

THE MONTHLY EDIT

MARCH EDITION



MI
THE MOLFETTA
TEAM

kw
KELLERWILLIAMS
VALLEY REALTY

WHAT'S NEW?

MARCH EDITION

- Spring momentum is starting early: March is one of the most active months in real estate, and we're already seeing buyers re-enter the market with renewed energy. Longer days and warmer weather tend to bring more listings, more showings, and more movement.
- Inventory is improving slowly. As expected, the best homes are still moving quickly. In certain areas, it may feel like the market is transitioning. Buyers are paying closer attention to condition and presentation. If you plan to come to market, my advice is to tighten up the loose ends: declutter, paint, recaulk and clean. That's a sure way to create more leverage.
- Pricing strategy matters more than ever! Homes that launch with clear pricing and strong positioning tend to build momentum early. Overpriced listings are sitting longer, and for the first time in five years, we are seeing homes consistently reduce in order to meet market demand. Remember, longer days on market can make for a harder negotiation.
- The colder weather has slightly delayed the spring market, but buyers are planning ahead for spring and summer. That makes March a key window for both buyers and sellers who want a head start.
- Optimism is growing as rates stabilize: With mortgage rates showing signs of leveling out, more people are feeling ready to make a move. It's not a frenzy — but it is a season of opportunity for those who act with clarity and preparation.

THE MARKET AT A GLANCE

IN NORTHWEST BERGEN COUNTY

\$810,000	100%	72	35
MEDIAN SALE PRICE	LIST PRICE TO SOLD PRICE PERCENTAGE	SOLD LISTINGS	AVG DAYS ON MARKET

MARCH EDITION

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March in Bergen County

9 CIRCUS VAZQUEZ

Saturday, March 1st-9th

1pm, 4pm & 7pm

Garden State Plaza - Paramus, NJ

13 LADY GAGA

Friday, March 19 & 20, 2026

8pm

Madison Square Garden - New York, NY

15 44TH ANNUAL BERGEN COUNTY ST. PATRICK'S DAY PARADE

Sun, March 15, 2026

Bergen County (Parade Route TBD)

Typically mid-day

A community favorite celebrating Irish heritage, music, and local pride — fun for all ages.

21 BREAKFAST WITH THE BUNNY

Saturday, March 21st

9am - 11am

Mahwah Senior Ctr - Mahwah, NJ

Bring the whole family out for a joyful morning as we hop into spring together! Pancake breakfast, live animals, face painting and balloon artists.



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Your March Home Maintenance Checklist

- ✓ Inspect your siding, windows, and doors for any cracks or gaps. Seal them to improve energy efficiency and keep pests out.
- ✓ Turn water back on for outdoor spigots, inspect for leaks
- ✓ Begin to evaluate outdoor spaces for Spring. Give it a good cleaning and inspect for any needed repairs.
- ✓ Prune and remove dead or damaged tree limbs
- ✓ Deep clean carpets, curtains, sofas and blinds.
- ✓ Schedule an appointment for spring HVAC maintenance before the cooling season begins.
- ✓ Inspect roof for missing or lifted shingles
- ✓ Organize the garage and make lawn mowers and lawn tools easily accessible.





March New Jersey Bucket List

CELEBRATE ST. PATRICK'S DAY

ATTEND THE BERGEN COUNTY ST. PATRICK'S DAY PARADE OR STOP BY A LOCAL IRISH PUB, SUCH AS THE SHANNON ROSE IRISH PUB IN RAMSEY, NJ FOR A FESTIVE CELEBRATION AND AUTHENTIC IRISH FOOD.

DECLUTTER YOUR HOME

MARCH IS THE BRIDGE BETWEEN WINTER AND SPRING, MAKING IT THE PERFECT TIME FOR A HOME RESET. WHETHER YOU TACKLE A FULL SPRING CLEANING OR SIMPLY ORGANIZE A FEW KEY AREAS, YOU'LL FEEL REFRESHED, MORE IN CONTROL, AND READY FOR THE BUSY SEASON AHEAD.

TAKE A COOKING CLASS

MARCH IS THE PERFECT MONTH TO TRY SOMETHING NEW — AND A COOKING CLASS IS A FUN (AND DELICIOUS) WAY TO DO IT. WHETHER YOU GO WITH FRIENDS, FAMILY OR PLAN A DATE NIGHT IT'S AN EXPERIENCE THAT FEELS DIFFERENT FROM YOUR USUAL DINNER OUT. TRY L'ARTE PASTRY IN RAMSEY, NJ OR BERGEN CULINARY SCHOOL IN BERGENFIELD, NJ.

GRAB A FRIEND AND TRY PICKLEBALL

IF YOU HAVEN'T JUMPED ON THE PICKLEBALL TREND YET, LET MARCH BE THE MONTH YOU FINALLY GIVE IT A SHOT. IT'S SOCIAL, BEGINNER-FRIENDLY, AND PERFECT FOR THE UNPREDICTABLE MARCH WEATHER. TRY PRO-AM PICKLEBALL CLUB IN MAHWAH, NJ OR BERGEN PICKLEBALL ZONE IN RAMSEY, NJ



FOLLOW ALONG FOR ALL THINGS

BERGEN COUNTY

