Monthly Indicators

Mid Jersey Association of REALTORS®

MID JERSEY ASSOCIATION OF REALTORS®

September 2025

U.S. existing-home sales were virtually unchanged from the previous month, dipping just 0.2% to a seasonally adjusted annual rate of 4.0 million units, according to the National Association of REALTORS® (NAR). Most of these transactions went under contract in June and July, when mortgage rates were 40 to 50 basis points higher than current levels. Year-over-year, sales increased 1.8%, with the strongest activity occurring in the Midwest, where the typical home price is 22% below the national median.

- Single Family Closed Sales were up 19.2 percent to 864.
- Townhouse-Condo Closed Sales were down 36.9 percent to 157.
- Adult Communities Closed Sales were up 41.3 percent to 89.

- Single Family Median Sales Price increased 1.9 percent to $600,000.
- Townhouse-Condo Median Sales Price increased 4.2 percent to $443,000.
- Adult Communities Median Sales Price decreased 5.7 percent to $425,000.

Nationally, housing inventory declined for the first time this year, slipping 1.3% month-over-month to 1.53 million units, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the monthly drop, total inventory remained 11.7% higher than the same time last year. Meanwhile, the median existing-home price rose 2% year-over-year to $422,600, though it was essentially flat compared to the prior month.

Monthly Snapshot

+ 6.6%	+ 8.5%	+ 7.4%
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.

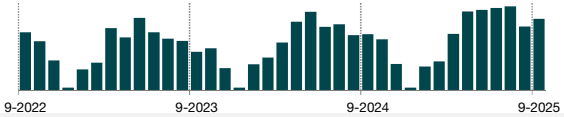
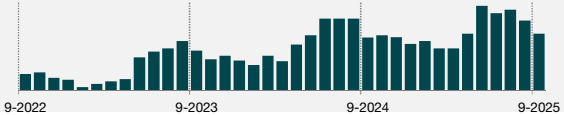
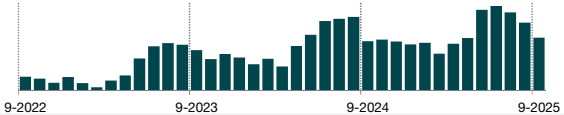
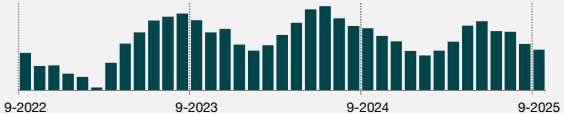
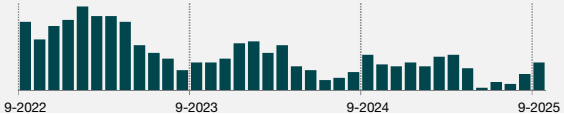
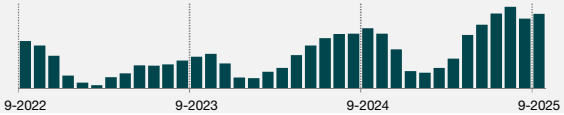
Single Family Market Overview	2
Townhouse-Condo Market Overview	3
Adult Community Market Overview	4
New Listings	5
Pending Sales	6
Closed Sales	7
Median Sales Price	8
Average Sales Price	9
Percent of List Price Received	10
Days on Market Until Sale	11
Housing Affordability Index	12
Inventory of Homes for Sale	13
Months Supply of Inventory	14
Total Market Overview	15

Data as of October 10, 2025. All data from Mid Jersey Association of Realtors®, Inc. Margin of error for reported statewide numbers is +/- 4% at a 95% confidence level. Provided by New Jersey REALTORS®. Report © 2025 ShowingTime Plus, LLC.

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.

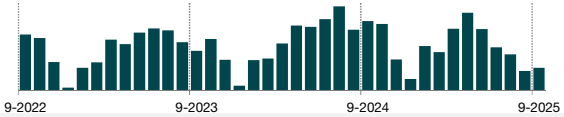
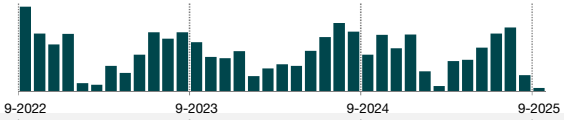
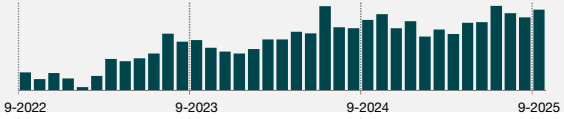
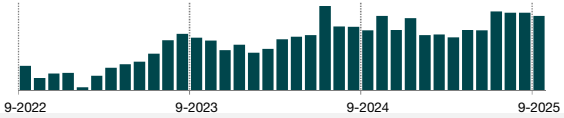
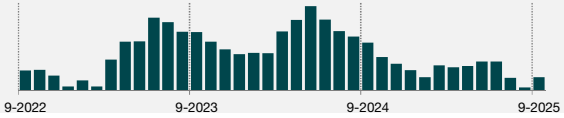
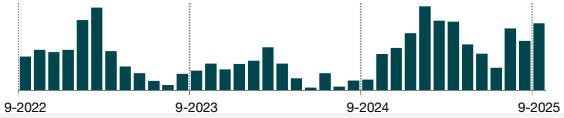
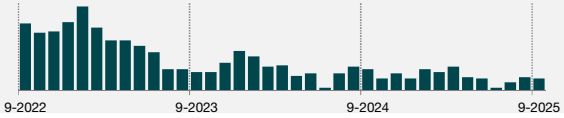
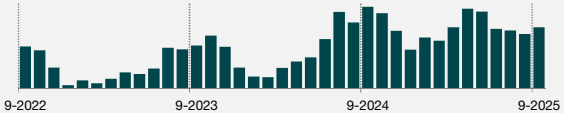
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Key Metrics	Historical Sparklines	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		974	**1,141**	+ 17.1%	8,658	**9,470**	+ 9.4%
Pending Sales		694	**741**	+ 6.8%	6,639	**6,825**	+ 2.8%
Closed Sales		725	**864**	+ 19.2%	6,188	**6,383**	+ 3.2%
Median Sales Price		$589,000	**$600,000**	+ 1.9%	$595,000	**$620,000**	+ 4.2%
Avg. Sales Price		$678,903	**$690,070**	+ 1.6%	$694,197	**$725,328**	+ 4.5%
Pct. of List Price Received		103.5%	**101.9%**	- 1.5%	103.9%	**102.7%**	- 1.2%
Days on Market		33	**35**	+ 6.1%	33	**35**	+ 6.1%
Affordability Index		90	**86**	- 4.4%	89	**83**	- 6.7%
Homes for Sale		1,689	**1,979**	+ 17.2%	--	**--**	--
Months Supply		2.5	**2.7**	+ 8.0%	--	**--**	--

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.

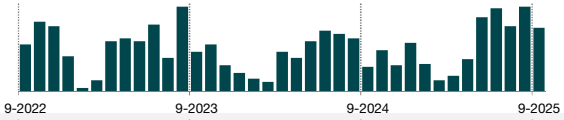
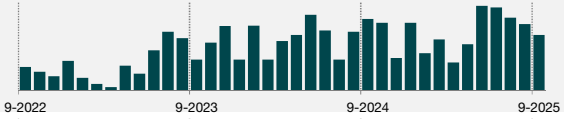
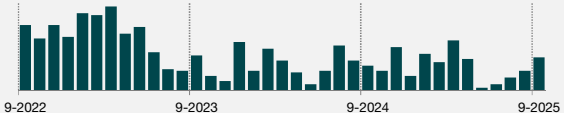
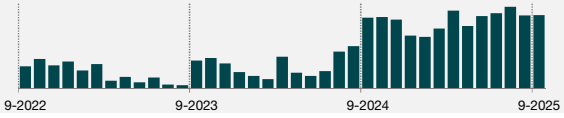
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Key Metrics	Historical Sparklines	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		374	**220**	- 41.2%	3,030	**2,640**	- 12.9%
Pending Sales		258	**150**	- 41.9%	2,455	**2,069**	- 15.7%
Closed Sales		249	**157**	- 36.9%	2,301	**2,083**	- 9.5%
Median Sales Price		$425,000	**$443,000**	+ 4.2%	$407,500	**$425,000**	+ 4.3%
Avg. Sales Price		$436,758	**$467,181**	+ 7.0%	$433,634	**$450,717**	+ 3.9%
Pct. of List Price Received		103.7%	**101.2%**	- 2.4%	104.6%	**101.7%**	- 2.8%
Days on Market		24	**37**	+ 54.2%	25	**34**	+ 36.0%
Affordability Index		124	**117**	- 5.6%	129	**122**	- 5.4%
Homes for Sale		495	**384**	- 22.4%	--	**--**	--
Months Supply		1.9	**1.7**	- 10.5%	--	**--**	--

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.

