



THE MONTHLY EDIT

Bergen

AUGUST EDITION

WHAT'S NEW?

AUGUST EDITION

- As summer enters its final stretch, the Northwest Bergen County real estate market is transitioning into a crucial late-season phase. August traditionally brings a unique operational tempo to our local market: serious buyers are racing against the clock to finalize contracts before the new school year begins, while forward-thinking sellers are positioning themselves for the upcoming fall market.
- The urgency that began in early summer reaches its peak in August. Buyers who held off or missed out during the spring bidding wars are making their final, decisive moves. In family-oriented suburban hubs across Mahwah, Ramsey, Waldwick, Allendale, Midland Park, and Oakland, homes that are move-in ready continue to draw immediate attention. The motivation isn't just about finding a home, it's about locking in an address before school doors open in September.
- August buyers are looking to avoid major late-summer renovation projects. Turnkey properties featuring updated kitchens, modern mechanicals (HVAC, roofs, updated utilities), and manicured outdoor living spaces command a clear premium. Properties meeting these criteria are maintaining high leverage, often capturing multiple clean offers well above asking. Conversely, listings needing significant cosmetic or structural work face longer days on market unless priced accurately from day one.
- While inventory remains tight relative to historical averages, new listings have gradually added choices across the corridor, from luxury single-families in Wyckoff and Franklin Lakes to accessible townhome options in Paramus and Mahwah. With more properties on their radar, buyers are exercising sharper discretion. With so many great towns adjacent to each other, buyers are actively comparing hyper-local comps between adjacent towns—weighing Ridgewood vs. Glen Rock, or Ramsey vs. Mahwah—to ensure value matches list price.
- August is unforgiving toward over-ambitious pricing. Because buyers are comparing neighborhood nuances side-by-side, launching with an inflated starting price risks sitting through the quiet final weeks of summer and losing valuable momentum. Correct day-one pricing creates urgency, drives competition, and ultimately nets higher sold prices.
- As we bridge the gap between summer frenzy and the upcoming fall inventory cycle, hyper-local expertise is your best advantage. Real estate trends vary significantly from neighborhood to neighborhood. A luxury acre in Upper Saddle River tucked inside of a cul-de-sac operates differently than the same home on the east or west road. Does your agent know?

THE MARKET AT A GLANCE

IN NORTHWEST BERGEN COUNTY

1,225,000

MEDIAN SALE
PRICE

103.3%

LIST PRICE TO
SOLD PRICE
PERCENTAGE

215

SOLD
LISTINGS

23

AVG DAYS ON
MARKET

AUGUST EDITION

August in Bergen County

5 LATE NIGHTS AT THE ZOO - ENDANGERED SPECIES NIGHT

Wednesday, August 5th

5:30pm-8pm

Bergen County Zoo - Paramus, NJ

Each Wednesday features a different topic and includes amphitheater shows, animal spotlights, crafts, and more!

12 MAHWAH SUMMER MOVIE NIGHT

Wednesday, August 12th

7:30pm-9:30pm

Commodore Perry Field - Mahwah, NJ

Bring your blankets and lawn chairs, gather your family and friends, and enjoy a great summer night under the stars.

There will also be kids activities, and touch-a-truck with the Mahwah Fire and Police Departments.

23 CRAFT FAIR

Sunday, August 23rd

10:00am - 5:00pm

Veteran's Memorial Park - Westwood, NJ

An exciting shopping event awaits with over 125 exhibitors featuring arts and crafts, including an antique gift corner, food and drinks.

30 MAHWAH'S FOOD TRUCK FESTIVAL & CAR SHOW

Sunday, August 30th

12:00pm - 6:00pm

Mahwah Municipal Bldg - Mahwah, NJ

Wrap up the summer at Mahwah's 8th annual favorite family event! Spend the day enjoying delicious eats from a variety of food trucks, live music, an exciting car show, a beer garden, dinosaur encounters, kids' activities, and plenty of family-friendly entertainment.



Your August Home Maintenance Checklist

- ✓ Go through your wardrobe and donate items ahead of the upcoming fall season.
- ✓ Clean and organize the fridge and freezer. Replace odor-absorbing baking soda containers.
- ✓ Deep clean carpets and area rugs in preparation for more time spent indoors as the weather gets cooler.
- ✓ Prep for back-to-school season. Organize mudrooms, hooks, and drop zones for backpacks and shoes to keep your entryway clutter-free as routines return.
- ✓ As summer winds down, now is the perfect time to tackle the garage before cooler weather sets in. Use these warmer days to clean, declutter, and prep for the seasons ahead.





August New Jersey Bucket List

PICK FRESH NJ PEACHES

ENJOY PEAK HARVEST SEASON! PICK YOUR OWN FRUIT AND GRAB FRESH BAKED TREATS AT DEMAREST FARMS

ATTEND THE NJ STATE FAIR

MAKE THE MOST OF SUMMER WITH A TRIP TO THE SUSSEX COUNTY FAIR GROUNDS. THIS ANNUAL TRADITION FEATURES CARNIVAL RIDES, DELICIOUS FAIR FOOD, LIVE ENTERTAINMENT, 4-H ANIMALS, AGRICULTURAL EXHIBITS, MONSTER TRUCKS, DEMOLITION DERBIES, AND FUN FOR ALL AGES.

