.8%
Closed Sales		314	191	- 39.2%	2,052	1,926	- 6.1%
Median Sales Price		\$410,000	\$430,000	+ 4.9%	\$405,000	\$425,000	+ 4.9%
Avg. Sales Price		\$443,881	\$474,129	+ 6.8%	\$433,255	\$449,462	+ 3.7%
Pct. of List Price Received		104.2%	100.4%	- 3.6%	104.7%	101.7%	- 2.9%
Days on Market		24	33	+ 37.5%	25	34	+ 36.0%
Affordability Index		126	118	- 6.3%	127	119	- 6.3%
Homes for Sale		442	383	- 13.3%	--	--	--
Months Supply		1.7	1.6	- 5.9%	--	--	--

Adult Community Market Overview

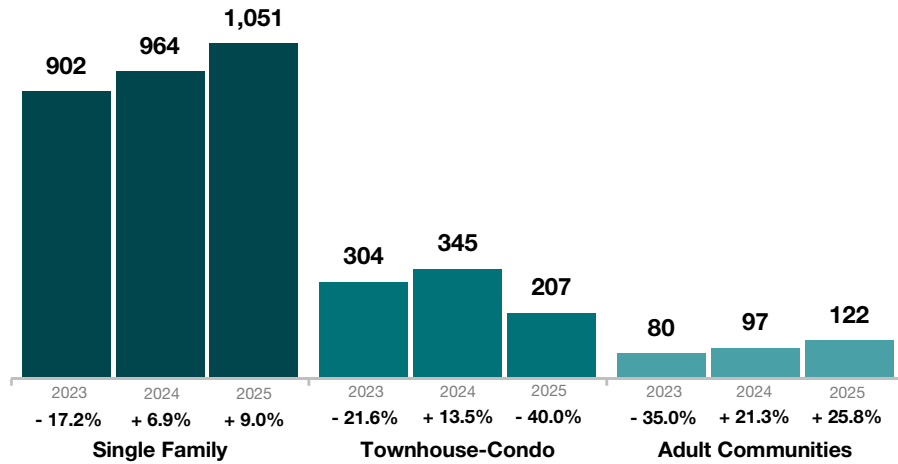
Key metrics for properties in **Adult Communities Only** for the report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparklines	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		97	122	+ 25.8%	709	896	+ 26.4%
Pending Sales		82	111	+ 35.4%	607	718	+ 18.3%
Closed Sales		82	98	+ 19.5%	584	630	+ 7.9%
Median Sales Price		\$430,000	\$445,000	+ 3.5%	\$420,000	\$435,000	+ 3.6%
Avg. Sales Price		\$492,446	\$461,805	- 6.2%	\$451,455	\$471,349	+ 4.4%
Pct. of List Price Received		100.7%	100.0%	- 0.7%	100.6%	99.1%	- 1.5%
Days on Market		32	44	+ 37.5%	40	49	+ 22.5%
Affordability Index		120	114	- 5.0%	123	116	- 5.7%
Homes for Sale		143	203	+ 42.0%	--	--	--
Months Supply		2.0	2.5	+ 25.0%	--	--	--

