

THE MONTHLY EDIT

JANUARY EDITION

IM
THE MOLFETTA
TEAM

kw
KELLERWILLIAMS
VALLEY REALTY

WHAT'S NEW?

Happy New Year! January is here and we're diving headfirst into the excitement of fresh starts.

- In NJ and NY, home prices are still rising, but at a slower, more sustainable pace compared to the pandemic-era spikes. Inventory remains tight in many neighborhoods, keeping competition alive even with slower appreciation.
- Demand shifting — more balanced market for buyers and sellers. As we head into 2026, forecasts suggest a gradual increase in inventory and a slightly more relaxed price environment. That said, demand remains strong in NJ thanks to its strategic location for commuters and buyers priced out of major metro areas.
- Home renovations are trending up — homeowners are rethinking staying put. With many buyers still cautious because of interest rates, owners are increasingly opting to upgrade rather than sell. If you're considering a move — or just curious what improvements could add value — now might be a great time to explore a refresh.
- With upcoming changes at the Federal Reserve, we're hopeful that interest rates will be reduced, improving home affordability and creating more opportunities in the market.

THE MARKET AT A GLANCE

IN NORTHWEST BERGEN COUNTY

\$897,500	102%	130	31
MEDIAN SALE PRICE	LIST PRICE TO SOLD PRICE PERCENTAGE	SOLD LISTINGS	AVG DAYS ON MARKET

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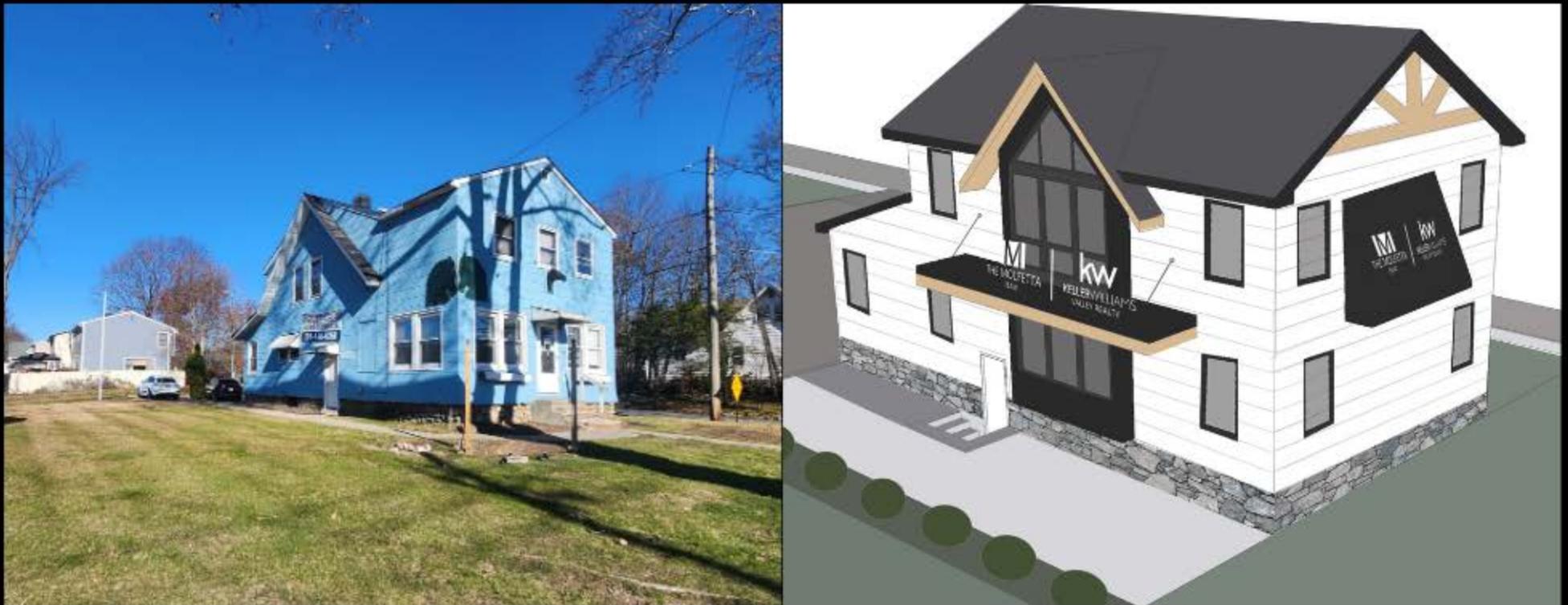
SPECIAL ANNOUNCEMENT