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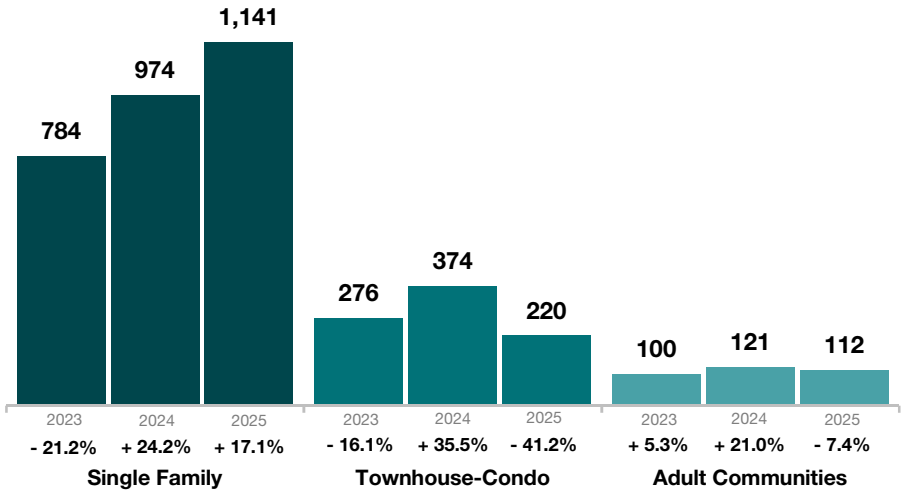
Key Metrics	Historical Sparklines	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		121	**112**	- 7.4%	829	**1,021**	+ 23.2%
Pending Sales		69	**81**	+ 17.4%	676	**804**	+ 18.9%
Closed Sales		63	**89**	+ 41.3%	647	**724**	+ 11.9%
Median Sales Price		$450,900	**$425,000**	- 5.7%	$420,000	**$434,950**	+ 3.6%
Avg. Sales Price		$476,480	**$469,696**	- 1.4%	$453,892	**$470,270**	+ 3.6%
Pct. of List Price Received		100.5%	**99.0%**	- 1.5%	100.6%	**99.1%**	- 1.5%
Days on Market		40	**50**	+ 25.0%	40	**49**	+ 22.5%
Affordability Index		117	**122**	+ 4.3%	126	**119**	- 5.6%
Homes for Sale		179	**215**	+ 20.1%	--	**--**	--
Months Supply		2.5	**2.6**	+ 4.0%	--	**--**	--

New Listings

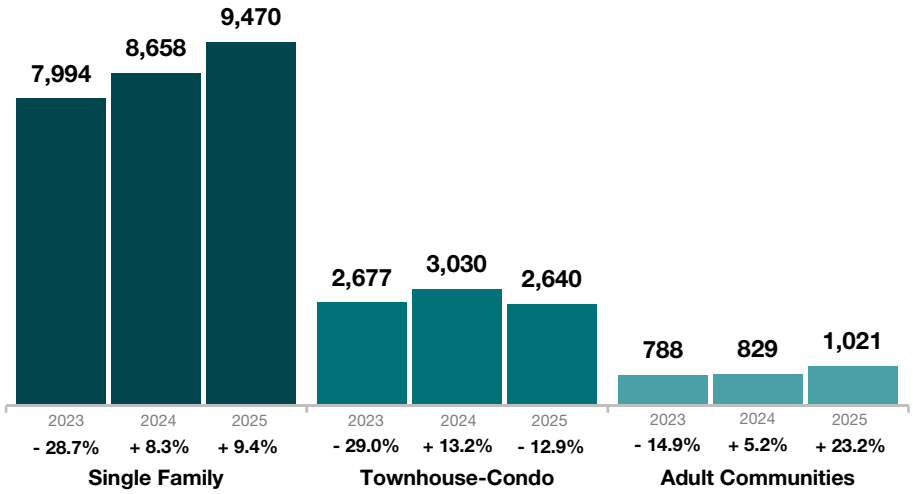
A count of the properties that have been newly listed on the market in a given month.

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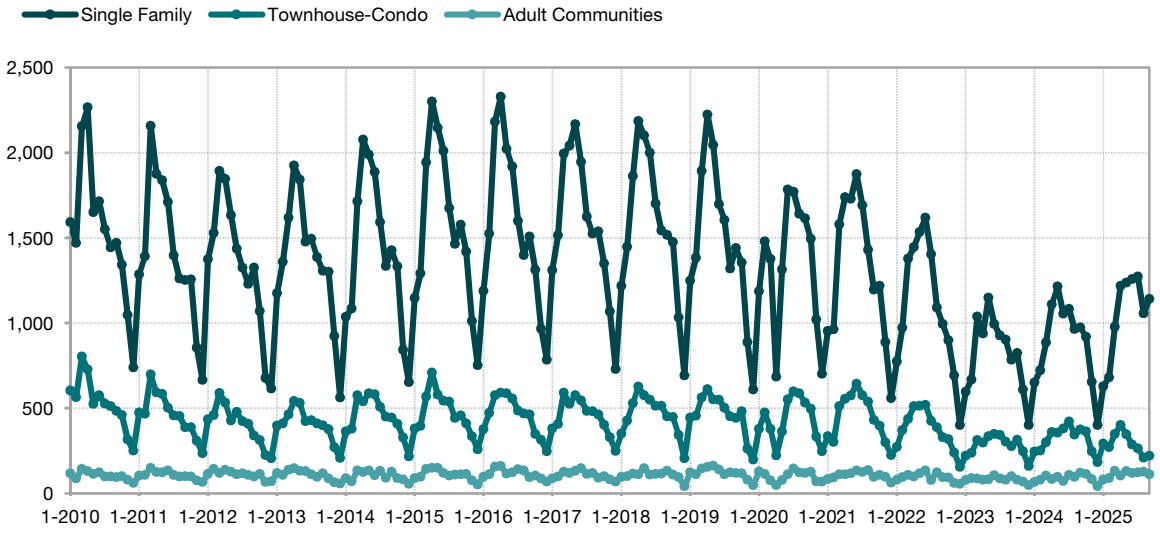
September



Year to Date



Historical New Listings 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.

