

Local Market Update for August 2020

Provided by New Jersey REALTORS®



Fair Lawn Boro

Bergen County

Single Family

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	44	43	- 2.3%	390	349	- 10.5%
Closed Sales	38	60	+ 57.9%	254	255	+ 0.4%
Days on Market Until Sale	34	43	+ 26.5%	48	51	+ 6.3%
Median Sales Price*	\$447,450	\$522,500	+ 16.8%	\$444,250	\$455,000	+ 2.4%
Percent of List Price Received*	100.4%	99.8%	- 0.6%	99.3%	99.7%	+ 0.4%
Inventory of Homes for Sale	129	65	- 49.6%	--	--	--
Months Supply of Inventory	4.3	2.0	- 53.5%	--	--	--

Townhouse-Condo

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	Percent Change
New Listings	5	5	0.0%	34	46	+ 35.3%
Closed Sales	3	1	- 66.7%	24	12	- 50.0%
Days on Market Until Sale	43	49	+ 14.0%	52	53	+ 1.9%
Median Sales Price*	\$599,200	\$325,000	- 45.8%	\$464,000	\$375,000	- 19.2%
Percent of List Price Received*	106.5%	100.0%	- 6.1%	100.5%	97.8%	- 2.7%
Inventory of Homes for Sale	8	11	+ 37.5%	--	--	--
Months Supply of Inventory	2.5	3.2	+ 28.0%	--	--	--

Adult Community

Key Metrics	August			Year to Date		
	2019	2020	Percent Change	Thru 8-2019	Thru 8-2020	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	1	--	--	--	--
Months Supply of Inventory	0.0	1.0	--	--	--	--

* 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

