

# THE MONTHLY EDIT

DECEMBER EDITION

  
THE MOLFFETTA  
TEAM

  
KELLERWILLIAMS  
VALLEY REALTY

# THE MARKET AT A GLANCE

**\$932,000**

MEDIAN SALE  
PRICE

**102%**

LIST PRICE TO  
SOLD PRICE  
PERCENTAGE

**111**

SOLD  
LISTINGS

**26**

AVG DAYS ON  
MARKET

DECEMBER EDITION

## IN THE PAST 30 DAYS IN NORTHWEST BERGEN COUNTY

Mortgage rates dipped slightly — the average 30-year fixed mortgage rate recently ticked down to ~6.23% (from a high earlier this year). That shift has improved affordability a bit and helped stir renewed interest among buyers.

Buyer activity is rebounding as well. After a slower stretch, more buyers are returning to the market. With 111 homes sold recently and 26 average days on market, we're seeing movement pick up as inventory loosens and rates settle.

Prices in parts of NJ remain stable or rising. In fact, the median sales price is now \$932,000, and sellers are still benefiting from strong demand — reflected in a 102% list-to-sold price percentage. For homeowners, this stability suggests winter could still be a strong window to list.

2026 may bring more balance to the market - We're seeing a decrease in closed sales from 2024 to 2025, which may open up more opportunities for buyers. For the savvy buyers, this shift could make it easier to finally secure the winning offer on their dream home.

# December in Bergen County

## 4 BERGEN COUNTY'S WINTER WONDERLAND

Friday, November 28th - January 4th

Van Saun County Park

Open Air Ice Skating, Ice Bumper Cars, Live Music, Beer/Wine Tent, Craft Market, Train rides, Carousel and Santa & Mrs. Claus

Must buy tickets in advance

## 6 SUFFERN HOLIDAY PARADE

Saturday, December 6th

6:30pm

Village of Suffern

## 8 WINTERFEST HOLIDAY PARADE AND TREE LIGHTING

Sunday, December 8th

5:30pm

Commodore Perry Field - Mahwah, NJ

Bring your chairs and blankets to enjoy an all new magical spectacular in the sky at 7:15 pm!

