Luxury Market Update

FALL // 2026

market insights



LUXURY COLLECTION℠

Table of Contents

The Lasting Appeal of Original Architecture 4

Northern Delaware
New Castle County 14

Central New Jersey
Hunterdon County 16
Mercer County 18
Middlesex County 20
Monmouth County 22
Somerset County 24
Union County 26

Central Jersey Shore
Ocean County 28

Northern New Jersey
Essex County 30
Morris County 32
Passaic County 36
Somerset County 24
Sussex County 34

Southern New Jersey
Burlington County 38
Camden County 40
Cumberland County 42
Gloucester County 44
Salem County 46

South Jersey Shore
Atlantic County 48
Cape May County 50

City of Philadelphia 52

Lehigh Valley
Lehigh County 54
Northampton County 56

Main Line 58

Southeastern Pennsylvania
Bucks County 60
Chester County 62
Delaware County 64
Montgomery County 66
Philadelphia County 68

The Lasting Appeal of Original Architecture

Luxury Market Insights

In this issue, we'll help you make informed real estate decisions by providing the latest regional market data and insights, exploring the enduring appeal of historic properties, and discussing how to enhance them while preserving their value.



Credit: Steve Edwards Real Estate Photography

More Choices, Steady Demand

Through the third quarter of 2026, inventory increased across most of Pennsylvania, New Jersey, and Delaware, with a few exceptions. At the same time, homes spent fewer days on the market in many areas of the region, showing that well-maintained, appropriately priced luxury homes continue to attract buyers and sell quickly.

September marked a pivotal moment for the broader real estate market, as mortgage rates surpassed 7% for the first time since January 2025, according to Freddie Mac. Although higher borrowing costs can influence buyer activity, the luxury segment may be somewhat insulated from rate fluctuations because cash purchases are more prevalent. This dynamic could help support demand in the months ahead, even as buyers gain more options.

The Art of Modernizing Historic Homes

As buyers weigh their options in an evolving market, historic properties offer charm and character through distinctive architecture and original craftsmanship that can't easily be replicated. But these qualities don't have to come at the cost of comfort or modern amenities. Many homeowners and investors today are adapting residences to meet contemporary needs while preserving the original architectural details and timeless features that make them exceptional.

A few Berkshire Hathaway HomeServices Fox & Roach, REALTORS® luxury real estate professionals offer their perspectives on enhancing a historic property without compromising its architectural integrity.

