

JC DOWNTOWN ANNUAL REPORT 2025



SAIKIN
TEAM

SUMMARY OF DATA

SOLD PRICE	AVERAGE	MEDIAN	MARKET SHARE
1 Bed Condo	+2.2%	+5.1%	32%
2 Bed 1 Bath Condo	-8.5%	-10.5%	6%
2 Bed 2 Bath Condo	-4.4%	-7.6%	36%
3+ Bed Condo	-1.1%	+3.6%	13%
Single-Family Homes	-2.8%	+4.8%	7%
Multi-Family Homes	+4.4%	-0.7%	6%

MARKET SHARE

CASH VS. MORTGAGE

22% • CASH

78% • MORTGAGE

MARKET SHARE

BY SOLD PRICE

7% • < \$500,000

34% • \$500k - \$799k

20% • \$800k - \$999k

23% • \$1M - \$1.5M

16% • > \$1,500,000

HOMES LISTED

905

-2.4%

YEAR-OVER-YEAR

CONTRACTS SIGNED

662

+8.2%

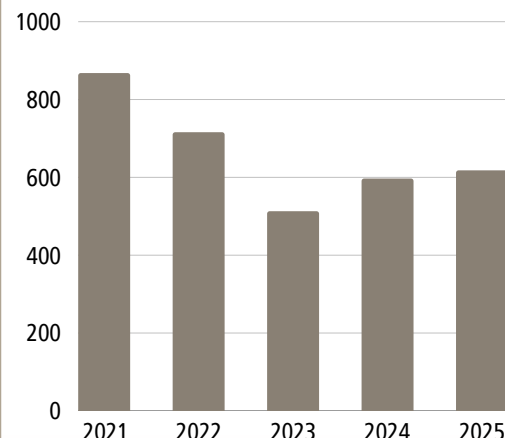
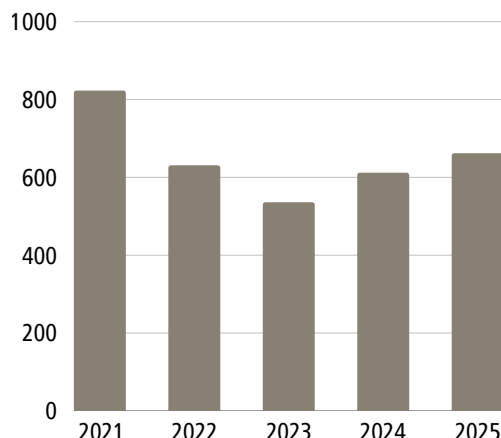
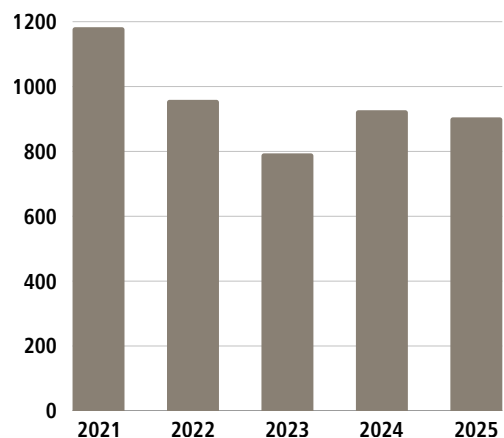
YEAR-OVER-YEAR

HOMES SOLD

618

+3.5%

YEAR-OVER-YEAR



1 BED, 1 BATH CONDO

	2024	2025	CHANGE
AVERAGE PRICE	\$657,045	\$671,520	+2.2%
MEDIAN PRICE	\$640,000	\$672,500	+5.1%
TOTAL LISTED	318	341	+7.2%
TOTAL CONTRACTS	218	213	-2.3%
TOTAL SOLD	207	198	-4.3%

