

Local Market Update for March 2019

Provided by New Jersey REALTORS®



Fair Lawn Boro

Bergen County

Single Family

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	53	41	- 22.6%	132	125	- 5.3%
Closed Sales	31	25	- 19.4%	57	57	0.0%
Days on Market Until Sale	65	51	- 21.5%	59	51	- 13.6%
Median Sales Price*	\$449,900	\$460,000	+ 2.2%	\$446,000	\$445,000	- 0.2%
Percent of List Price Received*	97.7%	97.9%	+ 0.2%	98.6%	98.0%	- 0.6%
Inventory of Homes for Sale	97	88	- 9.3%	--	--	--
Months Supply of Inventory	3.3	3.0	- 9.1%	--	--	--

Townhouse-Condo

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	7	3	- 57.1%	14	13	- 7.1%
Closed Sales	1	2	+ 100.0%	5	7	+ 40.0%
Days on Market Until Sale	222	105	- 52.7%	65	60	- 7.7%
Median Sales Price*	\$180,000	\$224,000	+ 24.4%	\$245,000	\$268,000	+ 9.4%
Percent of List Price Received*	93.5%	94.4%	+ 1.0%	96.2%	98.0%	+ 1.9%
Inventory of Homes for Sale	6	10	+ 66.7%	--	--	--
Months Supply of Inventory	1.7	3.1	+ 82.4%	--	--	--

Adult Community

Key Metrics	March			Year to Date		
	2018	2019	Percent Change	Thru 3-2018	Thru 3-2019	Percent Change
New Listings	0	0	--	0	0	--
Closed Sales	0	1	--	0	1	--
Days on Market Until Sale	0	85	--	0	85	--
Median Sales Price*	\$0	\$680,000	--	\$0	\$680,000	--
Percent of List Price Received*	0.0%	97.8%	--	0.0%	97.8%	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

Historical Median Sales Price by Property Type By Month