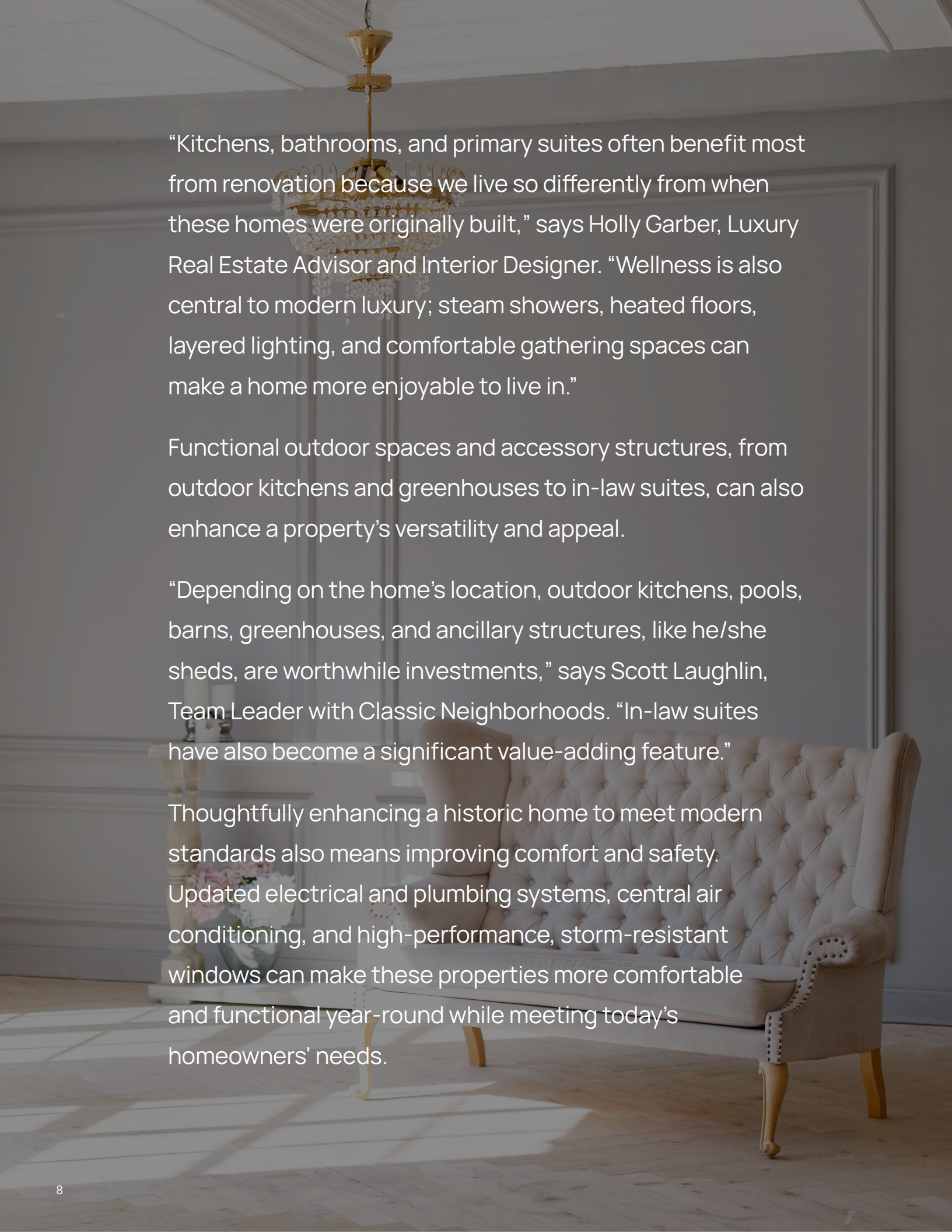
1. Adapt for Modern Living

Enhancing a historic home for the luxury market involves more than making aesthetic upgrades like adding a glass shower or marble countertop. It's about adapting the home's functionality for how we live today.



...historic properties offer charm and character through distinctive architecture and original craftsmanship that can't easily be replicated.

Credit: Steve Edwards Real Estate Photography
140 E. Central Ave., Moorestown, NJ



“Kitchens, bathrooms, and primary suites often benefit most from renovation because we live so differently from when these homes were originally built,” says Holly Garber, Luxury Real Estate Advisor and Interior Designer. “Wellness is also central to modern luxury; steam showers, heated floors, layered lighting, and comfortable gathering spaces can make a home more enjoyable to live in.”

Functional outdoor spaces and accessory structures, from outdoor kitchens and greenhouses to in-law suites, can also enhance a property’s versatility and appeal.

“Depending on the home’s location, outdoor kitchens, pools, barns, greenhouses, and ancillary structures, like he/she sheds, are worthwhile investments,” says Scott Laughlin, Team Leader with Classic Neighborhoods. “In-law suites have also become a significant value-adding feature.”

Thoughtfully enhancing a historic home to meet modern standards also means improving comfort and safety. Updated electrical and plumbing systems, central air conditioning, and high-performance, storm-resistant windows can make these properties more comfortable and functional year-round while meeting today’s homeowners' needs.



“High-velocity central air conditioning systems can often be installed with minimal disruption to original plaster walls, ceilings, and woodwork, avoiding the need for bulky ductwork and soffits,” says Baiyina Brown, Team Leader with Living Well Homes Collective.

If you are considering selling a historic residence, a few other upgrades can help ensure it is comfortable, safe, and functional. These fixes make the home more appealing to potential buyers and may even be required by insurance providers.

“The insurance industry has created a “forced obsolescence,” and almost no carrier will insure a house if the original knob and tube wiring is still in use,” says Laughlin. “You will also want to address any structural issues such as the foundation. Then the roofing, flashing, & trim should be in good repair with no obvious evidence of damage, water leaks, or pest infestation.”