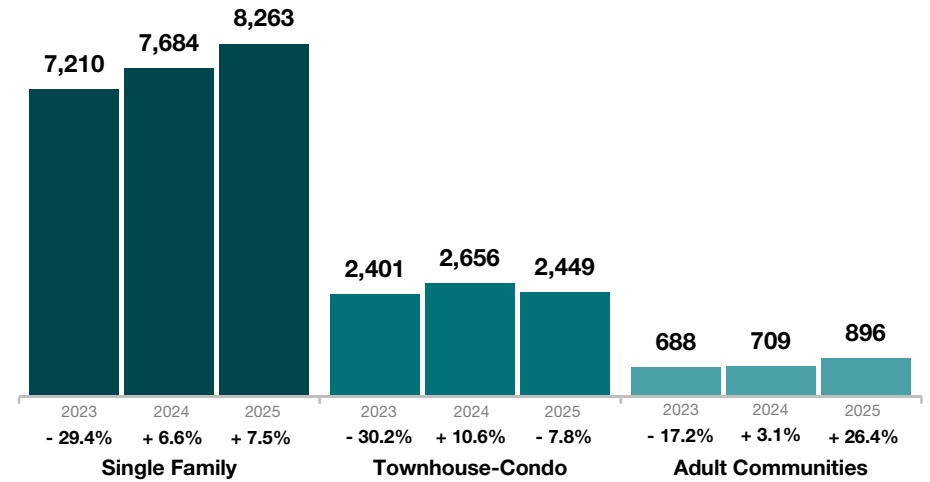
New Listings

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

August

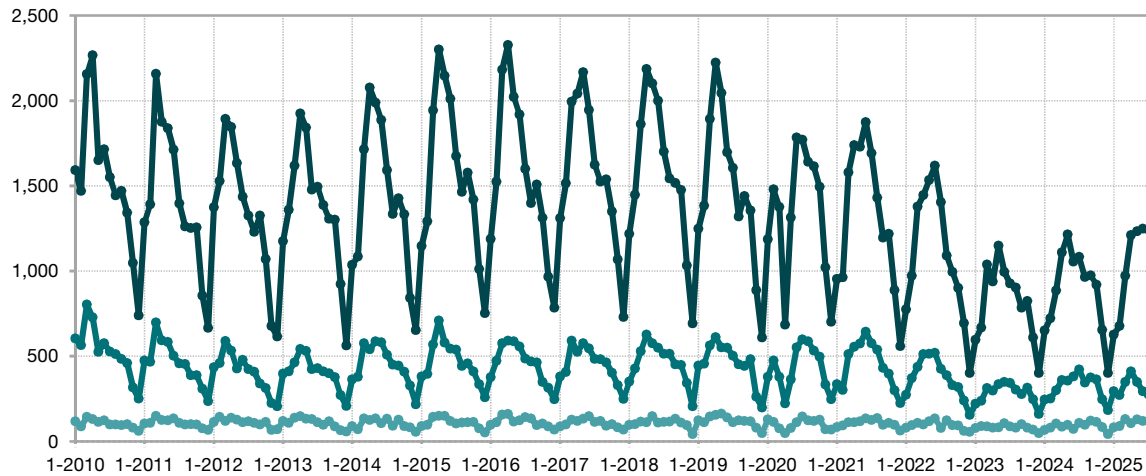


Year to Date



Historical New Listings by Month

Single Family Townhouse-Condo Adult Communities



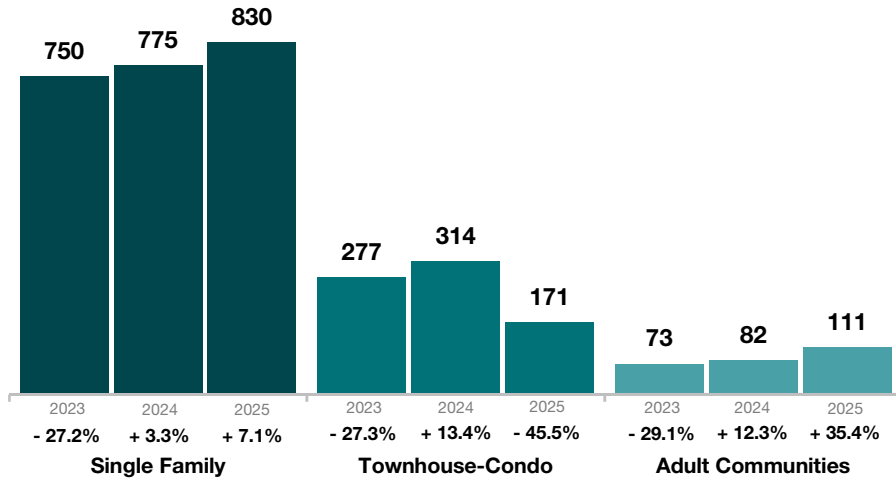
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
September 2024	973	374	121
October 2024	920	364	113
November 2024	655	247	83
December 2024	401	183	42
January 2025	627	293	81
February 2025	678	272	90
March 2025	972	349	130
April 2025	1,211	411	106
May 2025	1,233	349	128
June 2025	1,248	293	119
July 2025	1,243	275	120
August 2025	1,051	207	122
12-Month Avg.	934	301	105

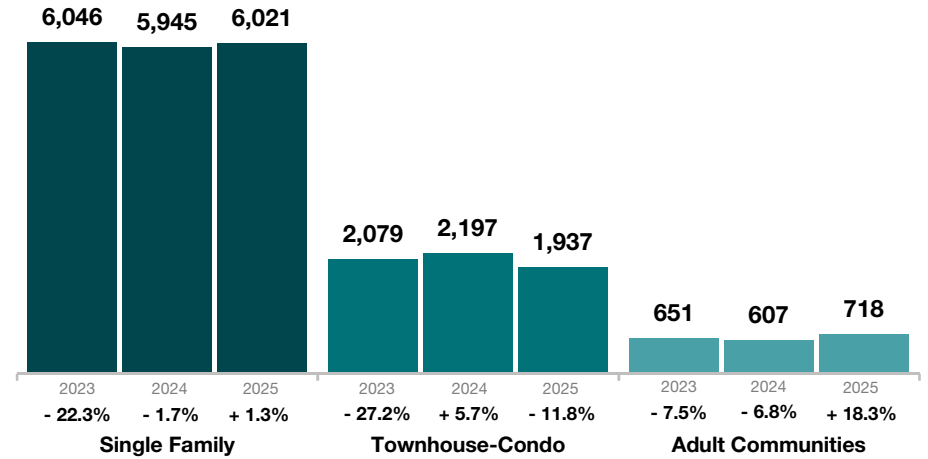
Pending Sales

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

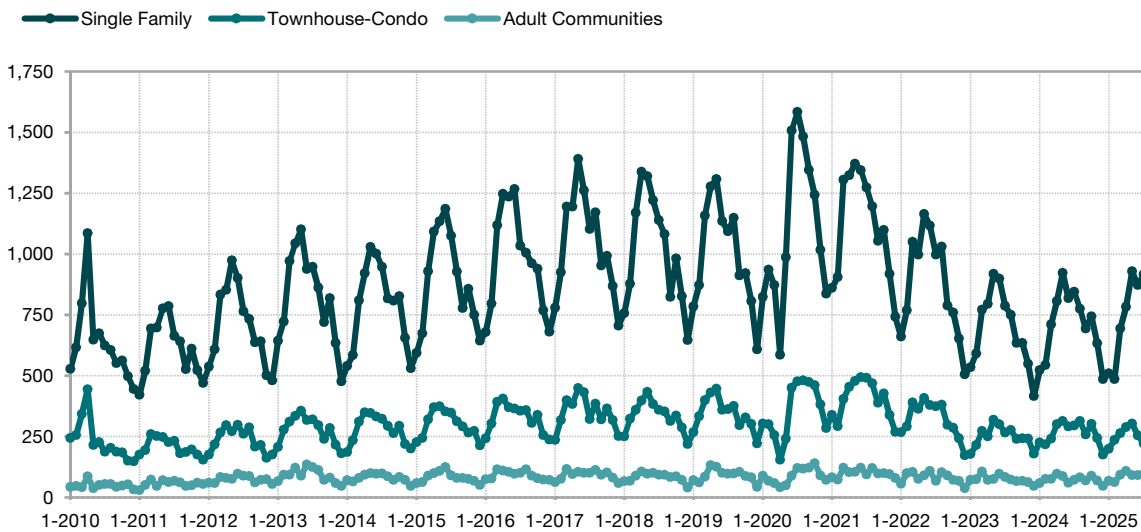
August



Year to Date



Historical Pending Sales by Month



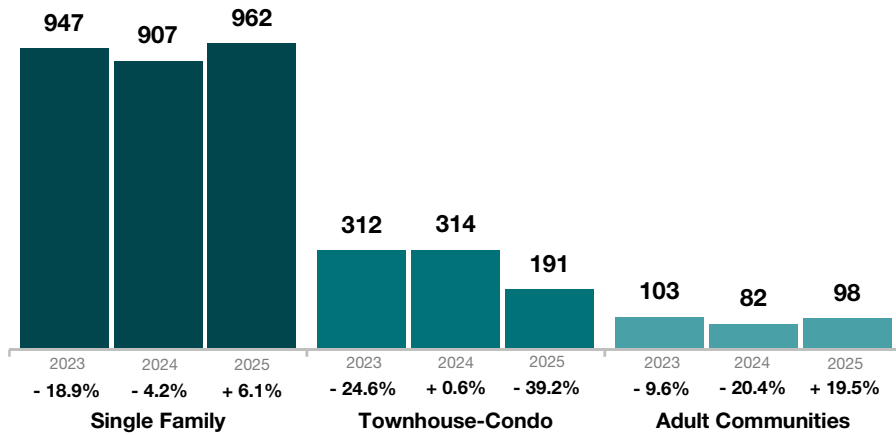
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
September 2024	693	258	69
October 2024	743	302	88
November 2024	633	244	69
December 2024	486	176	47
January 2025	510	199	68
February 2025	486	236	62
March 2025	694	264	92
April 2025	783	289	109
May 2025	929	303	91
June 2025	873	254	91
July 2025	916	221	94
August 2025	830	171	111
12-Month Avg.	715	243	83