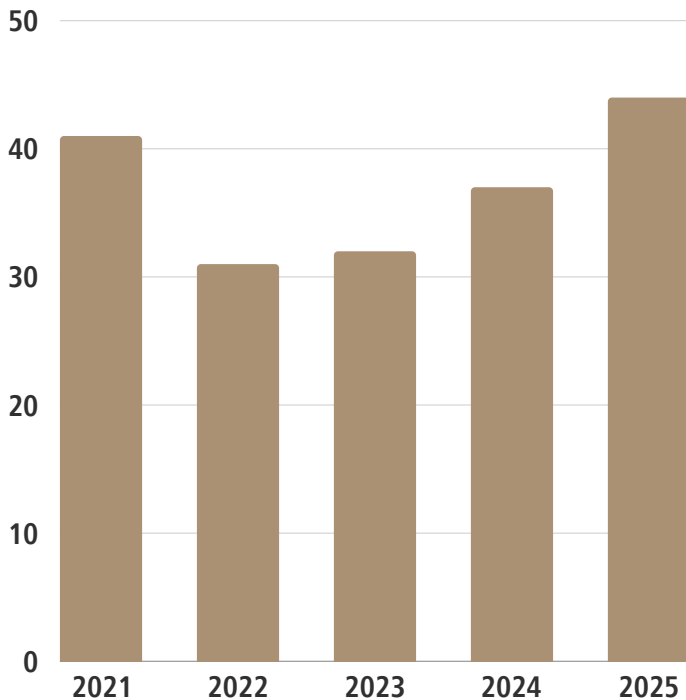
MARKET SHARE CASH VS. MORTGAGE

26% • CASH
74% • MORTGAGE

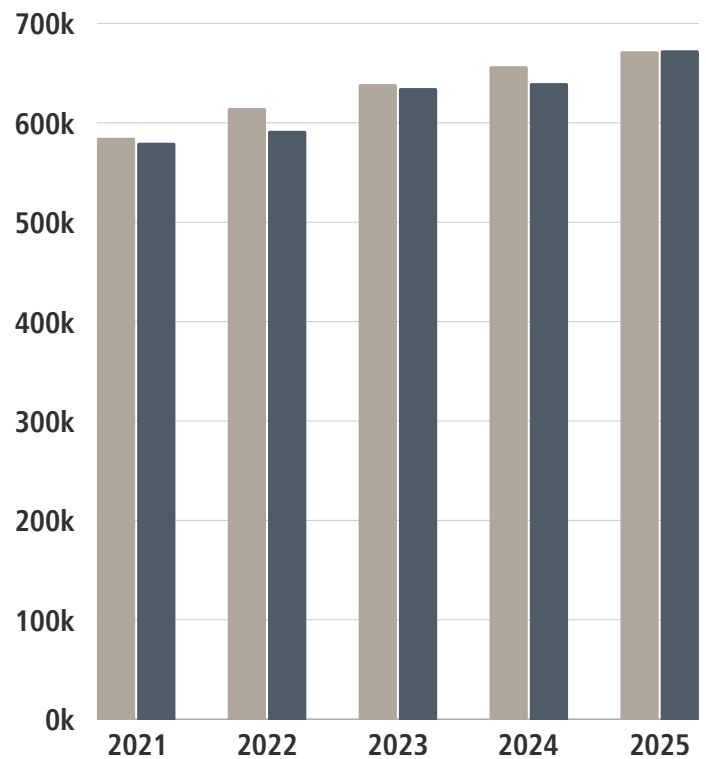
MARKET SHARE BY SOLD PRICE

16% • < \$500,000
64% • \$500k - \$799k
16% • \$800k - \$999k
4% • \$1M - \$1.5M
0% • > \$1,500,000

AVERAGE DAYS ON MARKET 44



AVERAGE & MEDIAN SOLD PRICE



2 BED, 1 BATH CONDO

	2024	2025	CHANGE
AVERAGE PRICE	\$695,138	\$635,967	-8.5%
MEDIAN PRICE	\$712,000	\$637,500	-10.5%
TOTAL LISTED	61	63	+3.3%
TOTAL CONTRACTS	49	30	-38.8%
TOTAL SOLD	44	34	-22.7%