Credit: Steve Edwards Real Estate Photography

2. Preserve the Details That Define the Home

While it's important to modernize the home for safety, functionality, and comfort, you must preserve its original character to protect its market value. Removing distinctive features to make the home appear more modern often reduces the potential buyer pool, especially if the style is inconsistent throughout the property.

"When an owner removes all the original details for a modern aesthetic, they severely limit the pool of potential future buyers," says Laughlin. "Someone wanting a modern home doesn't want a historic shell. Someone who wants a historic home wants original character."

To properly preserve the home's character, and ultimately protect its value, you first need to understand what details define it and make it special.



“Something as simple as choosing traditional lighting rather than installing recessed lights throughout can make a significant difference in preserving the character of a room,” says Brown.

“I’ve seen beautiful original woodwork, arches, mantels, staircases, and other architectural elements removed in an effort to modernize a property,” says Brown. “Once those features are gone, they can be extremely difficult, if not impossible, to replace authentically.”

Once you know which features are essential to restore rather than replace, you can plan the rest of your design around them. This helps maintain a cohesive design that complements the home’s original character.

“Something as simple as choosing traditional lighting rather than installing recessed lights throughout can make a significant difference in preserving the character of a room,” says Brown.

This same consistency must apply to any additions made to the property. When adding square footage, you want it to look like the addition has always been part of the house.

“You don’t want someone who is walking through the home or looking at it from the street to recognize where the original structure ends, and the additions begin,” says Garber.

3. Partner With Preservation Experts

Restoring an older home requires different skills than new construction. Hire experienced professionals who understand older construction, including structural engineers, preservation carpenters, plaster restoration specialists, historic masonry contractors, and period-style interior designers. Depending on the project, a preservation architect or general contractor may also be of value.

“Unfortunately, it’s sometimes easier for a contractor to remove and replace an original feature than to take the time to restore it properly,” says Brown. “That can result in the permanent loss of irreplaceable craftsmanship."



To build confidence and trust before hiring, interview multiple professionals who've worked with homes of a similar age and architectural style, speak with their former clients, and ask for photos or visit completed project sites to assess the quality of their work firsthand.

To ensure the exterior and interior architecture, design, layout, and materials work together cohesively, all construction and design professionals should be aligned from the start.

"Design and construction need to work together from the beginning; every decision should contribute to a cohesive result," says Garber.



“Design and construction need to work together from the beginning; every decision should contribute to a cohesive result,” says Garber.

Credit: Steve Edwards Real Estate Photography

The Enduring Value of Exceptional Properties

As the luxury real estate market across Pennsylvania, New Jersey, and Delaware evolves, opportunities remain for buyers and sellers who understand the value of preparation, quality, and long-term appeal. As inventory expands in many markets and well-maintained properties continue to attract buyers, thoughtful presentation and strategic decision-making remain essential.

For owners of historic homes, preserving original craftsmanship while incorporating modern comforts can further enhance a property's appeal and help protect its enduring value. Whether you're buying a distinctive historic estate, preparing a luxury property for sale, or exploring ways to update your current home, a local BHHS Fox & Roach luxury real estate professional can help you navigate the market and make informed decisions that align with your goals.