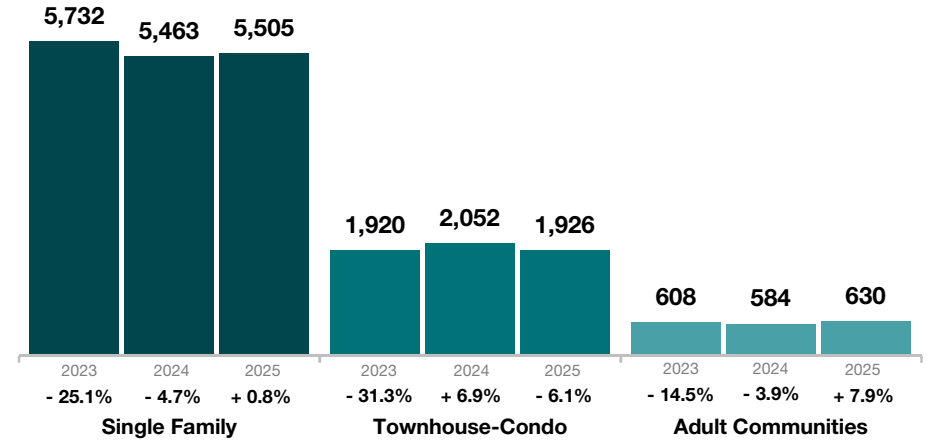
Closed Sales

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

August

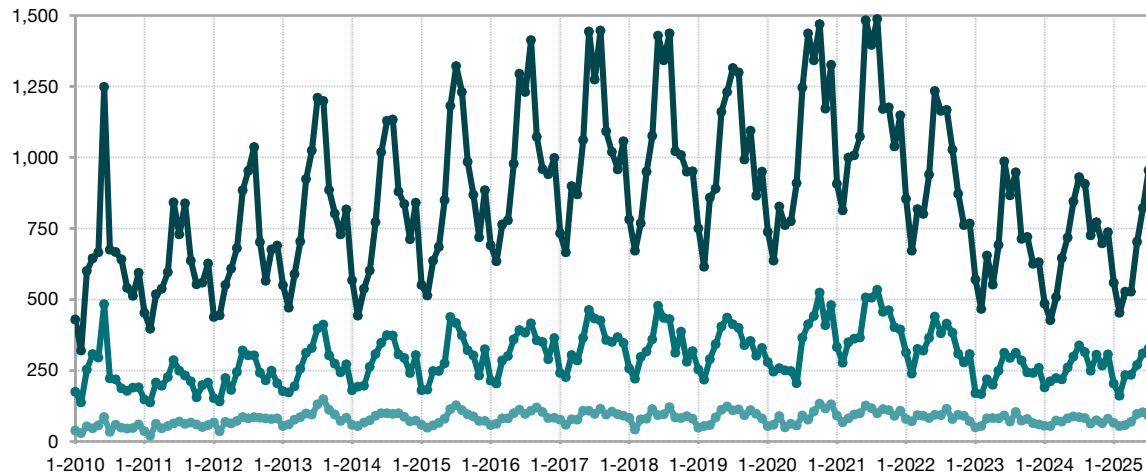


Year to Date



Historical Closed Sales by Month

Single Family Townhouse-Condo Adult Communities



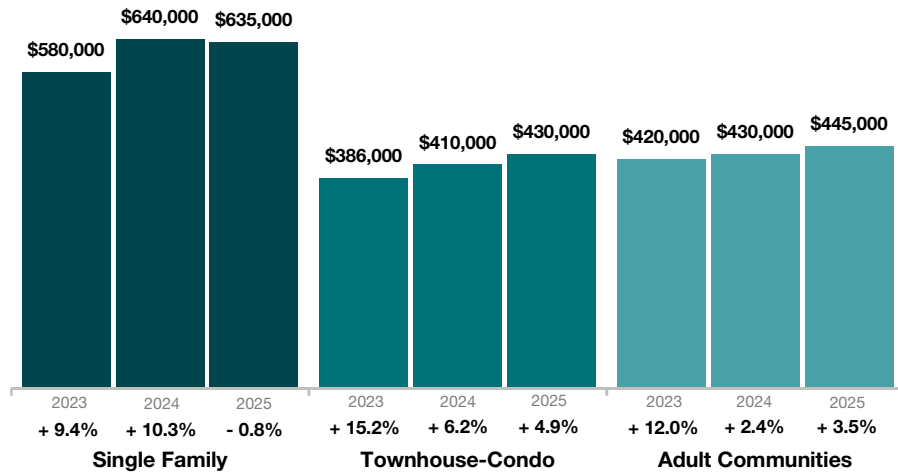
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
September 2024	725	249	63
October 2024	772	305	74
November 2024	697	267	64
December 2024	736	306	79
January 2025	558	203	65
February 2025	453	161	54
March 2025	527	233	57
April 2025	527	234	68
May 2025	703	269	96
June 2025	821	309	102
July 2025	954	326	90
August 2025	962	191	98
12-Month Avg.	703	254	76