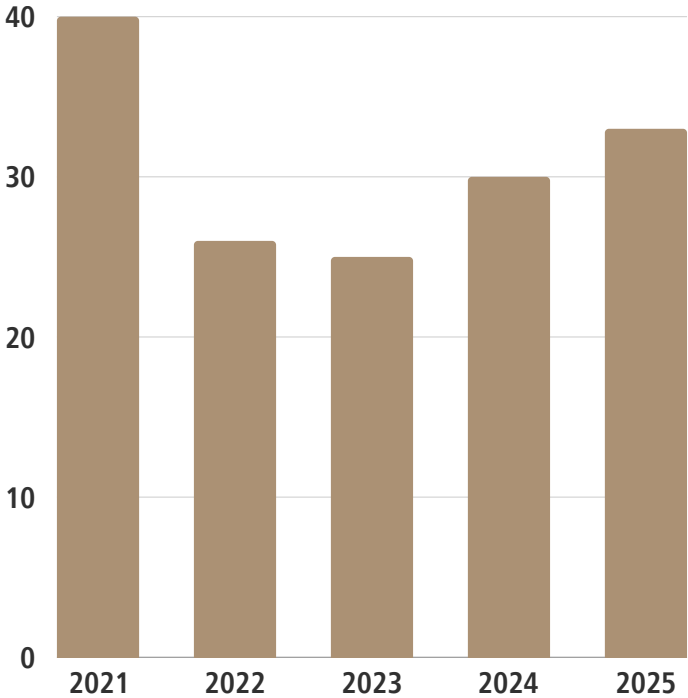
MARKET SHARE CASH VS. MORTGAGE

12% • CASH
88% • MORTGAGE

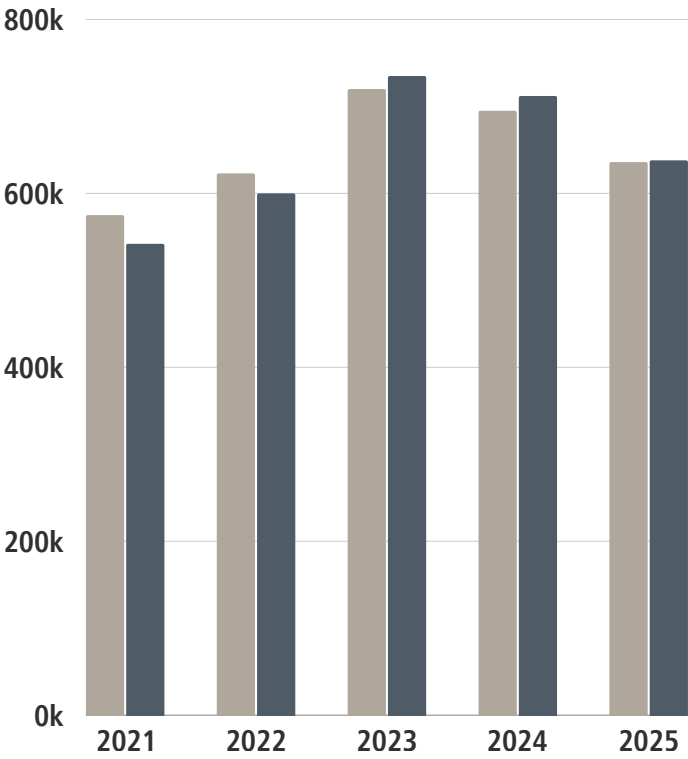
MARKET SHARE BY SOLD PRICE

17% • < \$500,000
68% • \$500k - \$799k
15% • \$800k - \$999k
0% • \$1M - \$1.5M
0% • > \$1,500,000

AVERAGE DAYS ON MARKET 33



AVERAGE & MEDIAN SOLD PRICE



2 BED, 2 BATH CONDO

	2024	2025	CHANGE
AVERAGE PRICE	\$1,090,075	\$1,042,353	-4.4%
MEDIAN PRICE	\$1,060,000	\$979,500	-7.6%
TOTAL LISTED	324	285	-12.0%
TOTAL CONTRACTS	200	249	+24.5%
TOTAL SOLD	211	224	+6.2%