NORTHERN DELAWARE

New Castle County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

70

72 in 2025 **-3%**

HOMES SOLD
Q3 2026

28

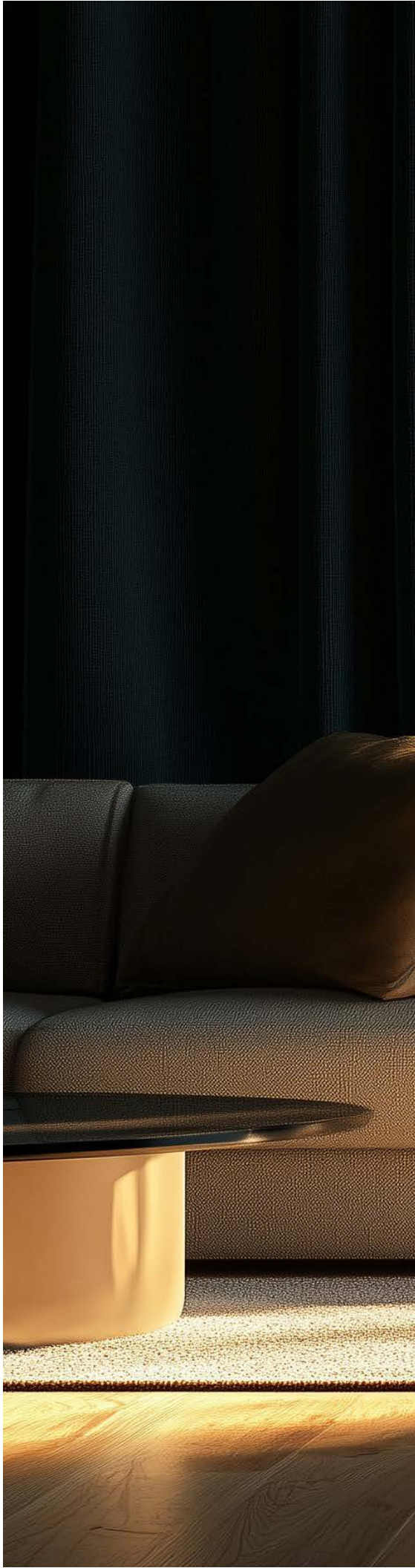
31 in 2025 **-10%**

DAYS ON MARKET
Q3 2026

41

46 in 2025 **-11%**

July-September 2025 compared to July-September 2026





CENTRAL NEW JERSEY

Hunterdon County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
105	**49**	**28**
94 in 2025 **+12%**	**54** in 2025 **-9%**	**51** in 2025 **-45%**



Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

14

16 in 2025 **-13%**

HOMES SOLD
Q3 2026

2

4 in 2025 **-50%**

DAYS ON MARKET
Q3 2026

77

231 in 2025 **-67%**



CENTRAL NEW JERSEY

Mercer County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE
SEPTEMBER 2026

145

128 in 2025 **+13%**

HOMES SOLD
Q3 2026

127

113 in 2025 **+12%**

DAYS ON MARKET
Q3 2026

32

32 in 2025 **no change**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

34

40 in 2025 **-15%**

HOMES SOLD
Q3 2026

12

11 in 2025 **+9%**

DAYS ON MARKET
Q3 2026

38

87 in 2025 **-56%**



CENTRAL NEW JERSEY

Middlesex County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
45	**23**	**43**
34 in 2025 **+32%**	**12** in 2025 **+92%**	**64** in 2025 **-33%**



CENTRAL NEW JERSEY

Monmouth County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

930

800 in 2025 **+16%**

HOMES SOLD
Q3 2026

560

452 in 2025 **+24%**

DAYS ON MARKET
Q3 2026

31

34 in 2025 **-9%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

246

206 in 2025 **+19%**

HOMES SOLD
Q3 2026

72

57 in 2025 **+26%**

DAYS ON MARKET
Q3 2026

49

51 in 2025 **-4%**

CENTRAL AND
NORTHERN
NEW JERSEY

Somerset County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
226	**206**	**34**
196 in 2025 **+15%**	**217** in 2025 **-5%**	**31** in 2025 **+10%**



Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

36

31 in 2025 **+16%**

HOMES SOLD
Q3 2026

13

4 in 2025 **+225%**

DAYS ON MARKET
Q3 2026

181

71 in 2025 **+155%**



NORTHERN
NEW JERSEY

Union County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
204	**213**	**19**
274 in 2025 **-26%**	**241** in 2025 **-12%**	**21** in 2025 **-10%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

22

18 in 2025 **+22%**

HOMES SOLD
Q3 2026

22

21 in 2025 **+5%**

DAYS ON MARKET
Q3 2026

33

14 in 2025 **+136%**

CENTRAL JERSEY SHORE

Ocean County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

483

519 in 2025 **-7%**

HOMES SOLD
Q3 2026

222

196 in 2025 **+13%**

DAYS ON MARKET
Q3 2026

49

51 in 2025 **-4%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

108

114 in 2025 **-5%**

HOMES SOLD
Q3 2026

30

27 in 2025 **+11%**

DAYS ON MARKET
Q3 2026

92

49 in 2025 **+88%**

NORTHERN NEW JERSEY

Essex County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
291	**381**	**26**
257 in 2025 +**13%**	**331** in 2025 +**15%**	**25** in 2025 +**4%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