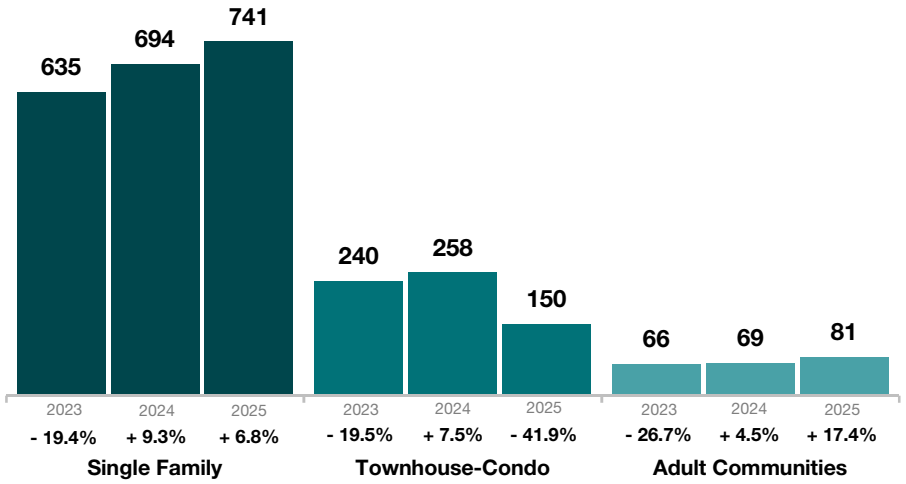
	Single Family	Townhouse-Condo	Adult Communities
October 2024	920	364	113
November 2024	655	247	83
December 2024	401	183	42
January 2025	628	292	81
February 2025	681	272	90
March 2025	977	348	132
April 2025	1,218	401	105
May 2025	1,237	347	131
June 2025	1,258	287	120
July 2025	1,273	264	123
August 2025	1,057	209	127
September 2025	**1,141**	**220**	**112**
12-Month Avg.	954	286	105

Pending Sales

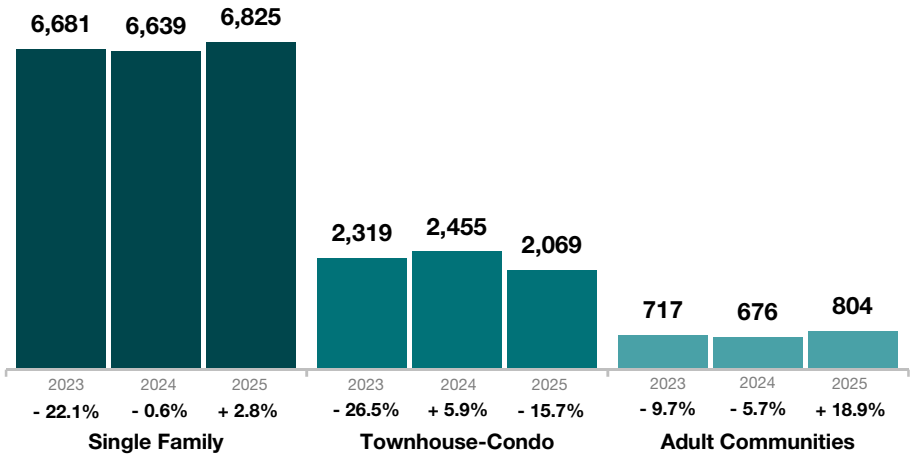
A count of the properties on which offers have been accepted in a given month.

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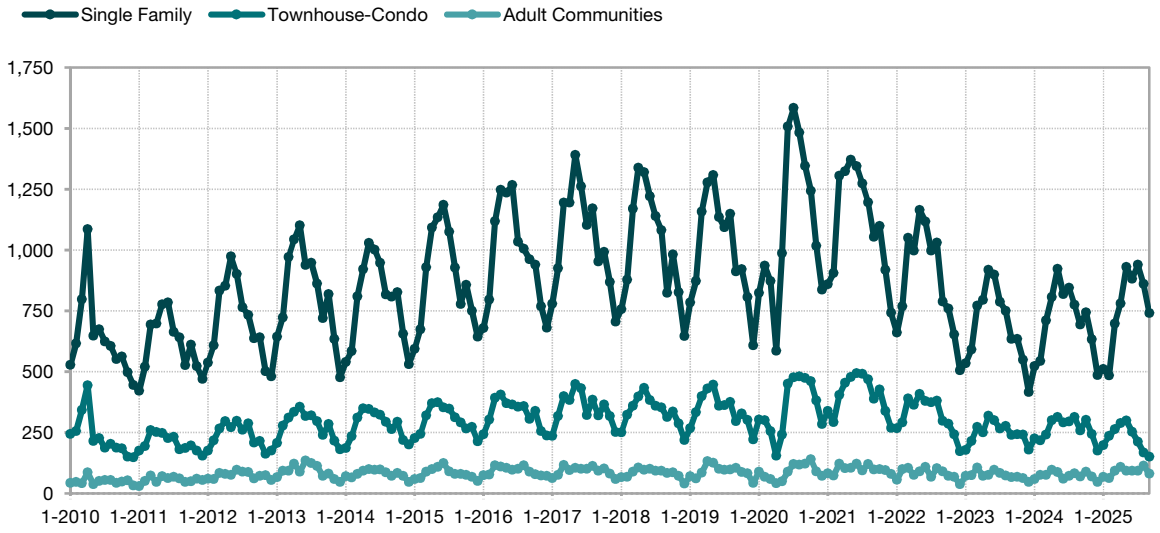
September



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.

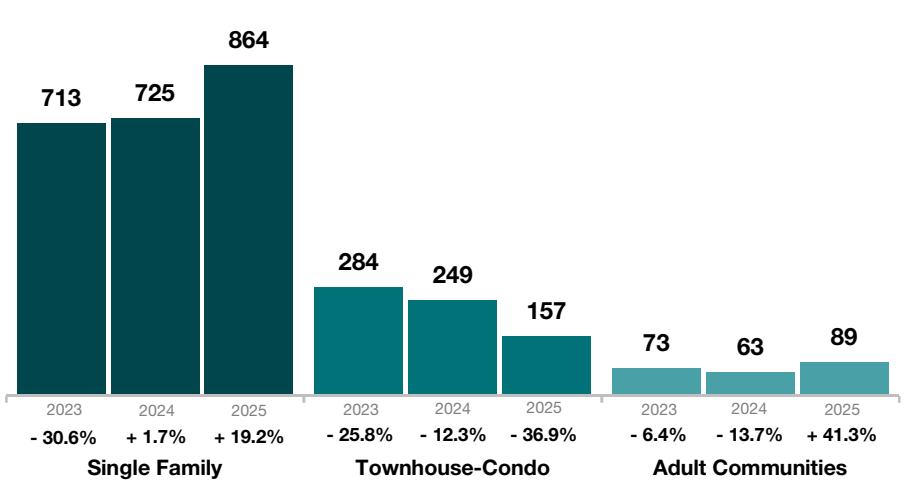
	Single Family	Townhouse-Condo	Adult Communities
October 2024	743	302	88
November 2024	633	244	69
December 2024	486	176	47
January 2025	511	198	68
February 2025	485	236	62
March 2025	697	264	92
April 2025	781	289	109
May 2025	930	299	93
June 2025	881	253	93
July 2025	939	212	93
August 2025	860	168	113
September 2025	**741**	**150**	**81**
12-Month Avg.	724	233	84

Closed Sales

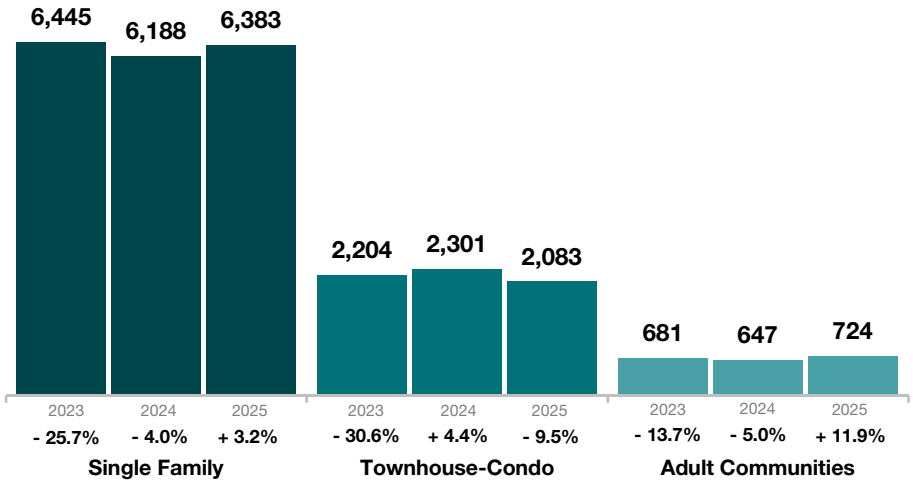
A count of the actual sales that closed in a given month.