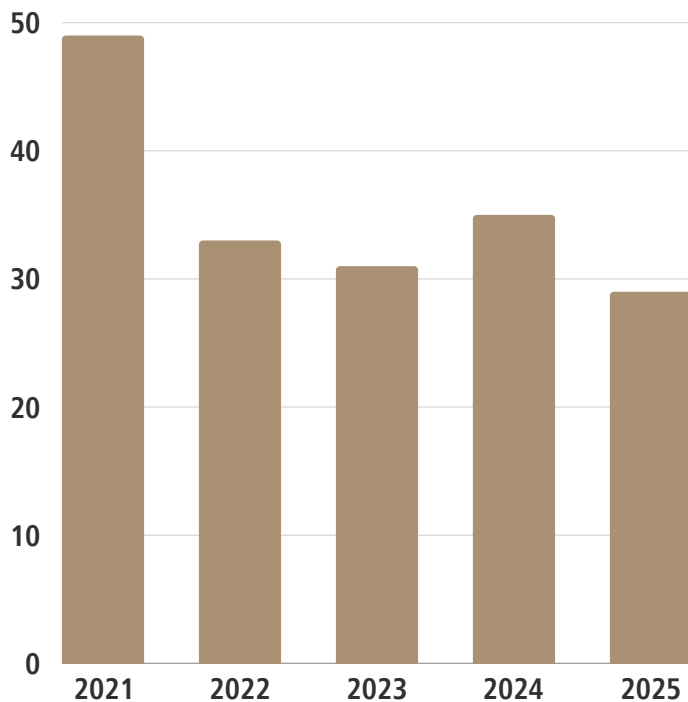
MARKET SHARE CASH VS. MORTGAGE

20% • CASH
80% • MORTGAGE

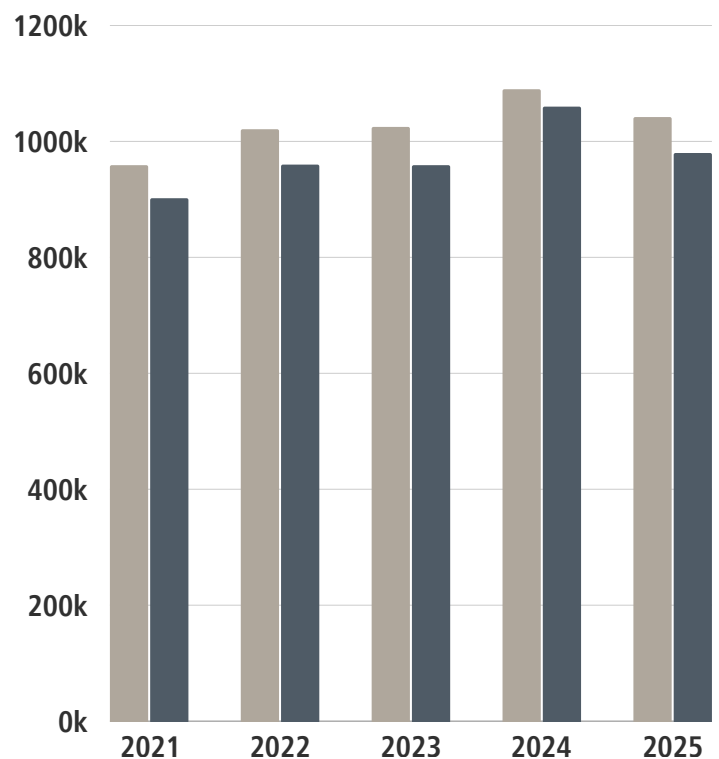
MARKET SHARE BY SOLD PRICE

0% • < \$500,000
21% • \$500k - \$799k
35% • \$800k - \$999k
36% • \$1M - \$1.5M
8% • > \$1,500,000

AVERAGE DAYS ON MARKET 29



AVERAGE & MEDIAN SOLD PRICE



3 BED, 2 BATH CONDO

	2024	2025	CHANGE
AVERAGE PRICE	\$1,501,617	\$1,484,942	-1.1%
MEDIAN PRICE	\$1,399,000	\$1,450,000	+3.6%
TOTAL LISTED	91	116	+27.5%
TOTAL CONTRACTS	56	89	+58.9%
TOTAL SOLD	51	82	+60.8%