VISIT A SUNFLOWER FIELD

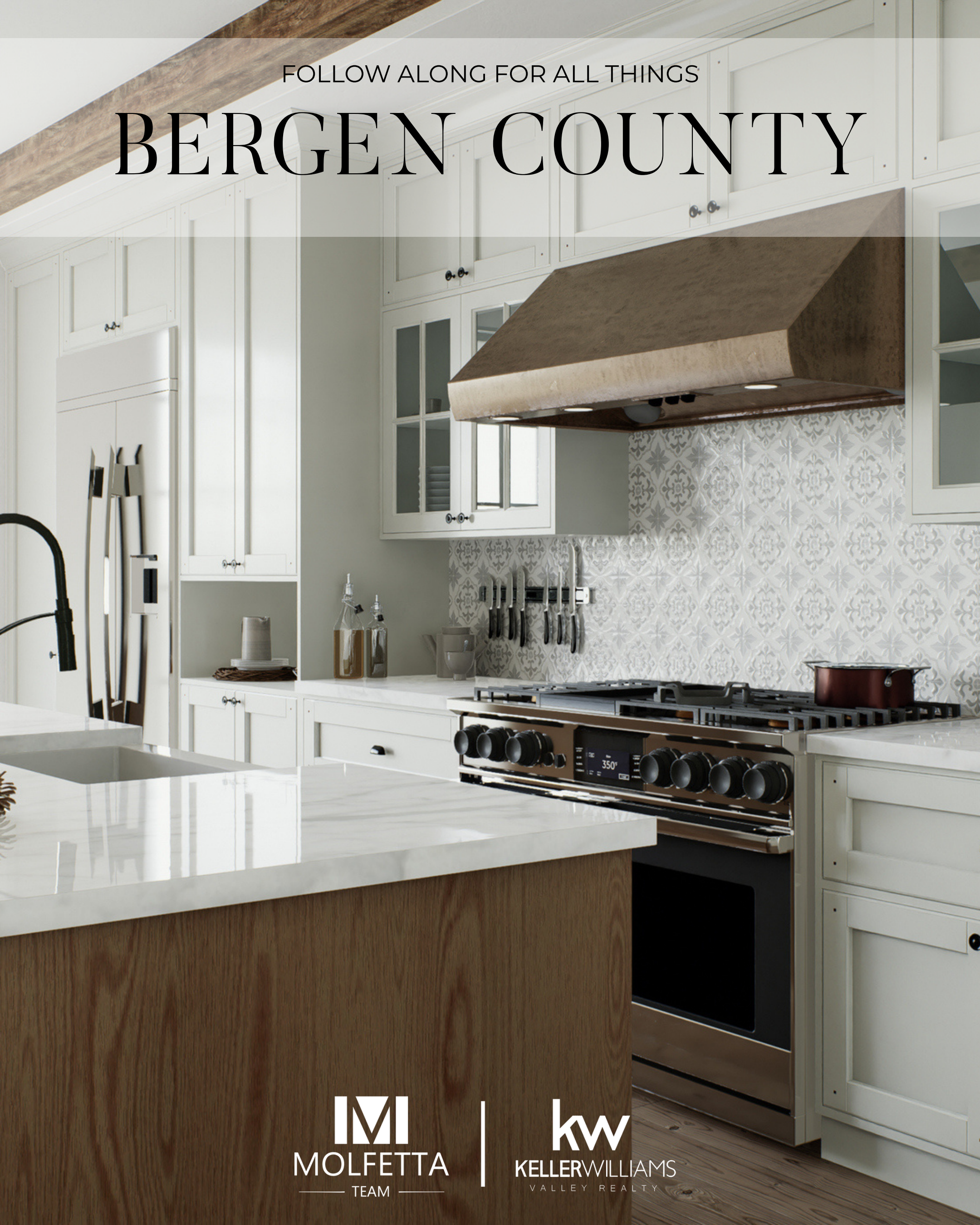
AUGUST IS THE PERFECT TIME TO STROLL THROUGH A BLOOMING SUNFLOWER FIELD AND SNAP A FEW PHOTOS. MANY NEARBY FARMS OFFER SUNFLOWER FESTIVALS, CUT-YOUR-OWN FLOWERS, AND FAMILY-FRIENDLY ACTIVITIES.

BACK-TO-SCHOOL SHOPPING

VISIT ONE OF BERGEN COUNTY'S SHOPPING DESTINATIONS, LIKE THE WESTFIELD GSP, SHOPS AT RIVERSIDE OR THE PARAMUS PARK MALL. MAKE IT A FUN OUTING WITH LUNCH OR AN ICE CREAM STOP BEFORE THE BUSY SCHOOL YEAR BEGINS.

FOLLOW ALONG FOR ALL THINGS

BERGEN COUNTY



M
MOLFETTA
— TEAM —

kw
KELLERWILLIAMS
VALLEY REALTY