

Local Market Update for July 2020

Provided by New Jersey REALTORS®



Fair Lawn Boro

Bergen County

Single Family

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	41	65	+ 58.5%	346	303	- 12.4%
Closed Sales	50	53	+ 6.0%	216	195	- 9.7%
Days on Market Until Sale	54	49	- 9.3%	50	53	+ 6.0%
Median Sales Price*	\$417,000	\$475,000	+ 13.9%	\$443,250	\$445,000	+ 0.4%
Percent of List Price Received*	98.9%	99.3%	+ 0.4%	99.2%	99.6%	+ 0.4%
Inventory of Homes for Sale	121	74	- 38.8%	--	--	--
Months Supply of Inventory	4.0	2.4	- 40.0%	--	--	--

Townhouse-Condo

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	2	13	+ 550.0%	29	41	+ 41.4%
Closed Sales	2	2	0.0%	21	11	- 47.6%
Days on Market Until Sale	73	63	- 13.7%	53	54	+ 1.9%
Median Sales Price*	\$564,000	\$424,995	- 24.6%	\$270,000	\$400,000	+ 48.1%
Percent of List Price Received*	101.9%	97.9%	- 3.9%	99.6%	97.6%	- 2.0%
Inventory of Homes for Sale	10	12	+ 20.0%	--	--	--
Months Supply of Inventory	3.1	3.7	+ 19.4%	--	--	--

Adult Community

Key Metrics	July			Year to Date		
	2019	2020	Percent Change	Thru 7-2019	Thru 7-2020	Percent Change
New Listings	0	0	--	0	3	--
Closed Sales	0	0	--	1	1	0.0%
Days on Market Until Sale	0	0	--	85	102	+ 20.0%
Median Sales Price*	\$0	\$0	--	\$680,000	\$650,000	- 4.4%
Percent of List Price Received*	0.0%	0.0%	--	97.8%	100.8%	+ 3.1%
Inventory of Homes for Sale	0	2	--	--	--	--
Months Supply of Inventory	0.0	2.0	--	--	--	--

* 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