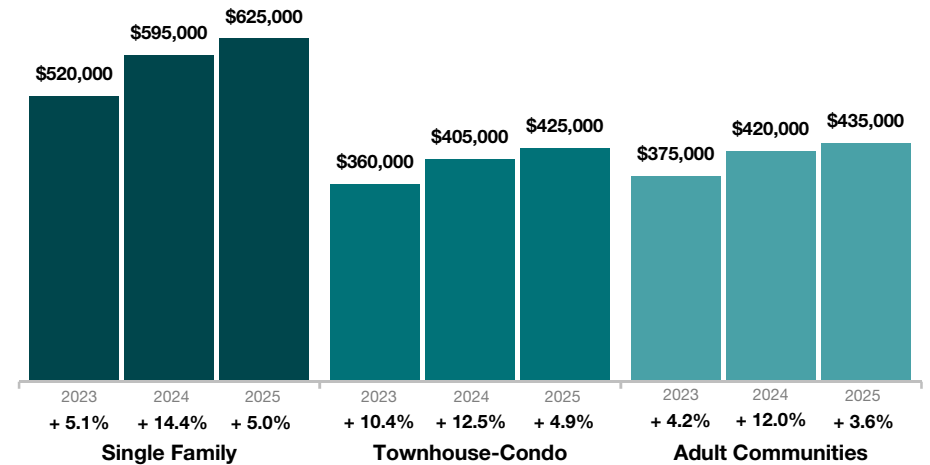
Median Sales Price

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

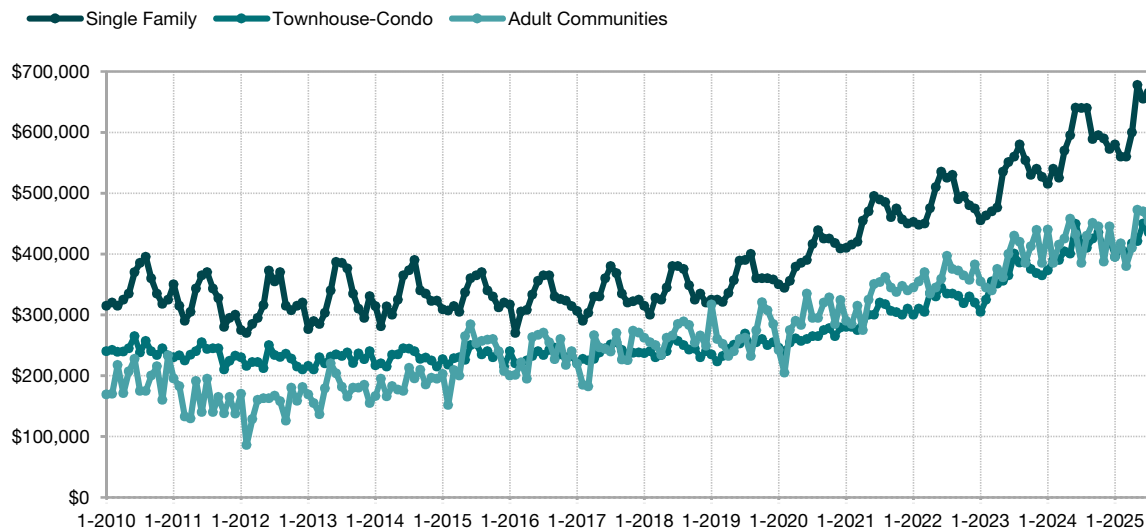
August



Year to Date



Historical Median Sales Price by Month



	Single Family	Townhouse-Condo	Adult Communities
September 2024	\$589,000	\$425,000	\$450,900
October 2024	\$595,000	\$435,000	\$445,000
November 2024	\$590,000	\$410,000	\$387,500
December 2024	\$572,648	\$422,500	\$445,000
January 2025	\$580,000	\$395,000	\$395,000
February 2025	\$560,000	\$410,000	\$417,500
March 2025	\$560,000	\$400,000	\$380,000
April 2025	\$600,000	\$417,500	\$410,000
May 2025	\$677,500	\$420,915	\$472,500
June 2025	\$655,000	\$450,000	\$470,000
July 2025	\$665,000	\$436,000	\$453,000
August 2025	\$635,000	\$430,000	\$445,000
12-Month Med.*	\$610,000	\$425,000	\$435,000

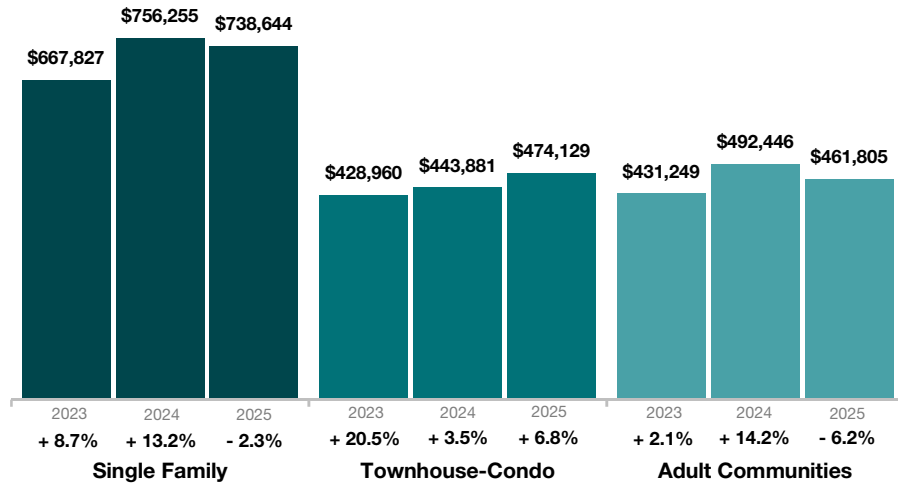
* Median Sales Price for all properties from September 2024 through August 2025. This is not the average of the individual figures above.

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

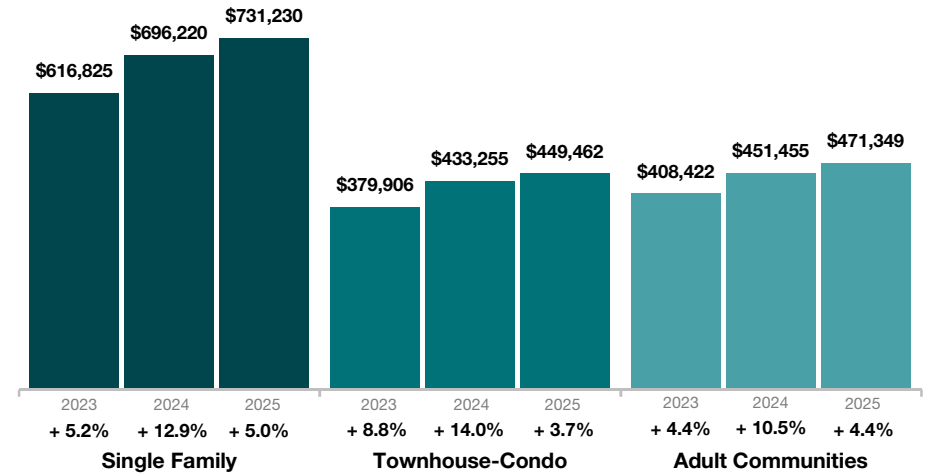
Average Sales Price

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

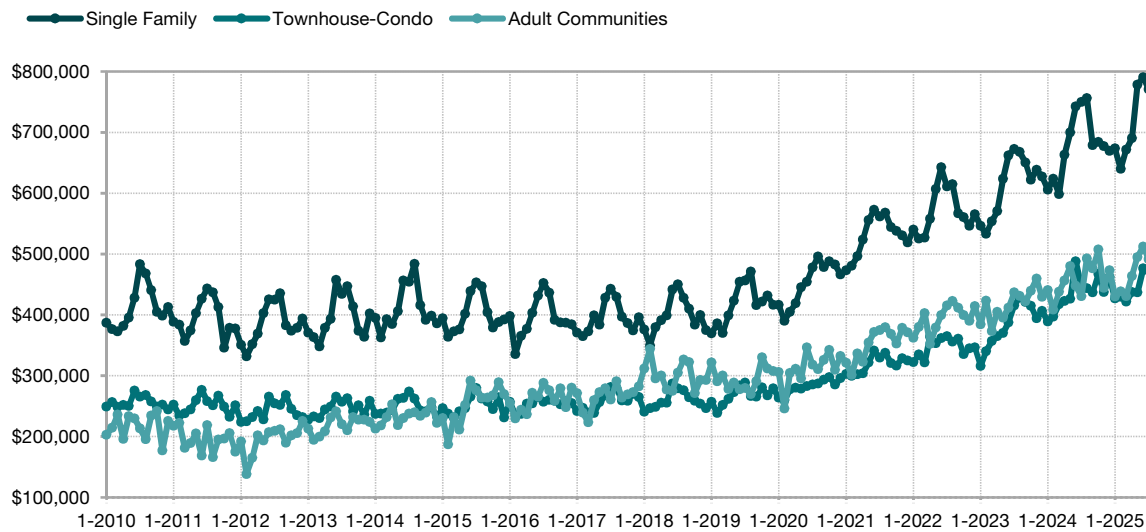
August



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.