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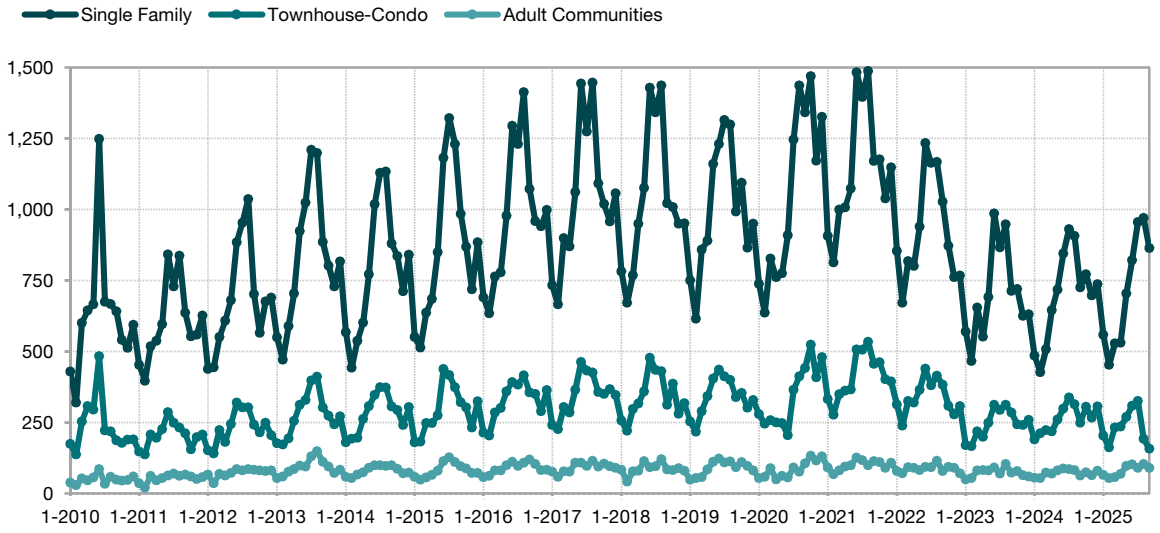
September



Year to Date



Historical Closed 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.

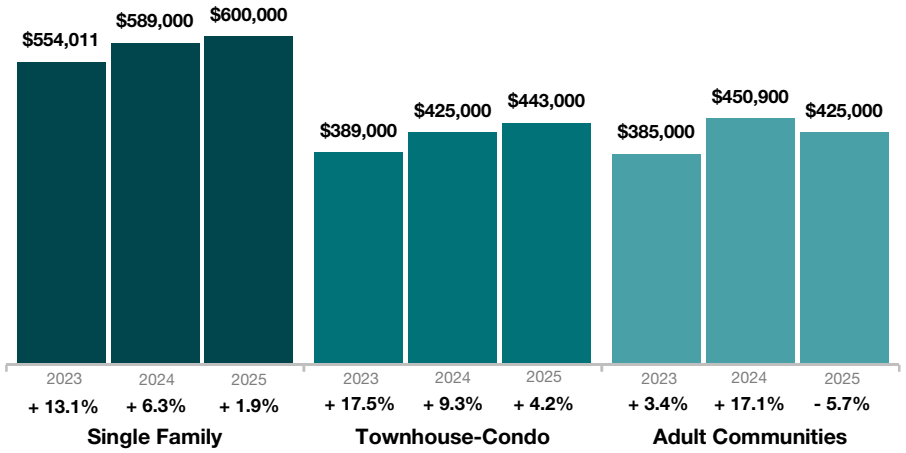
	Single Family	Townhouse-Condo	Adult Communities
October 2024	772	305	74
November 2024	697	267	64
December 2024	737	306	79
January 2025	558	203	65
February 2025	453	162	54
March 2025	528	232	57
April 2025	530	235	68
May 2025	704	269	96
June 2025	821	308	102
July 2025	955	325	90
August 2025	970	192	103
September 2025	**864**	**157**	**89**
12-Month Avg.	716	247	78

Median Sales Price

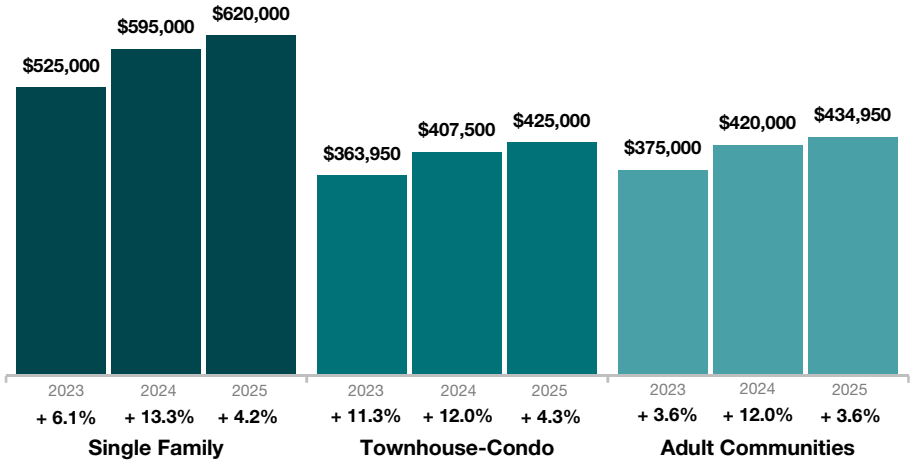
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

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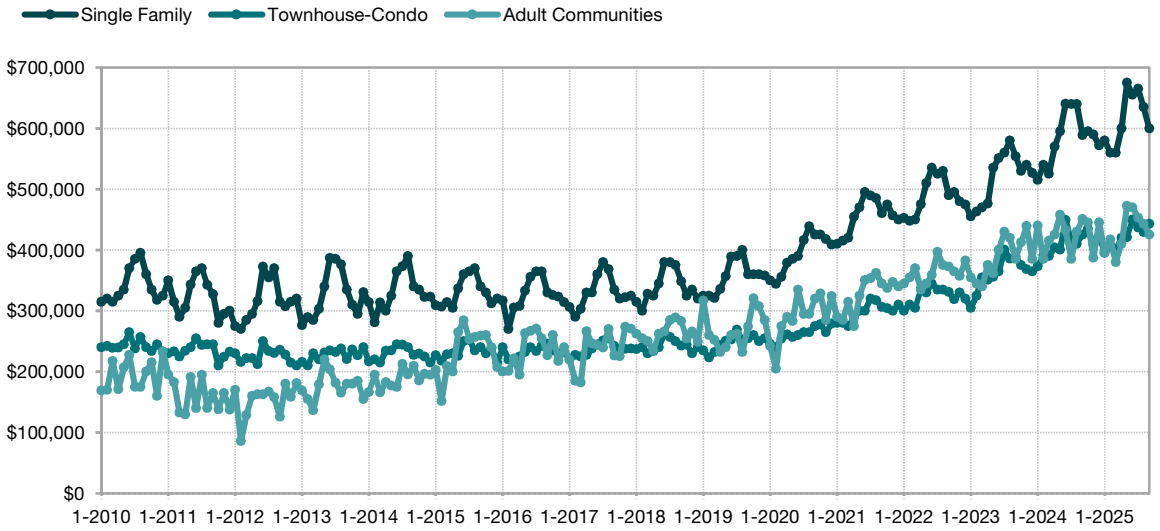
September



Year to Date



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
October 2024	$595,000	$435,000	$445,000
November 2024	$590,000	$410,000	$387,500
December 2024	$571,795	$422,500	$445,000
January 2025	$580,000	$395,000	$395,000
February 2025	$560,000	$407,500	$417,500
March 2025	$560,000	$400,000	$380,000
April 2025	$600,000	$420,000	$410,000
May 2025	$675,000	$420,915	$472,500
June 2025	$655,000	$450,000	$470,000
July 2025	$665,000	$437,000	$453,000
August 2025	$635,000	$429,500	$443,000
September 2025	**$600,000**	**$443,000**	**$425,000**
12-Month Med.*	$610,000	$425,000	$433,000