Last month, we took a leap of faith and closed on a small office building right here in Mahwah, NJ

135 W Ramapo Avenue, Mahwah, NJ

The building needs work. . . but the vision is clear, and the renovation plans are BOLD!

Here's a sneak peek of what we have and what we plan to do.



WE KNOW, IT'S CRAZY!!

A BIG THANK YOU TO JOHN MUSINSKI AND HIS TEAM AT JMA ARCHITECTS FOR WORKING SO QUICKLY WITH JON PAUL TO BRING THE VISION TO LIFE.

WE ARE SO EXCITED FOR YOU TO BE A PART OF OUR JOURNEY.

“FOLLOW” **@THEMOLFETTA TEAM**

SERVING BERGEN, PASSAIC, ROCKLAND AND ORANGE COUNTIES.

January in Bergen County

1 FIRSDAY5K AND 1-MILE WALK IN FAIR LAWN

Thursday, January 1st
Memorial Middle School - 12-00 1st St., Fair Lawn, NJ
Offering a healthy way to kick off 2026. The event features chip timed net results for runners, along with a relaxed one mile walk option.

11 RIDGEWOOD RESTAURANT WEEK

Friday, January 11th-15th and January 18th-22nd
Participating Restaurants in Ridgewood, NJ
Restaurants will offer special and price fixed menus

16 CEDRIC THE ENTERTAINER

Friday/Sunday - January 16th & 30th
8pm
Bergen Performing Arts Center - Englewood, NJ
Known for his engaging storytelling and charismatic stage presence, Cedric promises a night filled with laughter and entertainment.

18 SAP TO SYRUP - MAPLE SUGARING

Sundays - From January 18th to February 15th
11:30am & 1pm
Tenafly Nature Center - 313 Hudson Ave, Tenafly, NJ
Learn how to identify a maple tree. Discover the history of syrup making and how technology has changed the way sap has been gathered over the centuries. We'll check Tenafly Nature Center's tapped tree and observe how sap is boiled down to make fresh maple syrup, a sweet treat for all to taste!



Your January Home Maintenance Checklist

- ✓ Take down and store holiday decorations in labeled boxes
- ✓ Change HVAC Filters for the new year
- ✓ Test smoke and carbon monoxide detectors
- ✓ Clean out closets and donate items that you don't need/use
- ✓ Deep clean oven
- ✓ Organize storage areas
- ✓ Create a home maintenance plan and/or a renovation budget for the new year





January New Jersey Bucket List

SET 2026 INTENTIONS

HEAD TO A LOCAL YOGA STUDIO SUCH AS YOGA SYNTHESIS IN MAHWAH, NJ AND CREATE A PEACEFUL HEADSPACE TO SET INTENTIONS.

PAMPER YOURSELF

A FRESH START FOR THE YEAR CALLS FOR SOME PAMPERING. BOOK YOURSELF A SPA DAY AT THE FOUNTAIN SPA IN RAMSEY, NJ.

TAKE A SKI DAY

IF YOU'RE A BEGINNER HEAD TO CAMPGAW MOUNTAIN TO SKI OR SNOW TUBE. IF YOU'RE UP FOR A FULL DAY HIT THE SLOPES AT MOUNTAIN CREEK IN SUSSEX COUNTY.

RERESH DECOR

GOODBY HOLIDAY DECOR, HELLO FRESH FINDS! IT'S THE PERFECT TIME TO REFRESH YOUR SPACE WITH UNIQUE PIECES. TAKE A RIDE ON NJ RT 17, OUR HIGH END RETAIL CORRIDOR, WHERE YOU CAN FIND A NEW LOOK AND FEEL FOR YOUR HOME.



FOLLOW ALONG FOR ALL THINGS

BERGEN COUNTY