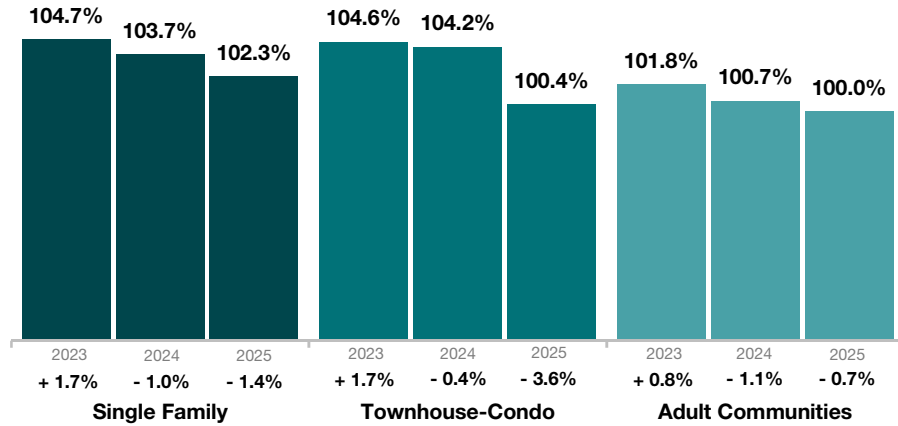
	Single Family	Townhouse-Condo	Adult Communities
September 2024	\$678,903	\$436,758	\$476,480
October 2024	\$684,211	\$467,116	\$507,507
November 2024	\$677,514	\$437,176	\$444,355
December 2024	\$669,267	\$462,206	\$473,167
January 2025	\$673,645	\$426,656	\$430,115
February 2025	\$639,666	\$429,448	\$438,408
March 2025	\$671,557	\$421,578	\$430,760
April 2025	\$690,588	\$437,265	\$463,528
May 2025	\$778,466	\$436,628	\$494,795
June 2025	\$790,461	\$476,460	\$512,101
July 2025	\$770,647	\$472,780	\$491,705
August 2025	\$738,644	\$474,129	\$461,805
12-Month Avg.*	\$712,593	\$450,392	\$472,904

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

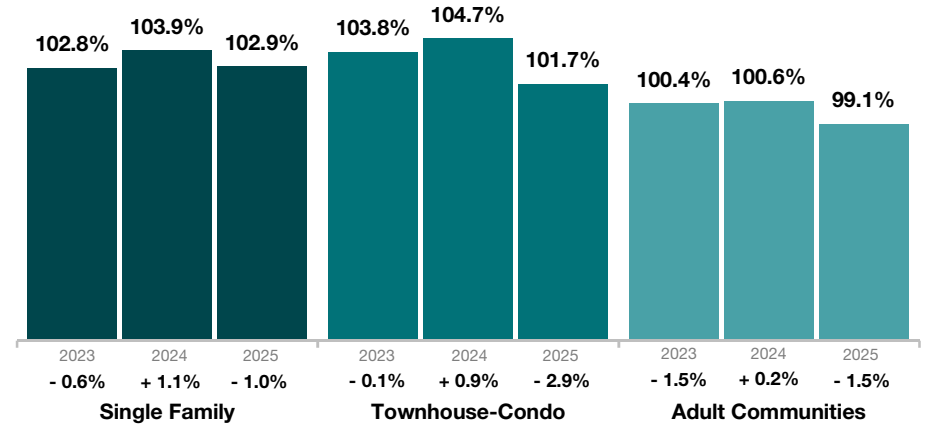
Percent of List Price Received

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.

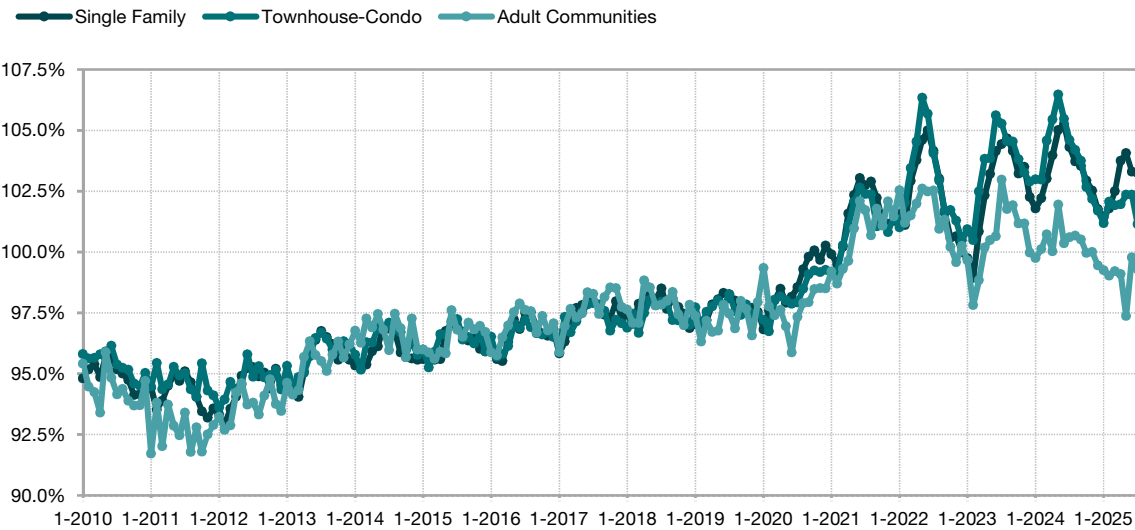
August



Year to Date



Historical Percent of List Price Received 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.

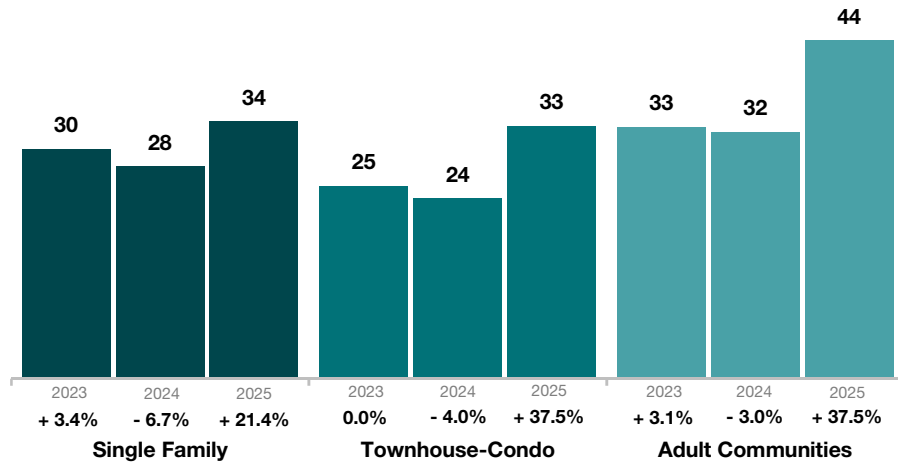
	Single Family	Townhouse-Condo	Adult Communities
September 2024	103.5%	103.7%	100.5%
October 2024	102.9%	102.7%	100.0%
November 2024	102.5%	102.2%	100.0%
December 2024	101.8%	101.7%	99.4%
January 2025	101.4%	101.2%	99.3%
February 2025	101.8%	102.1%	99.0%
March 2025	102.5%	101.9%	99.2%
April 2025	103.8%	102.0%	99.1%
May 2025	104.1%	102.3%	97.4%
June 2025	103.3%	102.3%	99.8%
July 2025	103.3%	101.1%	99.3%
August 2025	102.3%	100.4%	100.0%
12-Month Avg.*	102.8%	102.0%	99.4%