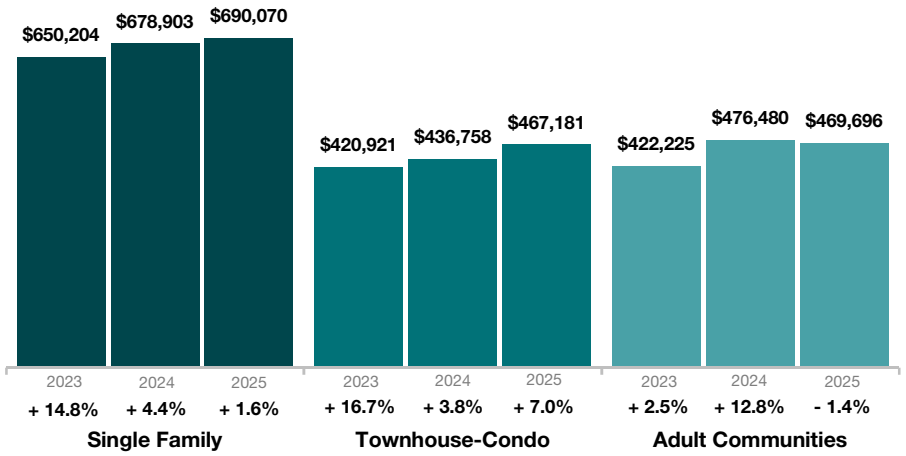
* Median Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Average Sales Price

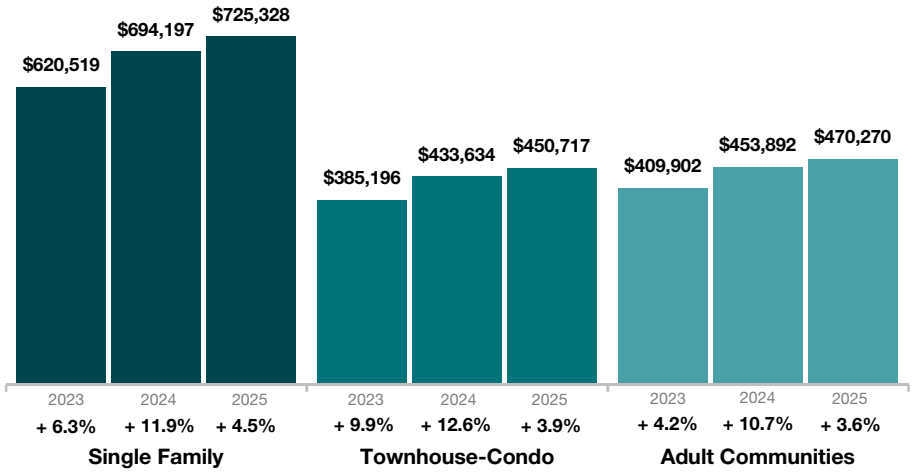
Average sales price for all closed sales, not accounting for seller concessions, in a given month.

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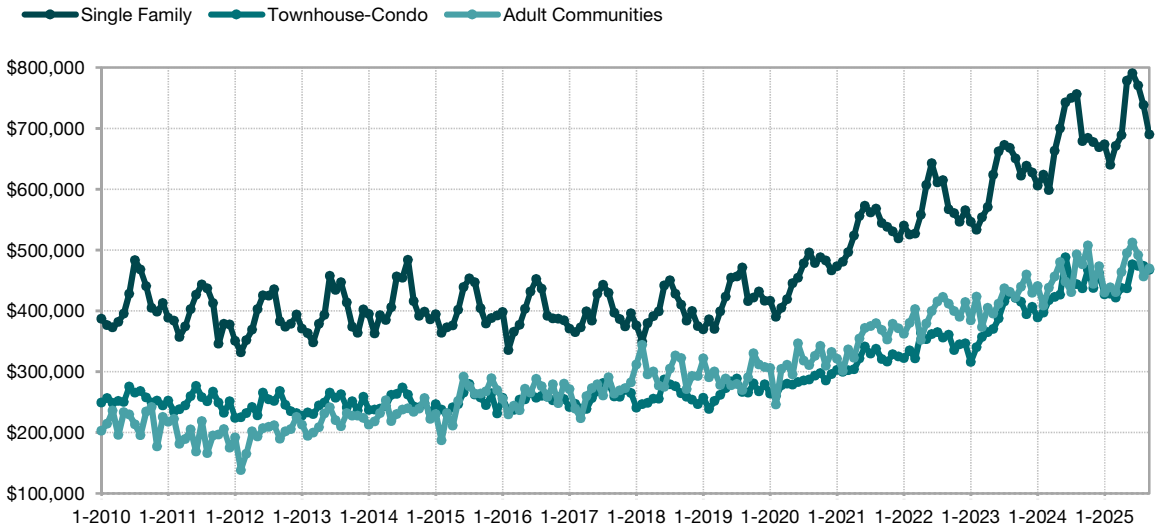
September



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
October 2024	$684,211	$467,116	$507,507
November 2024	$677,514	$437,176	$444,355
December 2024	$668,779	$462,206	$473,167
January 2025	$673,645	$426,656	$430,115
February 2025	$639,666	$427,834	$438,408
March 2025	$671,182	$421,352	$430,760
April 2025	$688,934	$437,213	$463,528
May 2025	$778,056	$436,628	$494,795
June 2025	$790,461	$476,384	$512,101
July 2025	$770,500	$473,718	$491,705
August 2025	$738,070	$473,639	$456,115
September 2025	**$690,070**	**$467,181**	**$469,696**
12-Month Avg.*	$712,899	$452,372	$471,679

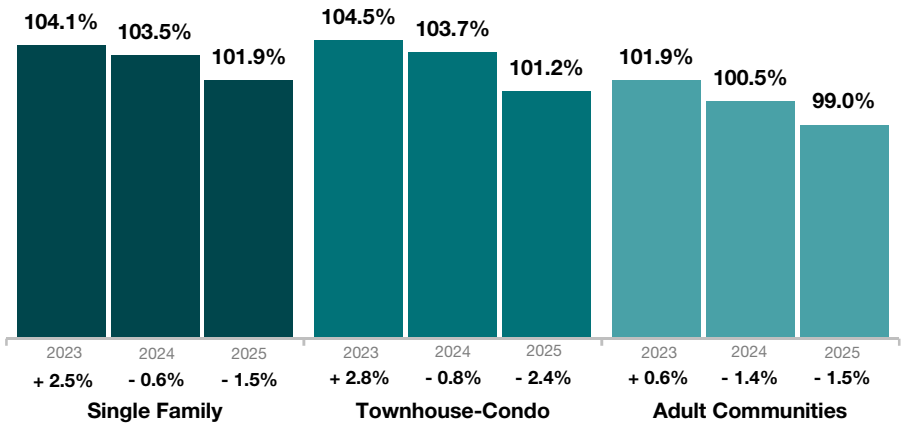
* Avg. Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Percent of List Price Received

