

CHERIE  
BERGER  
TEAM

March 2026

Warren  
Market Insights

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## Market Profile & Trends Overview

The table belows shows data & statistics for March 2026 (CM), and the percentage difference of these metrics compared to data from last month (LM), the last three months (L3M), the same month last year (PYM), the entire last year (LY), prior year (PY), year-to-date (YTD), and the prior year-to-date (PYTD).

|              |                    | CM          | LM   | L3M  | PYM  | LY   | PY   | YTD         | PYTD   |
|--------------|--------------------|-------------|------|------|------|------|------|-------------|--------|
| Inventory    | # OF PROPERTIES    | 35          | 0%   | 22%  | -36% | -34% | -2%  | -           | -      |
|              | MEDIAN PRICE       | \$1,399,000 | -7%  | -10% | 17%  | 19%  | 27%  | -           | -      |
|              | AVERAGE PRICE      | \$1,610,609 | -14% | -18% | 25%  | 14%  | 27%  | -           | -      |
|              | PRICE PER SQFT     | \$458       | 6%   | 6%   | 14%  | 10%  | 16%  | -           | -      |
|              | MONTHS OF SUPPLY   | 2.5         | -79% | -49% | -59% | -50% | -5%  | -           | -      |
| New Listings | # OF PROPERTIES    | 20          | 25%  | 100% | 0%   | -1%  | 5%   | 44          | -8.3%  |
|              | MEDIAN PRICE       | \$1,224,500 | -12% | -5%  | -4%  | 5%   | 17%  | \$1,287,450 | 9.1%   |
|              | AVERAGE PRICE      | \$1,548,095 | 13%  | 13%  | 20%  | 18%  | 32%  | \$1,417,173 | 14.3%  |
|              | PRICE PER SQFT     | \$436       | -4%  | 12%  | 16%  | 12%  | 14%  | \$427       | 23.1%  |
| Sales        | # OF PROPERTIES    | 14          | 367% | 11%  | 56%  | -3%  | -3%  | 39          | 39.3%  |
|              | MEDIAN PRICE       | \$913,500   | -29% | -23% | 0%   | -16% | -18% | \$1,050,000 | -3.7%  |
|              | AVERAGE PRICE      | \$1,096,857 | -8%  | -8%  | -9%  | -8%  | -10% | \$1,101,960 | -15.3% |
|              | PRICE PER SQFT     | \$430       | 14%  | 11%  | -6%  | 8%   | 16%  | \$389       | 5.4%   |
|              | SALE-TO-LIST RATIO | 101.2%      | 2.4% | 2%   | 1.2% | 1.7% | 0.9% | 100.8%      | 2.6%   |

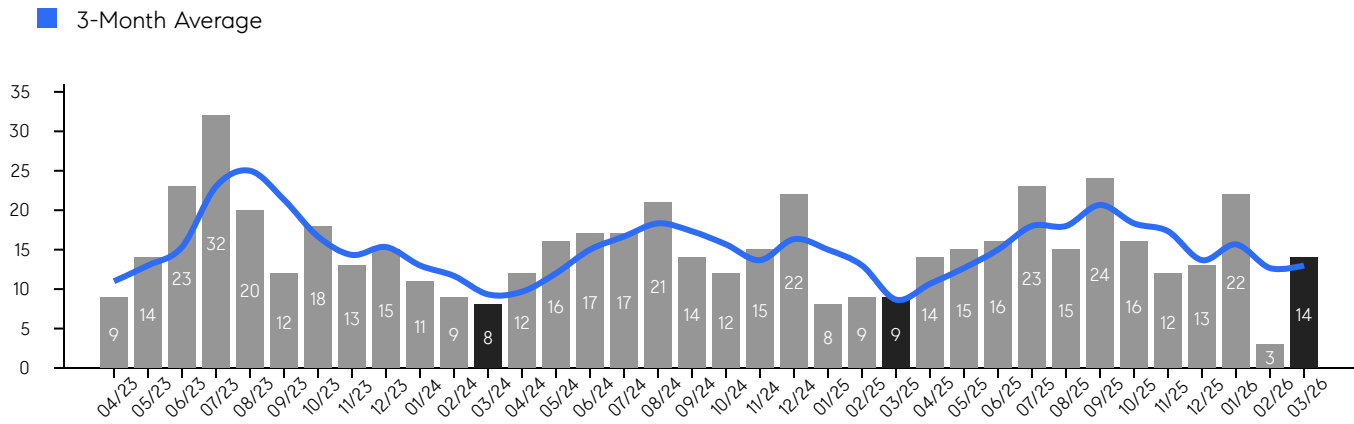
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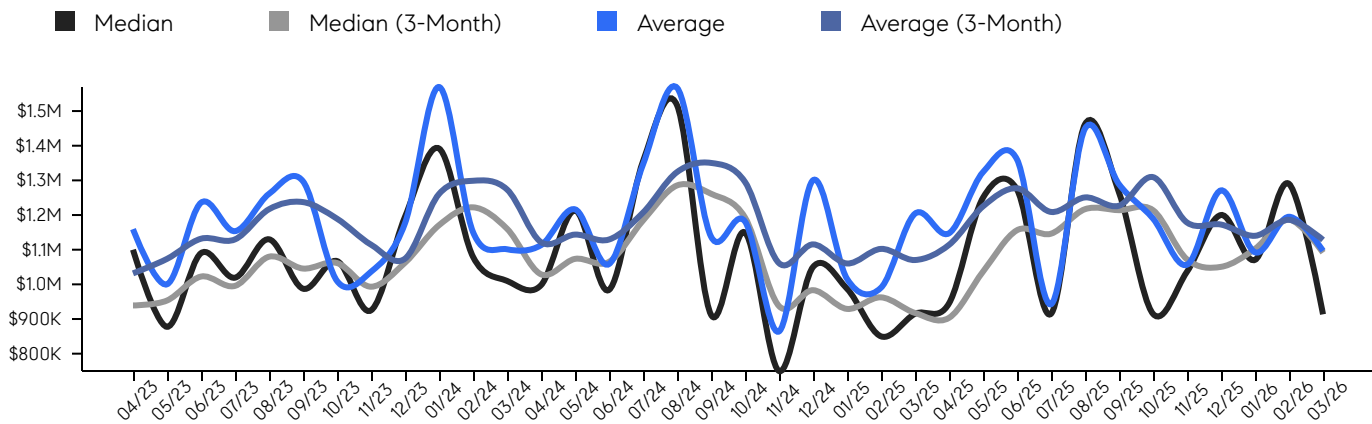
## Property Sales