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

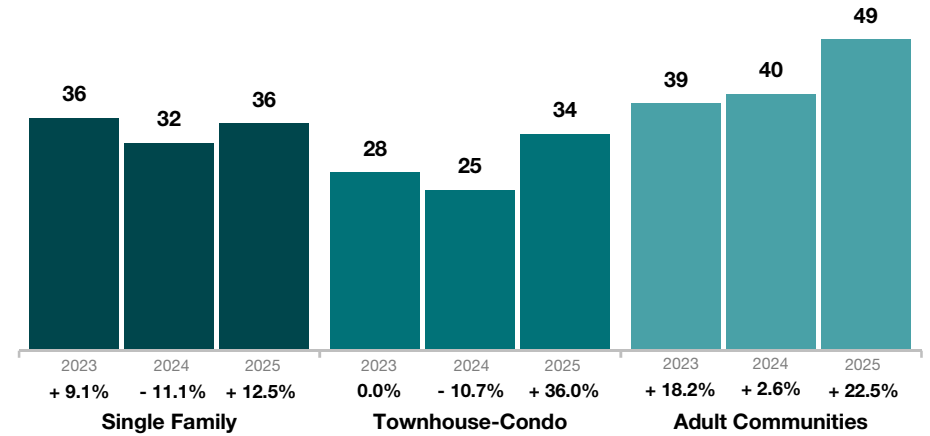
Days on Market Until Sale

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

August

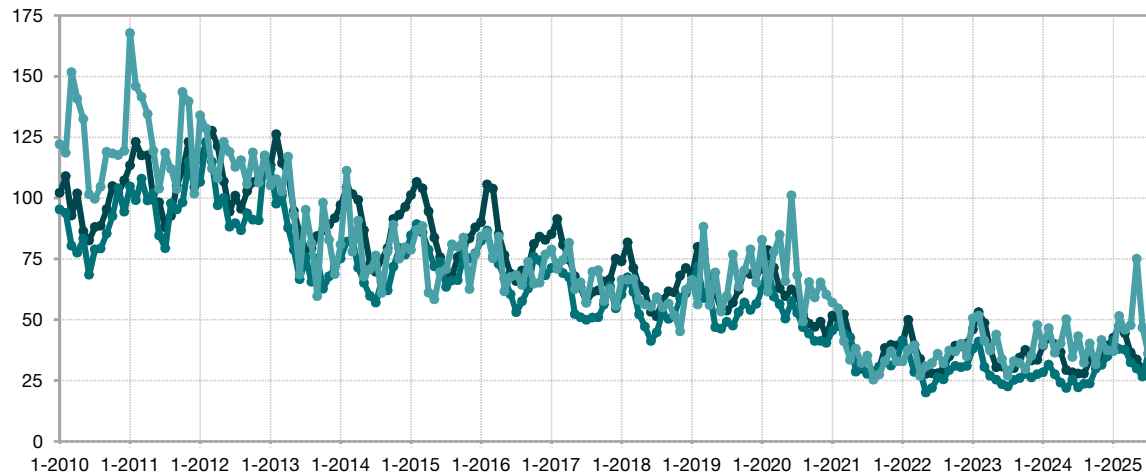


Year to Date



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.

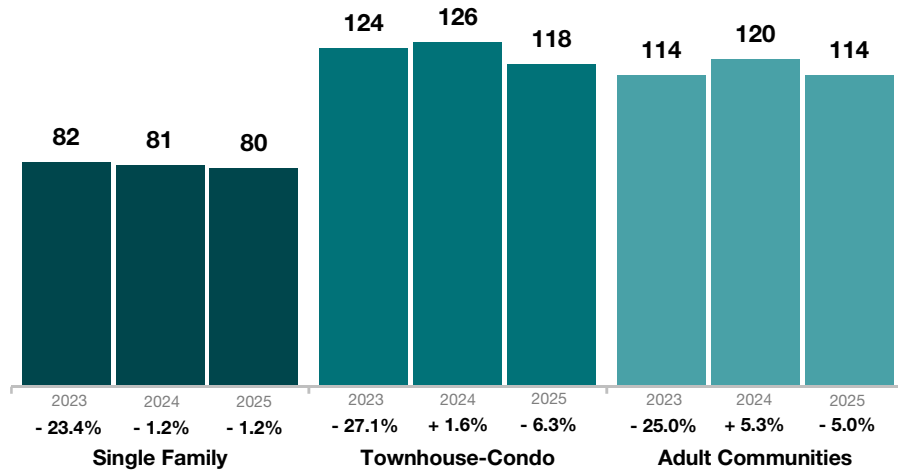
	Single Family	Townhouse-Condo	Adult Communities
September 2024	33	24	40
October 2024	31	30	32
November 2024	36	31	42
December 2024	39	35	37
January 2025	43	41	37
February 2025	47	38	51
March 2025	44	38	46
April 2025	36	32	48
May 2025	34	30	75
June 2025	30	27	47
July 2025	29	36	36
August 2025	34	33	44
12-Month Avg.*	35	33	45

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

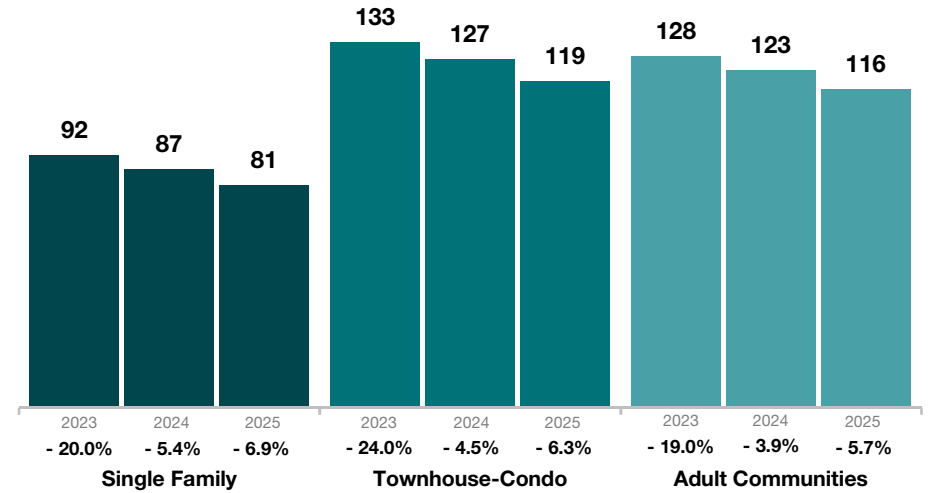
Housing Affordability Index

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.