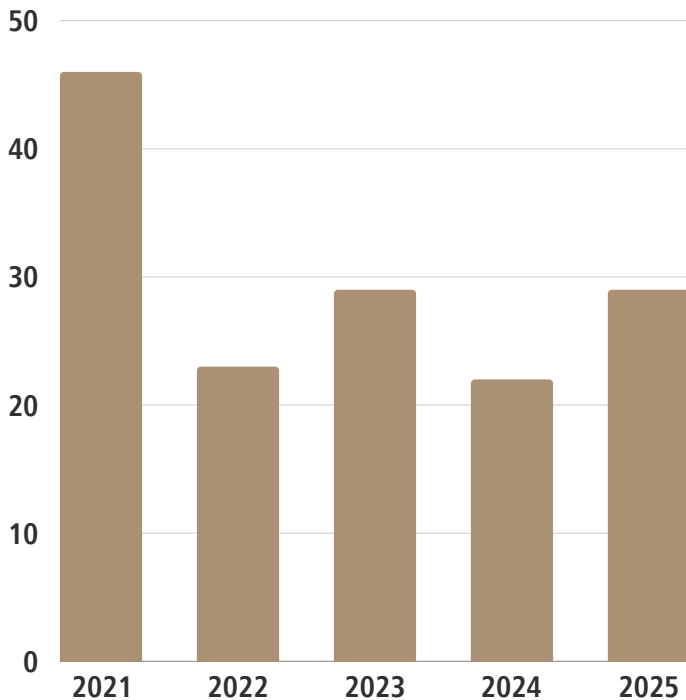
MARKET SHARE CASH VS. MORTGAGE

17% • CASH
83% • MORTGAGE

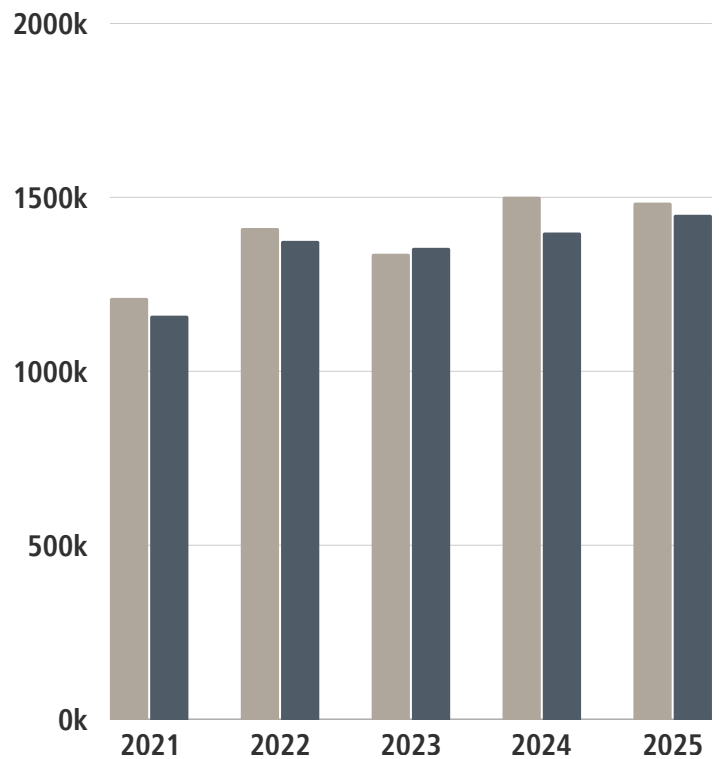
MARKET SHARE BY SOLD PRICE

0% • < \$500,000
5% • \$500k - \$799k
5% • \$800k - \$999k
43% • \$1M - \$1.5M
47% • > \$1,500,000