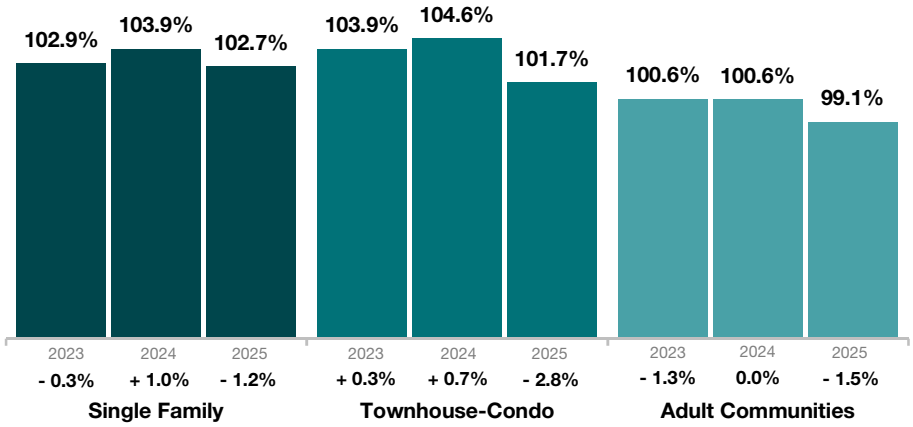
Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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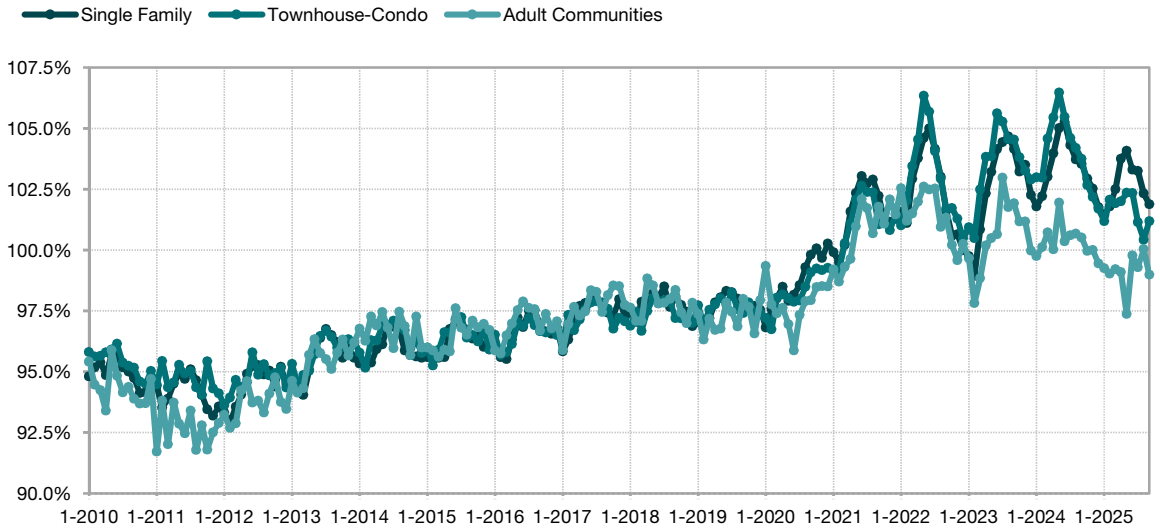
September



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
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	103.7%	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%
September 2025	**101.9%**	**101.2%**	**99.0%**
12-Month Avg.*	102.7%	101.8%	99.3%

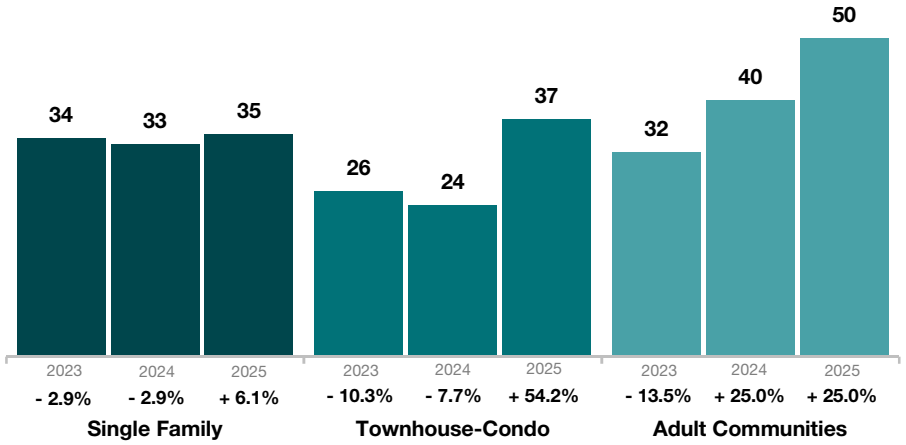
* Pct. of List Price Received for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Days on Market Until Sale

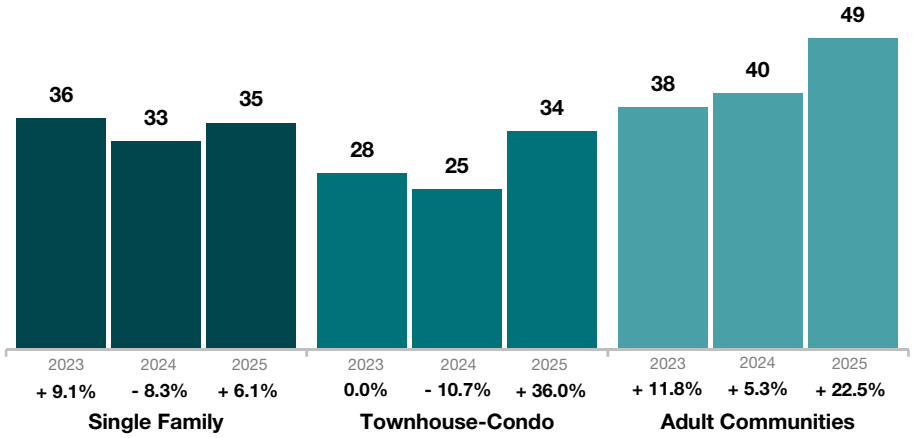
Average number of days between when a property is listed and when an offer is accepted in a given month.

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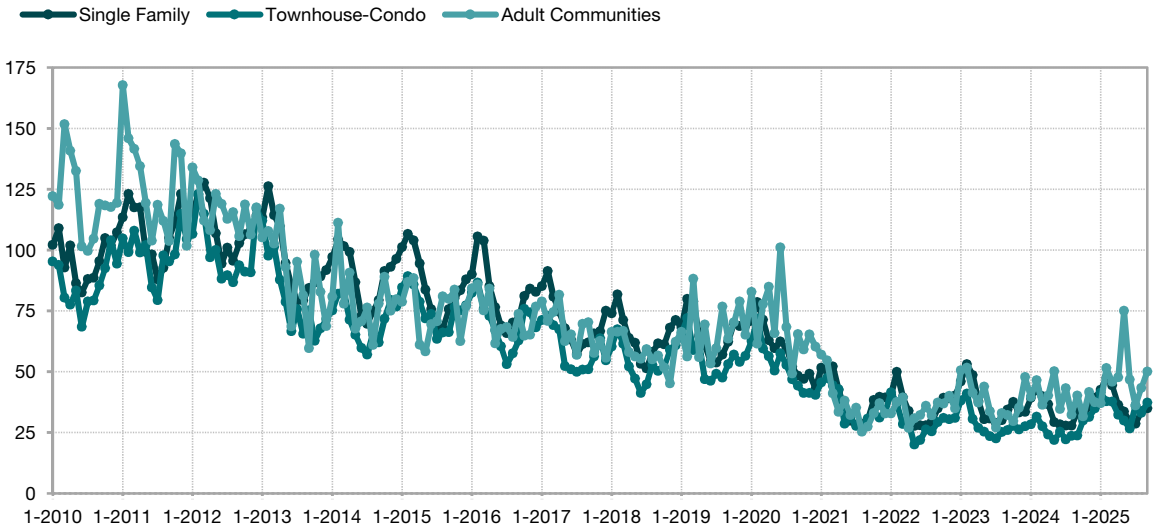
September



Year to Date



Historical Days on Market Until 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
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	43
September 2025	**35**	**37**	**50**
12-Month Avg.*	35	33	46

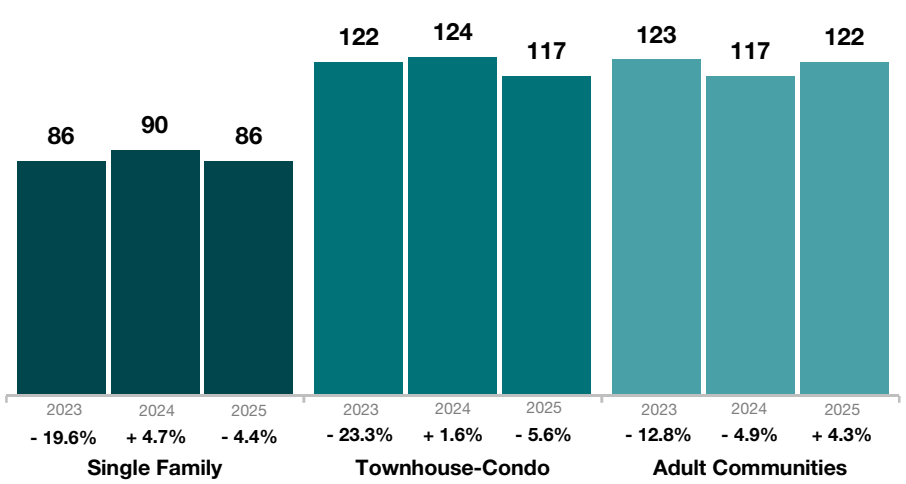
* Days on Market for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Housing Affordability Index

