



THE *Bergen* MONTHLY EDIT

SEPTEMBER EDITION

WHAT'S NEW?

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- As Labor Day transitions the region into the autumn, serious buyers who paused for late-summer travel are returning with sharp focus, eager to finalize transactions and settle in before the upcoming holiday season. However, inventory has contracted significantly, dropping to just 175 sold listings past month compared to 209 in July and 215 in August. This tight supply concentrates buyer pool interest and maintains high competition across desirable neighborhoods.
- Despite a slight drop from summer peaks, performance metrics remain highly favorable for sellers. List-to-Sold Ratio settled at a robust 103.9%, demonstrating that buyers are still consistently paying above asking price, holding steady between July's 104.8% and August's 103.3%.
- Days on Market normalized to 32 days. While slightly longer than August's ultra-fast 23-day sprint, driven by pre-school-year urgency, it reflects a steady pace aligned with July's 30-day baseline.
- Move-in-ready properties featuring updated mechanicals and modern finishes continue to capture maximum leverage, as buyers look to avoid post-closing renovation delays before winter.
- Even in a low-inventory climate, local buyers remain highly discerning. Accurate day-one pricing grounded in hyper-local comps is crucial to capturing immediate interest and driving multi-offer scenarios. This is essential to maximize seller returns, and avoid sitting through the fall market.

THE MARKET AT A GLANCE

IN NORTHWEST BERGEN COUNTY

1,175,000

MEDIAN SALE
PRICE

103.9%

LIST PRICE TO
SOLD PRICE
PERCENTAGE

175

SOLD
LISTINGS

32

AVG DAYS ON
MARKET

September in Bergen County

5

APPLE CIDER MAKING

Weekends throughout September

11am, 1:30pm or 3pm

Tenaflly Nature Center - Tenaflly, NJ

Get ready for a hands-on, deliciously fun experience for the whole family! Join us this fall as we turn crisp apples into fresh, homemade cider, just like they did in the old days. Pre-registration is required.

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RIDGEWOOD FALL CRAFT & ART STREET FAIR

Sunday, September 20th

11am - 5pm

East Ridgewood Avenue - Ridgewood, New Jersey

This free, family-friendly event features more than 200 exhibitors and a variety of festival foods, live music, and a dedicated children's area with inflatables, face painting, games, and other family activities

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BERGEN WINE & FOOD FESTIVAL

Thursday, September 24th

6pm-9pm

Edgewood Country Club - Rivervale, NJ

Enjoy cuisine from dozens of local restaurants and caterers, from appetizers to desserts. Sample fine wines, premium spirits, craft beers, specialty cocktails, hard seltzers and more. Commemorative event cup and swag bag included with ticket.

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BERGEN COUNTY FALL HARVEST FESTIVAL

Saturday & Sunday, September 18th & 19th

10am - 5pm

Overpeck County Park - Ridgefield Park, NJ

Carnival rides, food trucks, petting zoo, 4-H and master gardener displays, craft fair, live music, farmers market, face painting and more. Free parking and admission.



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Your September Home Maintenance Checklist

- ✓ Drain and roll up outdoor garden hoses for winter storage. Shut off interior water valves leading to outside spigots and drain the lines to prevent frozen, burst pipes.
- ✓ September is the ideal time to aerate, overseed, and fertilize your lawn to create a thicker, healthier, green lawn for spring.
- ✓ Test all smoke and carbon monoxide detectors, replace old batteries, and check the expiration date on your home fire extinguishers.
- ✓ Schedule a professional HVAC tune-up, swap out air filters, and test your thermostat now to ensure your furnace is running efficiently before the first chilly night.
- ✓ Clean windows, switch to heavier curtains, add fall decor and review emergency supplies for the storm season.
- ✓ Refresh your garden beds for the new season! Clear out summer annuals and plant hardy autumn favorites like mums, cabbage and flowering kale for instant curb appeal.





September New Jersey Bucket List

RUN OR WALK A 5K

LACE UP YOUR SNEAKERS AND ENJOY THE CRISP AUTUMN AIR BY JOINING A LOCAL COMMUNITY RUN LIKE THE RAMSEY RUN, RIDGEWOOD 5K OR CRESSKILL 5K! WHETHER YOU RUN, JOG, OR WALK, IT'S A FUN WAY TO STAY ACTIVE, ENJOY SCENIC NEIGHBORHOOD ROUTES, AND SUPPORT LOCAL COMMUNITY CAUSES.

GO APPLE & PUMPKIN PICKING

TAKE A SCENIC TRACTOR HAYRIDE AT LOCAL FAVORITES LIKE DEMAREST FARMS, SECOR FARMS OR ABMA'S FARM TO PICK CRISP FALL APPLES AND PUMPKINS. DON'T FORGET TO WRAP UP YOUR VISIT WITH APPLE CIDER AND FRESH DONUTS FROM THE FARM MARKET!