AVERAGE DAYS ON MARKET 29



AVERAGE & MEDIAN SOLD PRICE



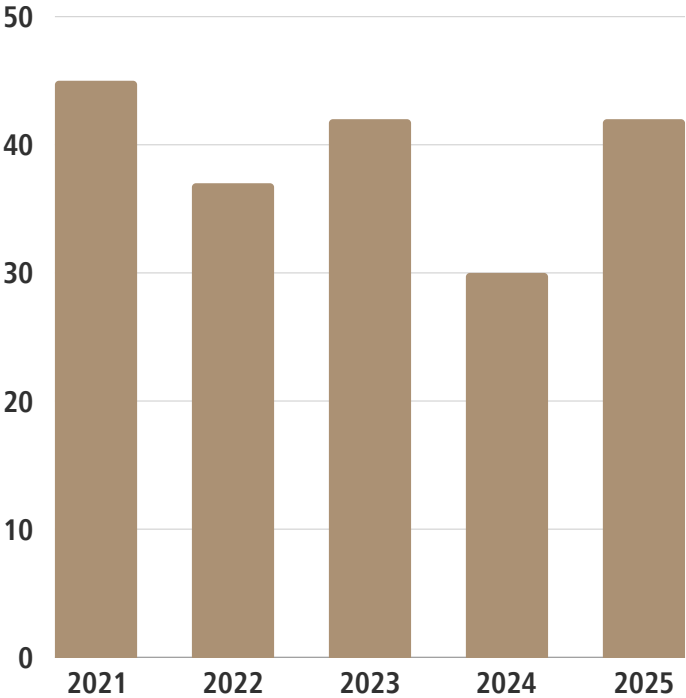
SINGLE FAMILY HOME

	2024	2025	CHANGE
AVERAGE PRICE	\$1,634,885	\$1,589,268	-2.8%
MEDIAN PRICE	\$1,445,000	\$1,515,000	+4.8%
TOTAL LISTED	55	45	-18.2%
TOTAL CONTRACTS	41	36	-12.2%
TOTAL SOLD	39	41	+5.1%

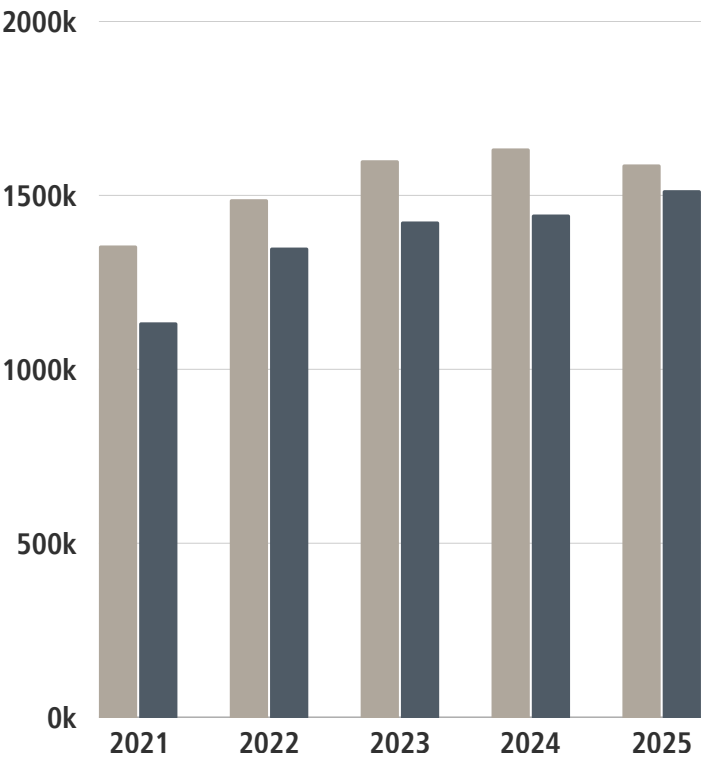
MARKET SHARE	
CASH VS. MORTGAGE	
22%	• CASH
78%	• MORTGAGE

MARKET SHARE	
BY SOLD PRICE	
0%	• < \$500,000
7%	• \$500k - \$799k
10%	• \$800k - \$999k
29%	• \$1M - \$1.5M
54%	• > \$1,500,000

AVERAGE
DAYS ON MARKET
42



AVERAGE & MEDIAN
SOLD PRICE



MULTI FAMILY HOME

	2024	2025	CHANGE
AVERAGE PRICE	\$1,693,033	\$1,768,173	+4.4%
MEDIAN PRICE	\$1,645,000	\$1,634,000	-0.7%
TOTAL LISTED	78	55	-29.5%
TOTAL CONTRACTS	48	45	-6.3%
TOTAL SOLD	45	39	-13.3%