August

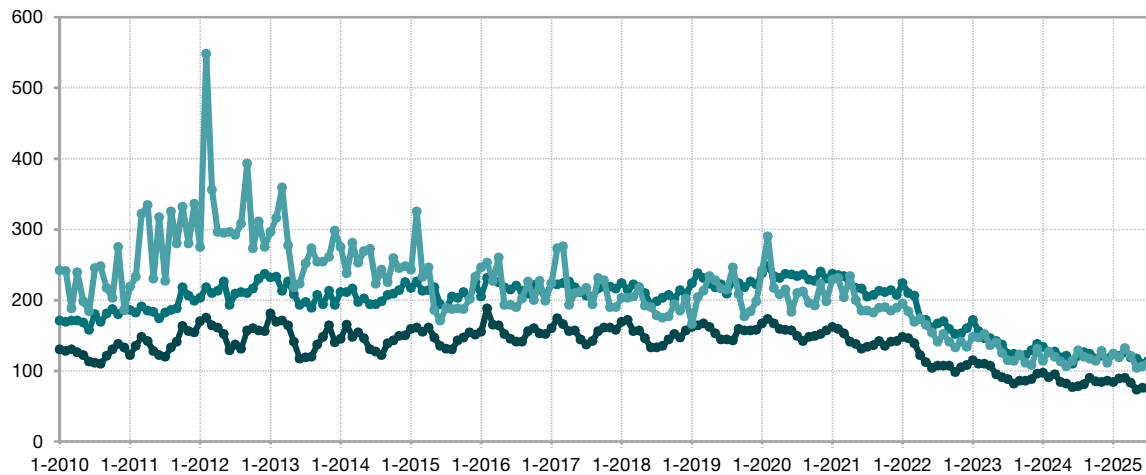


Year to Date



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.

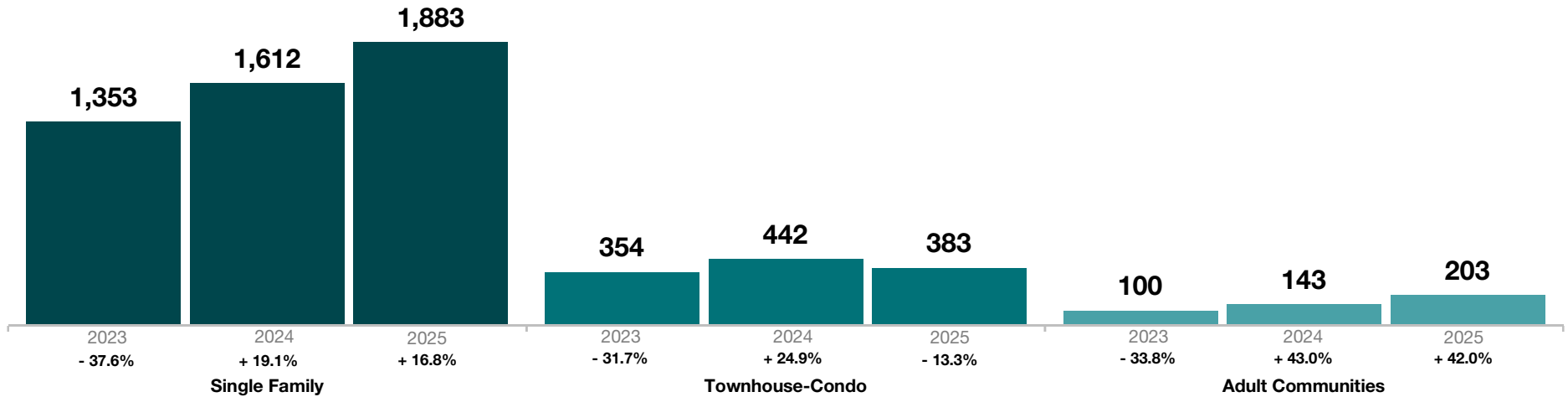
	Single Family	Townhouse-Condo	Adult Communities
September 2024	90	124	117
October 2024	85	117	114
November 2024	84	121	128
December 2024	86	117	111
January 2025	84	124	124
February 2025	89	121	119
March 2025	90	126	132
April 2025	83	119	121
May 2025	73	117	104
June 2025	76	110	106
July 2025	75	114	110
August 2025	80	118	114
12-Month Avg.*	83	119	117