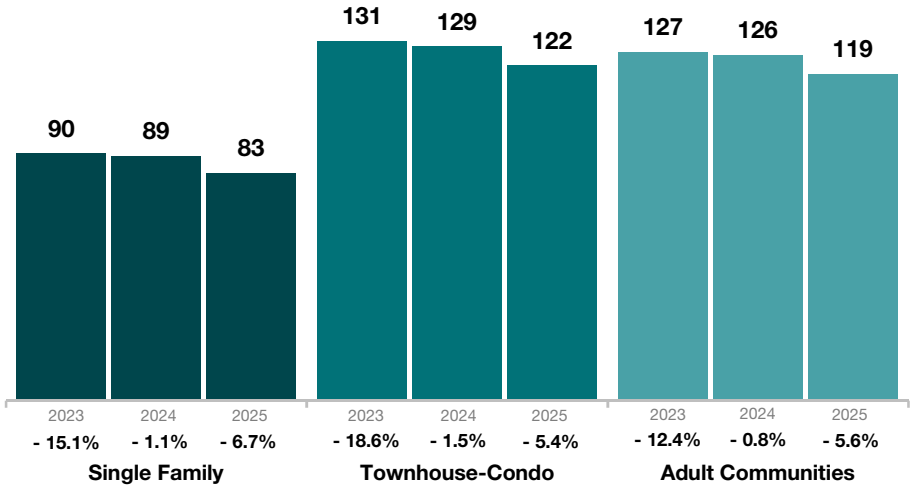
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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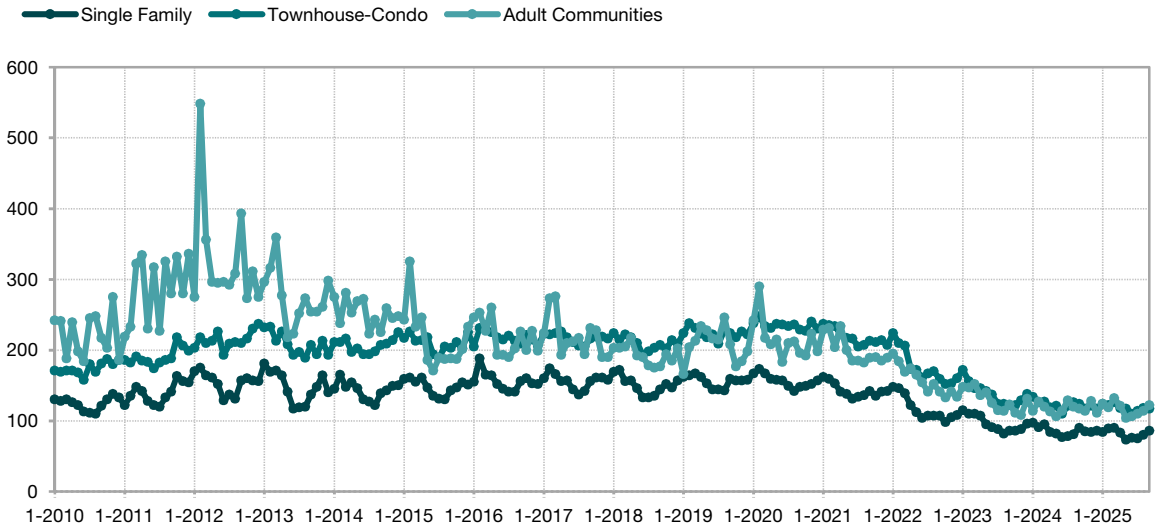
September



Year to Date



Historical Housing Affordability Index 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
October 2024	85	117	114
November 2024	84	121	128
December 2024	86	117	111
January 2025	84	124	124
February 2025	89	122	119
March 2025	90	126	132
April 2025	83	118	121
May 2025	73	117	104
June 2025	76	110	106
July 2025	75	114	110
August 2025	80	118	114
September 2025	**86**	**117**	**122**
12-Month Avg.*	83	118	117

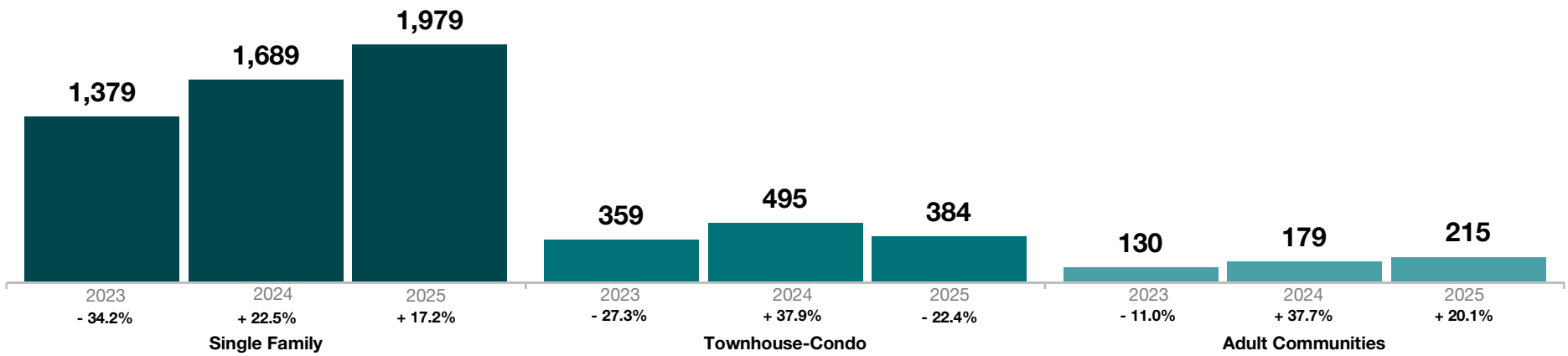
* Affordability Index for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Inventory of Homes for Sale

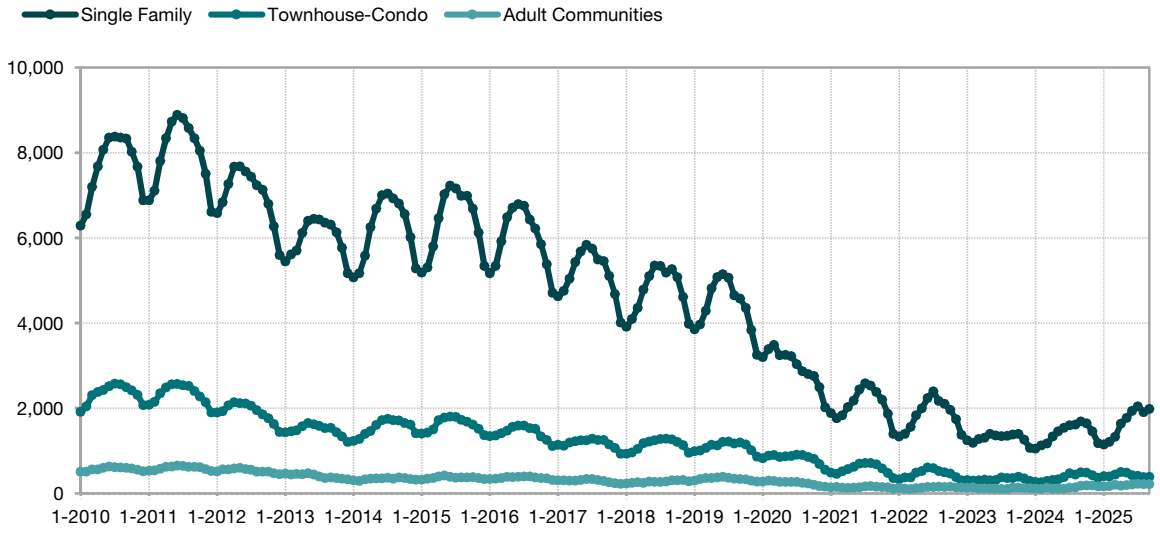
The number of properties available for sale in active status at the end of a given month.