SAY SO LONG TO SUMMER AND TAKE A FALL HIKE

HIKE UP TO THE PALISADES INTERSTATE PARK LOOKOUTS OR RAMAPO VALLEY COUNTY RESERVATION FOR STUNNING MOUNTAIN VIEWS, WATERFALLS AND EARLY FALL FOLIAGE.

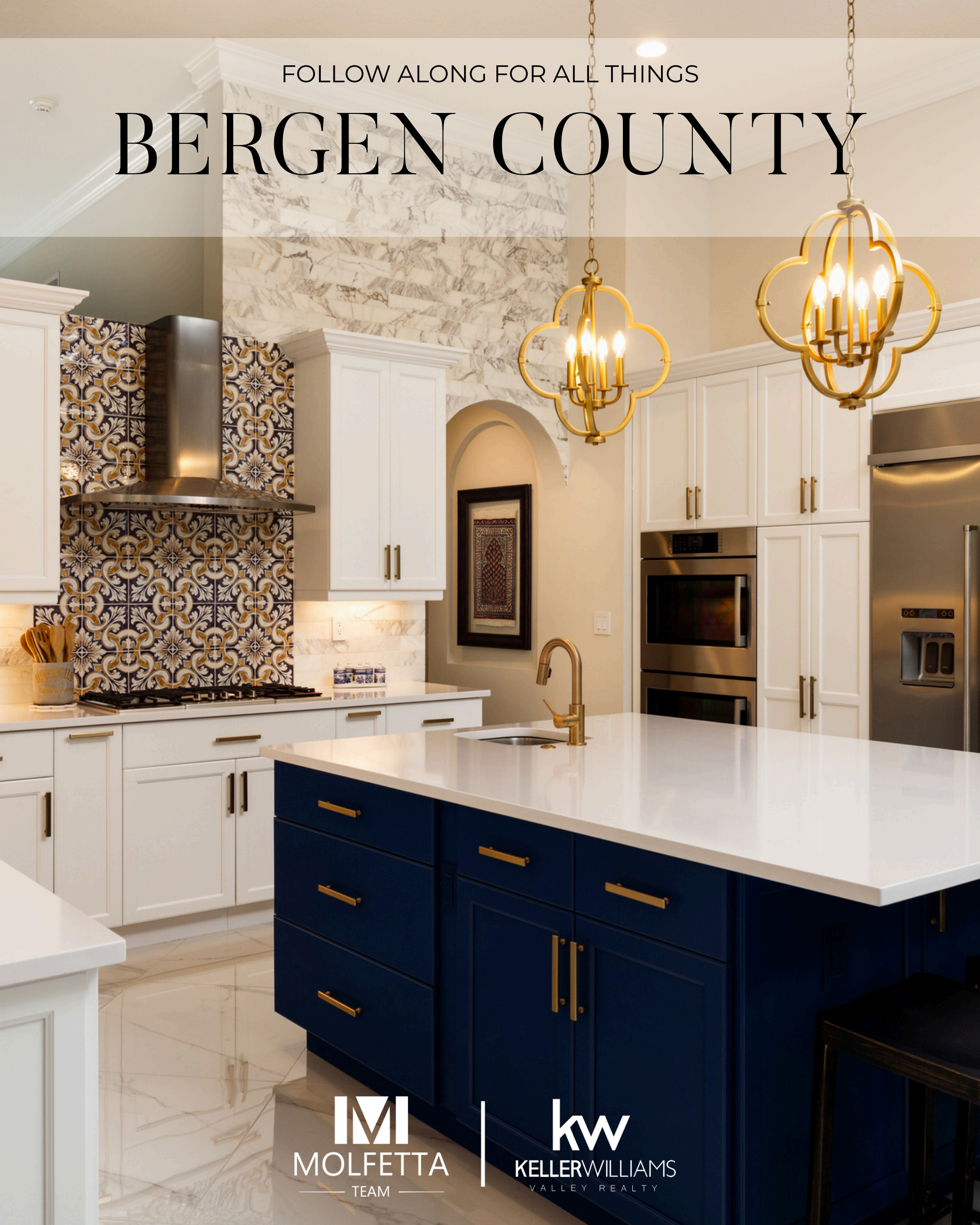
AFTER SCHOOL ICE CREAM TRIP

CELEBRATE THE END OF THE SCHOOL DAY BEFORE SEASONAL SPOTS CLOSE FOR THE YEAR! TREAT THE KIDS TO A SCOOP AT LOCAL LANDMARKS LIKE ERNIE'S IN MAHWAH OR VAN DYK'S IN RIDGEWOOD.

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FOLLOW ALONG FOR ALL THINGS

BERGEN COUNTY



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— TEAM —

kw
KELLERWILLIAMS
VALLEY REALTY