72

60 in 2025 **+20%**

HOMES SOLD
Q3 2026

53

43 in 2025 **+23%**

DAYS ON MARKET
Q3 2026

41

49 in 2025 **-16%**

NORTHERN NEW JERSEY

Morris County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

347

285 in 2025 **+22%**

HOMES SOLD
Q3 2026

347

283 in 2025 **+23%**

DAYS ON MARKET
Q3 2026

25

92 in 2025 **-73%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

46

38 in 2025 **+21%**

HOMES SOLD
Q3 2026

33

25 in 2025 **+32%**

DAYS ON MARKET
Q3 2026

46

46 in 2025 **no change**

NORTHERN NEW JERSEY

Sussex County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

59

43 in 2025 **+37%**

HOMES SOLD
Q3 2026

33

14 in 2025 **+136%**

DAYS ON MARKET
Q3 2026

52

35 in 2025 **+49%**







NORTHERN NEW JERSEY

Passaic County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
66	**58**	**35**
64 in 2025 **+3%**	**36** in 2025 **+61%**	**84** in 2025 **-58%**



SOUTHERN NEW JERSEY

Burlington County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
86	**54**	**102**
64 in 2025 +**34%**	**38** in 2025 +**42%**	**46** in 2025 +**122%**





SOUTHERN NEW JERSEY

Camden County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE
SEPTEMBER 2026

30

33 in 2025 **-9%**

HOMES SOLD
Q3 2026

30

16 in 2025 **+88%**

DAYS ON MARKET
Q3 2026

38

21 in 2025 **+81%**





SOUTHERN NEW JERSEY

Cumberland County

Home sales **OVER $ 500,000**

HOMES FOR SALE
SEPTEMBER 2026

44

48 in 2025 **-8%**

HOMES SOLD
Q3 2026

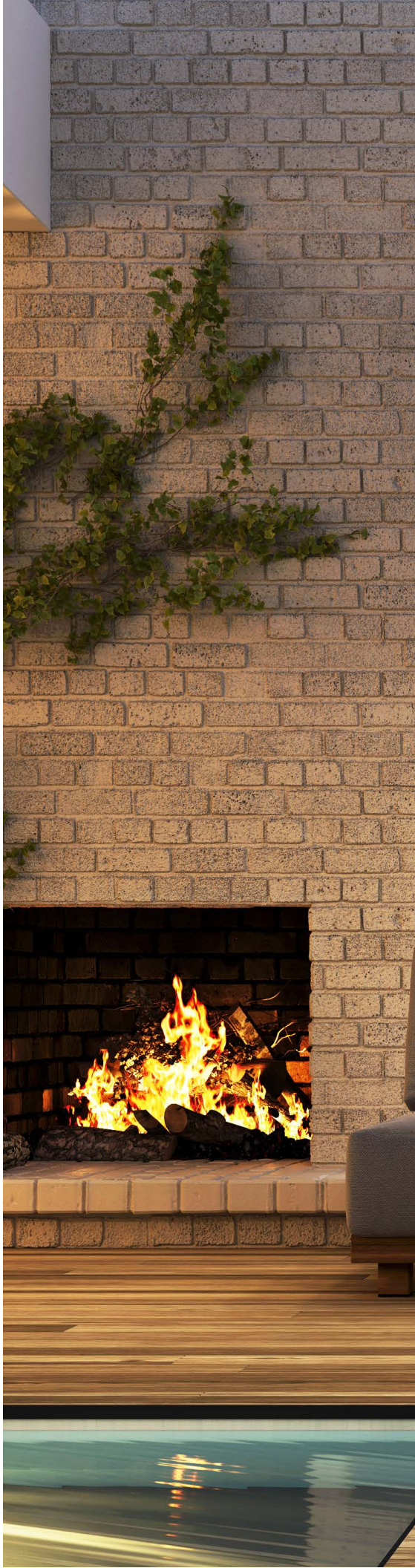
23

17 in 2025 **+35%**

DAYS ON MARKET
Q3 2026

61

55 in 2025 **+11%**





SOUTHERN NEW JERSEY

Gloucester County

Home sales
OVER $ 500,000

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
260	**241**	**28**
225 in 2025 +**16%**	**227** in 2025 +**6%**	**25** in 2025 +**12%**