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September



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.

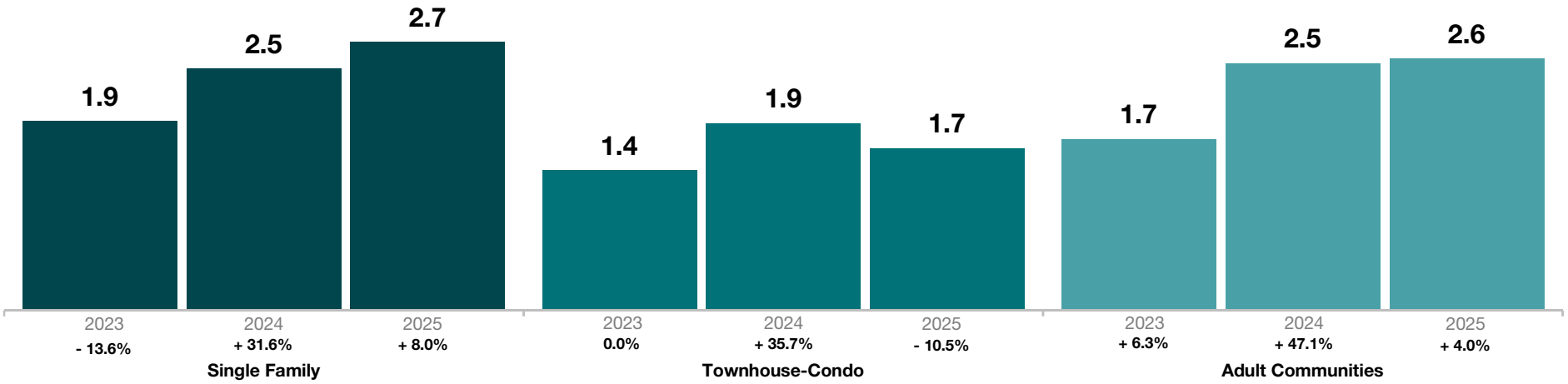
	Single Family	Townhouse-Condo	Adult Communities
October 2024	1,641	483	184
November 2024	1,452	426	182
December 2024	1,173	364	161
January 2025	1,149	401	161
February 2025	1,205	393	169
March 2025	1,327	439	196
April 2025	1,633	498	178
May 2025	1,767	487	193
June 2025	1,931	426	204
July 2025	2,042	409	218
August 2025	1,901	379	212
September 2025	**1,979**	**384**	**215**
12-Month Avg.	1,600	424	189

Months Supply of Inventory

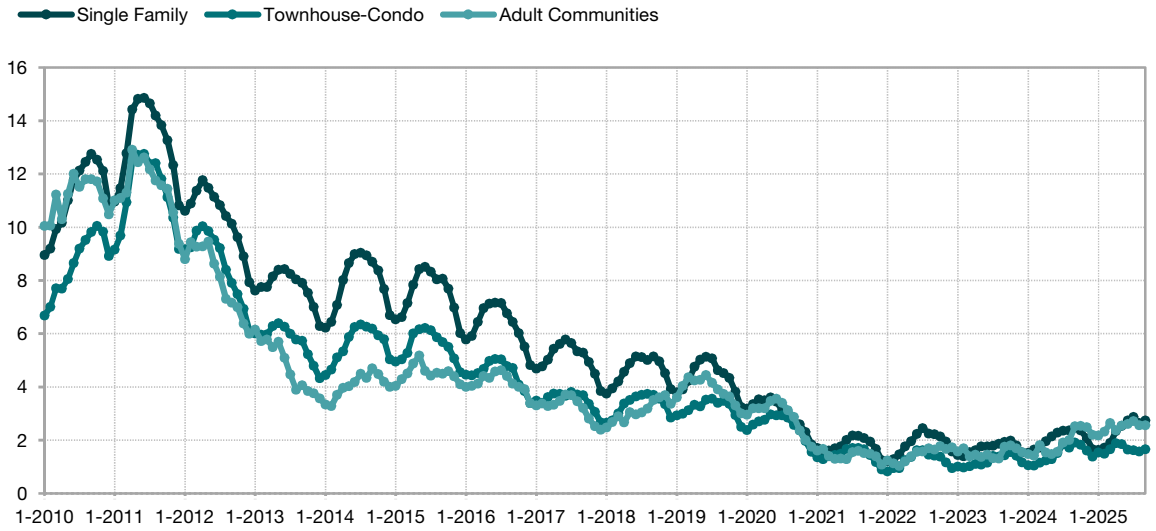
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

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September



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.

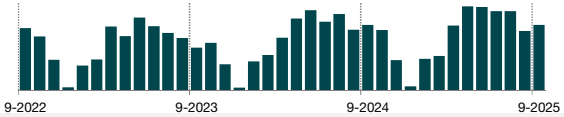
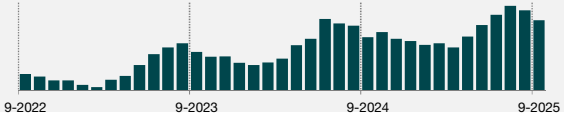
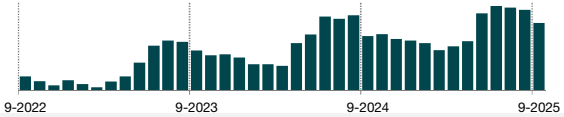
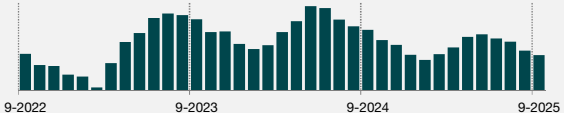
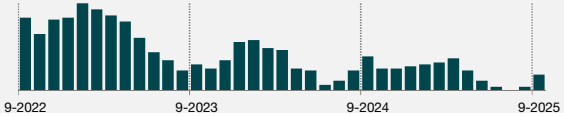
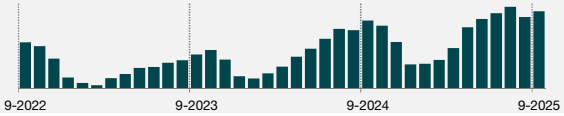
	Single Family	Townhouse-Condo	Adult Communities
October 2024	2.4	1.8	2.5
November 2024	2.1	1.6	2.5
December 2024	1.7	1.4	2.2
January 2025	1.6	1.5	2.2
February 2025	1.7	1.5	2.3
March 2025	1.9	1.7	2.6
April 2025	2.3	1.9	2.4
May 2025	2.5	1.8	2.5
June 2025	2.7	1.6	2.6
July 2025	2.9	1.6	2.7
August 2025	2.6	1.6	2.6
September 2025	**2.7**	**1.7**	**2.6**
12-Month Avg.*	2.3	1.6	2.5

* Months Supply for all properties from October 2024 through September 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.

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Key Metrics	Historical Sparklines	9-2024	9-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		1,479	**1,477**	- 0.1%	12,626	**13,195**	+ 4.5%
Pending Sales		1,027	**975**	- 5.1%	9,846	**9,751**	- 1.0%
Closed Sales		1,043	**1,112**	+ 6.6%	9,208	**9,249**	+ 0.4%
Median Sales Price		$523,750	**$562,445**	+ 7.4%	$520,000	**$550,000**	+ 5.8%
Avg. Sales Price		$607,545	**$641,227**	+ 5.5%	$608,826	**$640,871**	+ 5.3%
Pct. of List Price Received		103.4%	**101.5%**	- 1.8%	103.8%	**102.2%**	- 1.5%
Days on Market		32	**37**	+ 15.6%	31	**36**	+ 16.1%
Affordability Index		101	**92**	- 8.9%	101	**94**	- 6.9%
Homes for Sale		2,390	**2,593**	+ 8.5%	--	**--**	--
Months Supply		2.3	**2.5**	+ 8.7%	--	**--**	--