## 14 A CHRISTMAS CAROL LIVE ON STAGE

Sunday, December 14th-15th

1pm & 5pm

Bergen PAC - Englewood, NJ

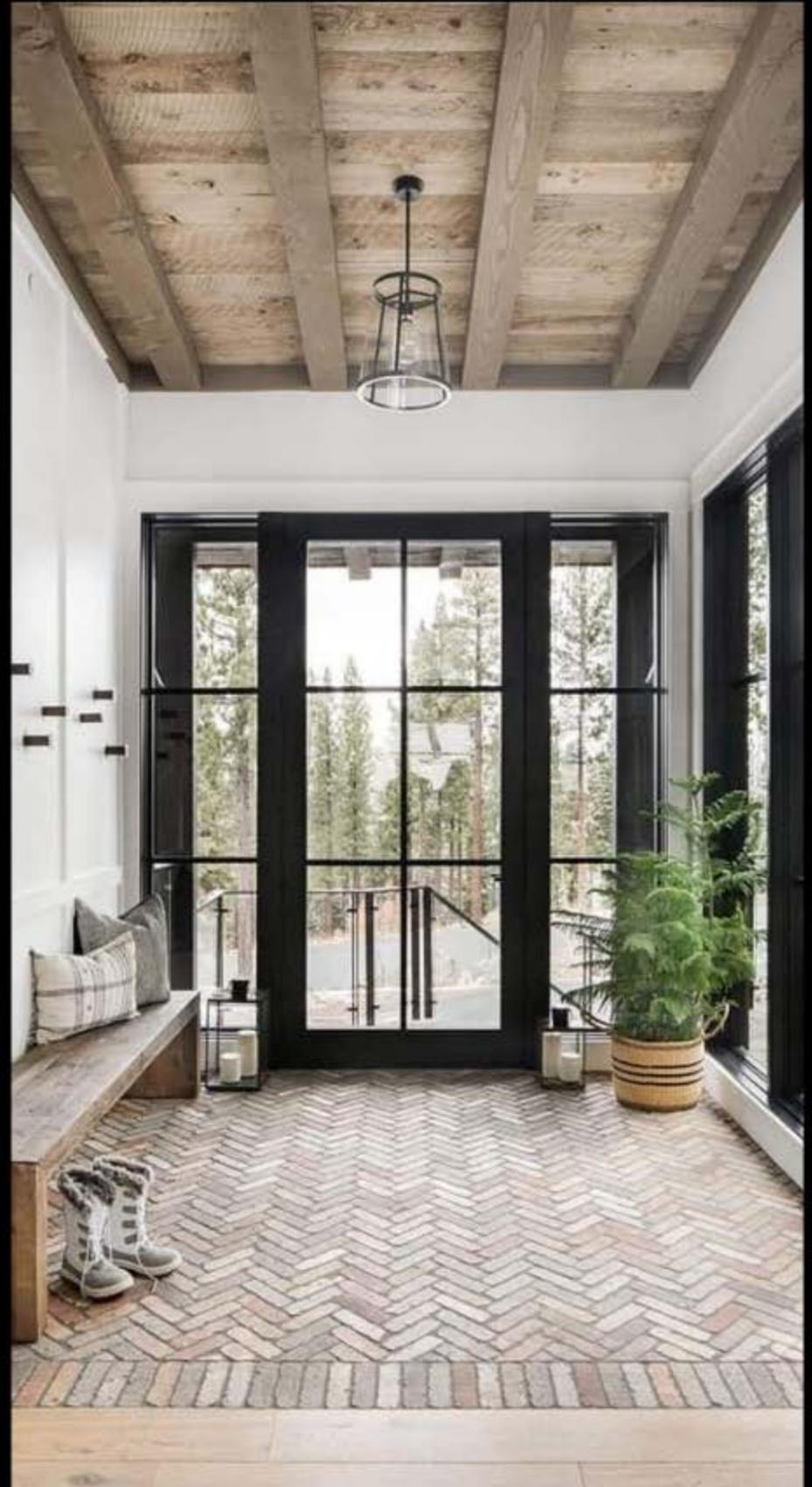
Must buy tickets in advance



@THEMOLFETTATEAM

# Your December Home Maintenance Checklist

- ✓ Check Your Heating System
- ✓ Protect Your Pipes
- ✓ Seal Drafts & Air Leaks
- ✓ Clean Gutters & Downspouts
- ✓ Winter-Ready Your Outdoor Spaces
- ✓ Test Smoke & Carbon Monoxide Detectors
- ✓ Fireplace & Chimney Check
- ✓ Check Weather Forecasts for Snow Prep
- ✓ Swap Ceiling Fan Direction
- ✓ Give Your Holiday Décor a Safety Chec





# December New Jersey Bucket List

## GO ICE SKATING

AT VAN SAUN PARK, AMERICAN DREAM MALL AND CRYSTAL SPRINGS RESORT

## SEE THE HOLIDAY LIGHTS

ORCHARD OF LIGHTS AT DEMAREST FARMS, BERGEN COUNTY WINTER WONDERLAND AND HOLIDAY LANTERN SPECTACULAR AT THE BERGEN COUNTY ZOO

## CUT YOUR OWN CHRISTMAS TREE

ALSTEDE FARMS, GLENVIEW FARMS, HIDDEN POND TREE FARM

## EXPLORE A FESTIVE DOWNTOWN

RIDGEWOOD, MONTCLAIR, HOBOKEN — TWINKLE LIGHTS + LOCAL SHOPPING.



KEY FEATURES TO LOOK FOR  
WHEN HUNTING FOR  
A HOME

SWIPE LEFT 