SOUTHERN NEW JERSEY

Salem County

Home sales **OVER $ 500,000**

HOMES FOR SALE
SEPTEMBER 2026

37

37 in 2025 **no change**

HOMES SOLD
Q3 2026

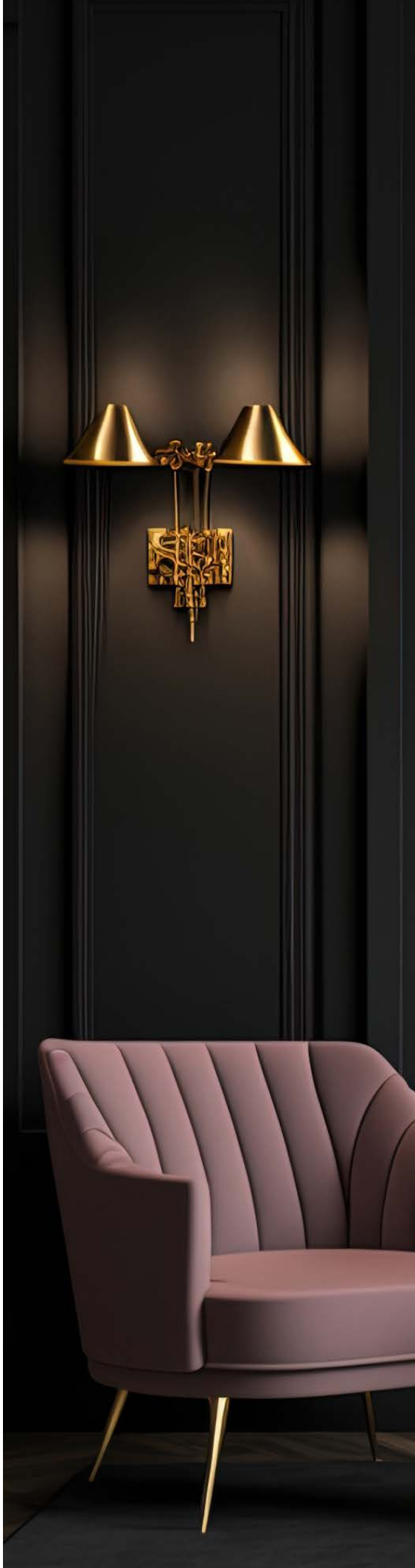
29

22 in 2025 **+32%**

DAYS ON MARKET
Q3 2026

30

48 in 2025 **-38%**





Atlantic County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

327

307 in 2025 **+7%**

HOMES SOLD
Q3 2026

59

59 in 2025 **no change**

DAYS ON MARKET
Q3 2026

62

48 in 2025 **+29%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

100

94 in 2025 **+6%**

HOMES SOLD
Q3 2026

9

12 in 2025 **-25%**

DAYS ON MARKET
Q3 2026

24

61 in 2025 **-61%**



SOUTH JERSEY SHORE

Cape May County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
285	**100**	**129**
273 in 2025 **+4%**	**77** in 2025 **+30%**	**131** in 2025 **-2%**



Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

123

130 in 2025 **-5%**

HOMES SOLD
Q3 2026

50

45 in 2025 **+11%**

DAYS ON MARKET
Q3 2026

123

145 in 2025 **-15%**

PENNSYLVANIA

City of Philadelphia

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
290	**124**	**59**
337 in 2025 **-14%**	**110** in 2025 **+13%**	**190** in 2025 **-69%**



Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

69

79 in 2025 **-13%**

HOMES SOLD
Q3 2026

9

14 in 2025 **-36%**

DAYS ON MARKET
Q3 2026

223

82 in 2025 **+172%**



LEHIGH VALLEY PA

Lehigh County

Home sales
OVER $ 750,000

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
112	**54**	**32**
80 in 2025 +**40%**	**55** in 2025 **-2%**	**31** in 2025 +**3%**





Home sales
OVER
$ 1 MILLION

HOMES FOR SALE
SEPTEMBER 2026

34

21 in 2025 **+62%**

HOMES SOLD
Q3 2026

15

15 in 2025 **no change**

DAYS ON MARKET
Q3 2026

42

56 in 2025 **-25%**



LEHIGH VALLEY PA

Northampton County

Home sales
OVER $ 750,000

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
111	**85**	**17**
111 in 2025 **no change**	**61** in 2025 **+39%**	**31** in 2025 **-45%**



Home sales
OVER
$ 1 MILLION

HOMES FOR SALE
SEPTEMBER 2026

35

32 in 2025 **+9%**

HOMES SOLD
Q3 2026

26

18 in 2025 **+44%**

DAYS ON MARKET
Q3 2026

34

23 in 2025 **+48%**

PHILADELPHIA AREA, PA

The Main Line

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

183

211 in 2025 **-13%**

HOMES SOLD
Q3 2026

262

254 in 2025 **+3%**

DAYS ON MARKET
Q3 2026

17

28 in 2025 **-39%**

Area surveyed:
Easttown Twp
Haverford Twp
Lower Merion Twp
Narberth Boro
Newtown Twp
Radnor Twp
Tredyffrin Twp
Willistown Twp





SOUTHEASTERN PENNSYLVANIA

Bucks County

Home sales

OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
323	**212**	**33**
273 in 2025 +**18%**	**189** in 2025 +**12%**	**31** in 2025 +**6%**



Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

91

67 in 2025 **+36%**

HOMES SOLD
Q3 2026

14

14 in 2025 **no change**

DAYS ON MARKET
Q3 2026

75

56 in 2025 **+34%**



SOUTHEASTERN PENNSYLVANIA

Chester County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

269

333 in 2025 **-19%**

HOMES SOLD
Q3 2026

245

223 in 2025 **+10%**

DAYS ON MARKET
Q3 2026

19

32 in 2025 **-41%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

53

63 in 2025 **-16%**

HOMES SOLD
Q3 2026

16

17 in 2025 **-6%**

DAYS ON MARKET
Q3 2026

26

119 in 2025 **-358%**



SOUTHEASTERN PENNSYLVANIA

Delaware County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
142	**145**	**22**
170 in 2025 **-16%**	**130** in 2025 **+12%**	**26** in 2025 **-15%**



Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

21

19 in 2025 **+11%**

HOMES SOLD
Q3 2026

10

19 in 2025 **-47%**

DAYS ON MARKET
Q3 2026

84

23 in 2025 **+265%**

SOUTHEASTERN PENNSYLVANIA

Montgomery County

Home sales **OVER $ 1 MILLION**

HOMES FOR SALE
SEPTEMBER 2026

264

288 in 2025 **-8%**

HOMES SOLD
Q3 2026

214

222 in 2025 **-4%**

DAYS ON MARKET
Q3 2026

23

31 in 2025 **-26%**





Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

41

59 in 2025 **-31%**

HOMES SOLD
Q3 2026

18

16 in 2025 + **13%**

DAYS ON MARKET
Q3 2026

37

46 in 2025 **-20%**

SOUTHEASTERN PENNSYLVANIA

Philadelphia County

Home sales
OVER $ 1 MILLION

HOMES FOR SALE SEPTEMBER 2026	HOMES SOLD Q3 2026	DAYS ON MARKET Q3 2026
290	**124**	**59**
337 in 2025 **-14%**	**110** in 2025 **+13%**	**190** in 2025 **-69%**



Home sales
OVER
$ 2.5 MILLION

HOMES FOR SALE
SEPTEMBER 2026

69

79 in 2025 **-13%**

HOMES SOLD
Q3 2026

9

14 in 2025 **-36%**

DAYS ON MARKET
Q3 2026

223

82 in 2025 **+172%**



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