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

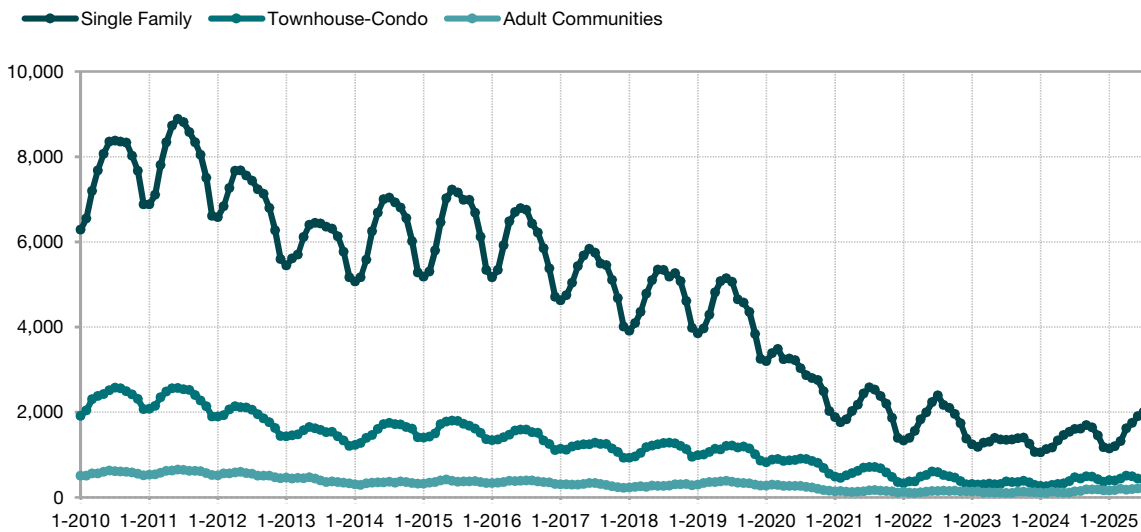
Inventory of Homes for Sale

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

August



Historical Inventory of Homes for Sale by Month



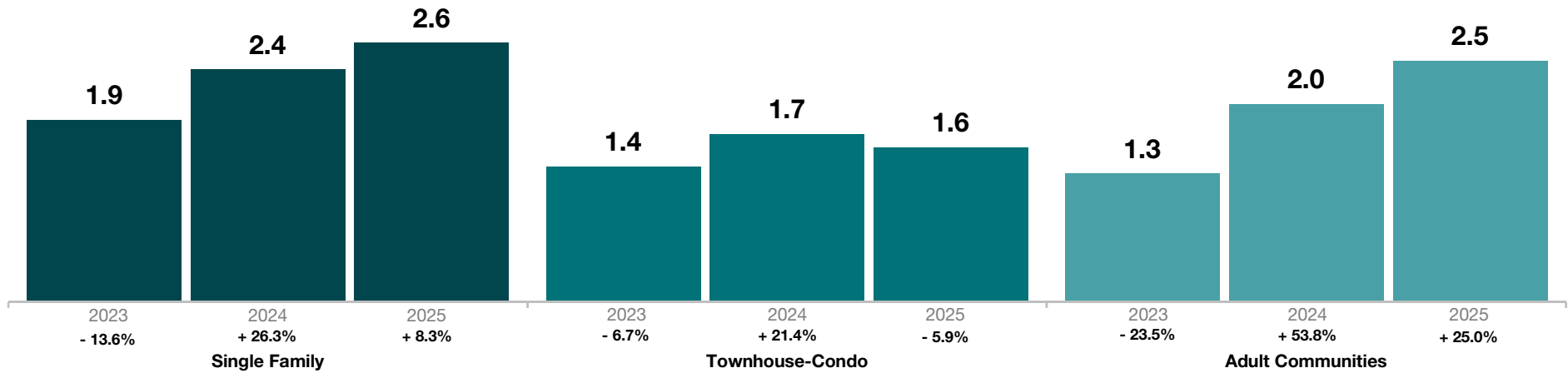
Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
September 2024	1,692	495	180
October 2024	1,643	483	185
November 2024	1,452	426	183
December 2024	1,173	364	162
January 2025	1,149	401	162
February 2025	1,201	393	170
March 2025	1,321	440	195
April 2025	1,617	507	178
May 2025	1,744	492	192
June 2025	1,905	436	203
July 2025	2,005	419	212
August 2025	1,883	383	203
12-Month Avg.	1,565	437	185

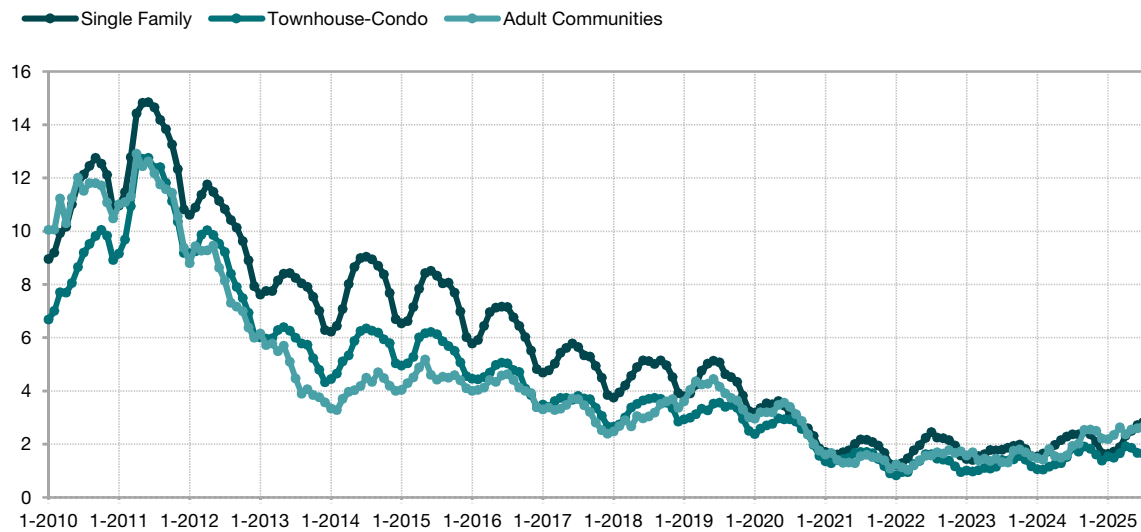
Months Supply of Inventory

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.

August



Historical Months Supply of Inventory by Month



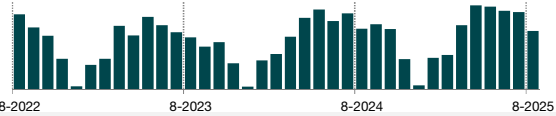
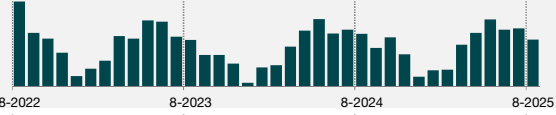
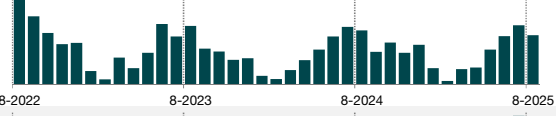
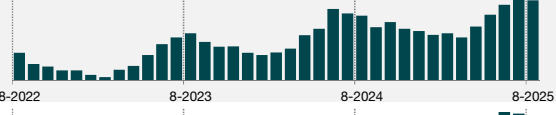
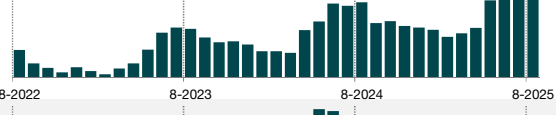
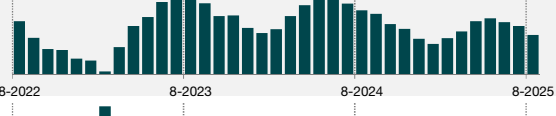


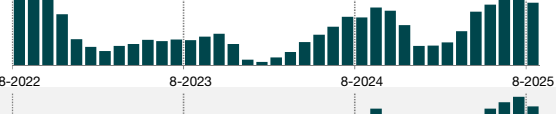

Note: If no activity occurred during a month, no data point is shown and the line extends to the next available data point.

	Single Family	Townhouse-Condo	Adult Communities
September 2024	2.5	1.9	2.5
October 2024	2.4	1.8	2.5
November 2024	2.1	1.6	2.5
December 2024	1.7	1.4	2.2
January 2025	1.6	1.5	2.2
February 2025	1.7	1.5	2.3
March 2025	1.9	1.7	2.6
April 2025	2.3	1.9	2.4
May 2025	2.5	1.9	2.5
June 2025	2.7	1.7	2.6
July 2025	2.8	1.6	2.6
August 2025	2.6	1.6	2.5
12-Month Avg.*	2.2	1.7	2.5

* Months Supply for all properties from September 2024 through August 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	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,413	1,383	- 2.1%	11,148	11,669	+ 4.7%
Pending Sales		1,177	1,115	- 5.3%	8,819	8,729	- 1.0%
Closed Sales		1,316	1,253	- 4.8%	8,165	8,118	- 0.6%
Median Sales Price		\$550,000	\$585,000	+ 6.4%	\$520,000	\$550,000	+ 5.8%
Avg. Sales Price		\$660,857	\$676,369	+ 2.3%	\$608,989	\$641,128	+ 5.3%
Pct. of List Price Received		103.6%	101.8%	- 1.7%	103.8%	102.3%	- 1.4%
Days on Market		27	34	+ 25.9%	31	36	+ 16.1%
Affordability Index		94	86	- 8.5%	99	92	- 7.1%
Homes for Sale		2,223	2,482	+ 11.7%	--	--	--
Months Supply		2.2	2.4	+ 9.1%	--	--	--