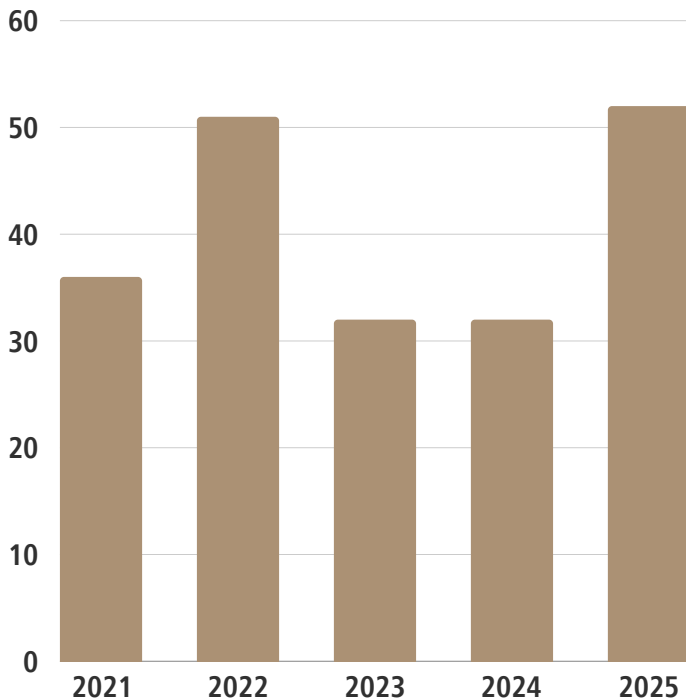
MARKET SHARE CASH VS. MORTGAGE

34% • CASH
66% • MORTGAGE

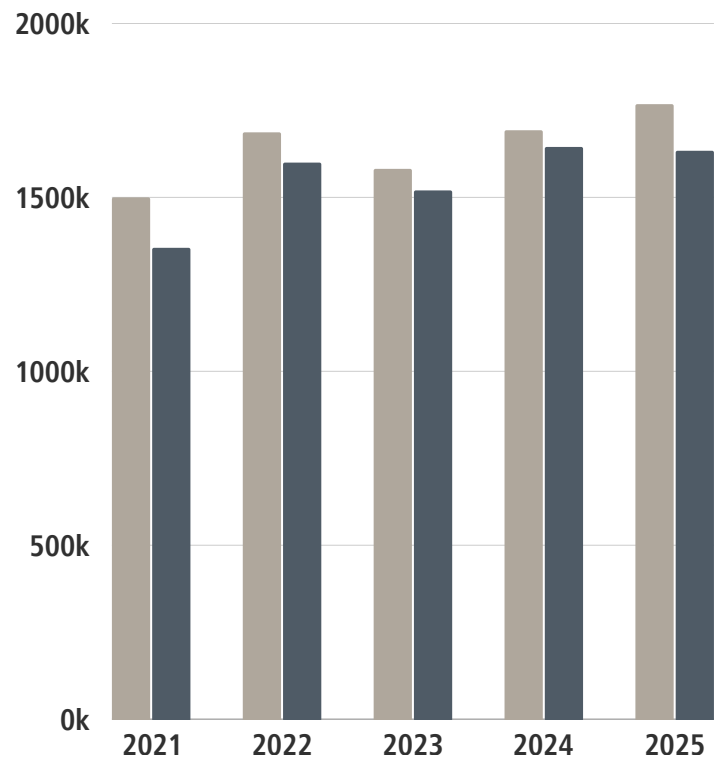
MARKET SHARE BY SOLD PRICE

0% • < \$500,000
0% • \$500k - \$799k
3% • \$800k - \$999k
33% • \$1M - \$1.5M
64% • > \$1,500,000

AVERAGE DAYS ON MARKET 52



AVERAGE & MEDIAN SOLD PRICE



METHODOLOGY

ZIP CODES COVERED:

07302 & 07310

Data in this report is derived directly from the Hudson County MLS. Sales that occurred in any given Quarter may have accepted an offer in a previous Quarter. Sold data is a lagging indicator but provides an overview of market progression. New listings provide a current view of the market, but the price data cannot be considered until the property is sold. Quarterly data may not reflect drastic changes. Any major market shifts, especially those that occur in the second half of the Quarter, would be reflected in the following Quarter. All data is subject to the inventory available within a given Quarter and may not always be an accurate representation of the short-term trend. Criteria such as Single-Family Homes typically have few Quarterly sales, which will skew the data. Every property is unique and requires a specialized market analysis to identify fair value and trends.