

Local Market Update for March 2020

Provided by New Jersey REALTORS®



Fair Lawn Boro

Bergen County

Single Family

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	43	34	- 20.9%	130	102	- 21.5%
Closed Sales	25	29	+ 16.0%	57	72	+ 26.3%
Days on Market Until Sale	51	53	+ 3.9%	51	63	+ 23.5%
Median Sales Price*	\$460,000	\$495,000	+ 7.6%	\$445,000	\$423,750	- 4.8%
Percent of List Price Received*	97.9%	100.4%	+ 2.6%	98.0%	99.5%	+ 1.5%
Inventory of Homes for Sale	109	62	- 43.1%	--	--	--
Months Supply of Inventory	3.7	2.0	- 45.9%	--	--	--

Townhouse-Condo

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	3	4	+ 33.3%	13	15	+ 15.4%
Closed Sales	2	1	- 50.0%	7	5	- 28.6%
Days on Market Until Sale	105	49	- 53.3%	60	57	- 5.0%
Median Sales Price*	\$224,000	\$274,999	+ 22.8%	\$268,000	\$274,999	+ 2.6%
Percent of List Price Received*	94.4%	100.0%	+ 5.9%	98.0%	97.0%	- 1.0%
Inventory of Homes for Sale	12	8	- 33.3%	--	--	--
Months Supply of Inventory	3.7	2.4	- 35.1%	--	--	--

Adult Community

Key Metrics	March			Year to Date		
	2019	2020	Percent Change	Thru 3-2019	Thru 3-2020	Percent Change
New Listings	0	1	--	0	1	--
Closed Sales	1	0	- 100.0%	1	0	- 100.0%
Days on Market Until Sale	85	0	- 100.0%	85	0	- 100.0%
Median Sales Price*	\$680,000	\$0	- 100.0%	\$680,000	\$0	- 100.0%
Percent of List Price Received*	97.8%	0.0%	- 100.0%	97.8%	0.0%	- 100.0%
Inventory of Homes for Sale	0	1	--	--	--	--
Months Supply of Inventory	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