There were 14 sales in March 2026, a change of 56% from 9 in March 2025 and 367% from the 3 sales last month. Compared to March 2024 and 2025, sales were at their highest level. There have been 39 year-to-date (YTD) sales, which is 39.3% higher than last year's year-to-date sales of 28.



## Property Prices

The median sales price in March 2026 was \$913,500, a change of 0% from \$915,000 in March 2025, and a change of -29% from \$1,290,000 last month. The average sales price in March 2026 was \$1,096,857, a change of -9% from \$1,204,005 in March 2025, and a change of -8% from \$1,195,000 last month, and was at its lowest level compared to 2025 and 2024.

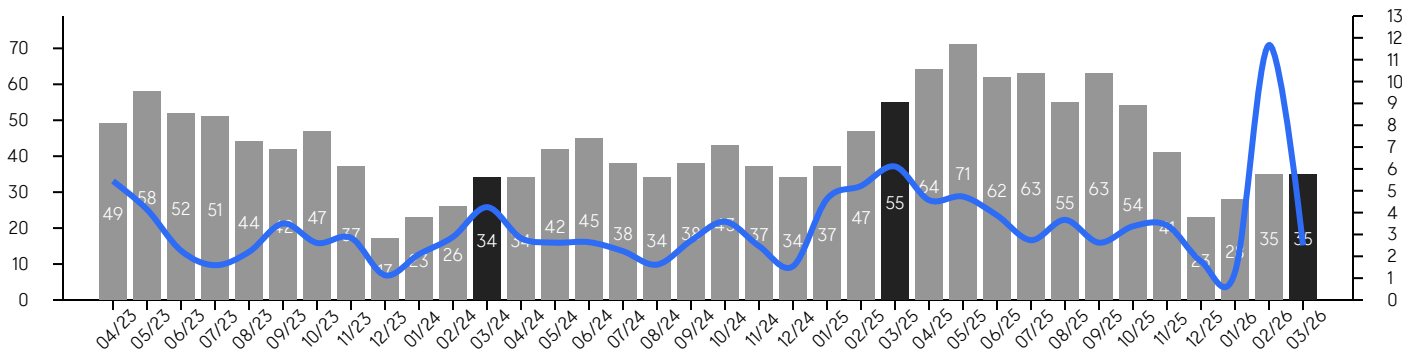


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## Inventory & MSI

The total inventory of properties available for sale as of March 2026 was 35, a difference of 0% from 35 last month, and -36% from 55 in March 2025, and was at mid level compared to 2025 and 2024. The months of supply inventory (MSI) was at 2.5 months, a similar level compared to 2025 and 2024. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.

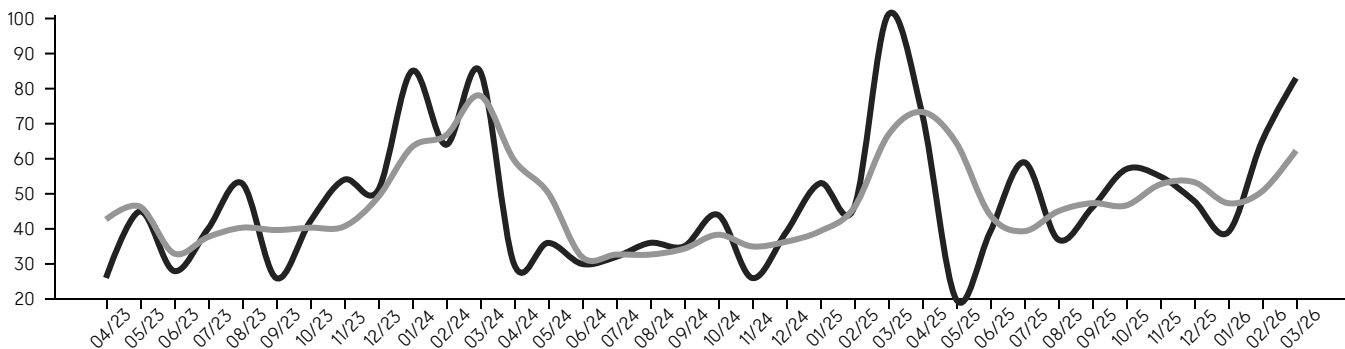
■ MSI



## Market Time

The average days on market (DOM) shows the number of days the average property is on the market before selling. An upward trend tends to indicate a move towards a buyer's market, while a downward trend tends to indicate a move to a seller's market. The DOM for March 2026 was 83, a change of 28% from 65 days last month, and -18% from 101 days in March 2025, and was at its lowest level compared to 2025 and 2024.

■ Average      ■ Average (3-Month)



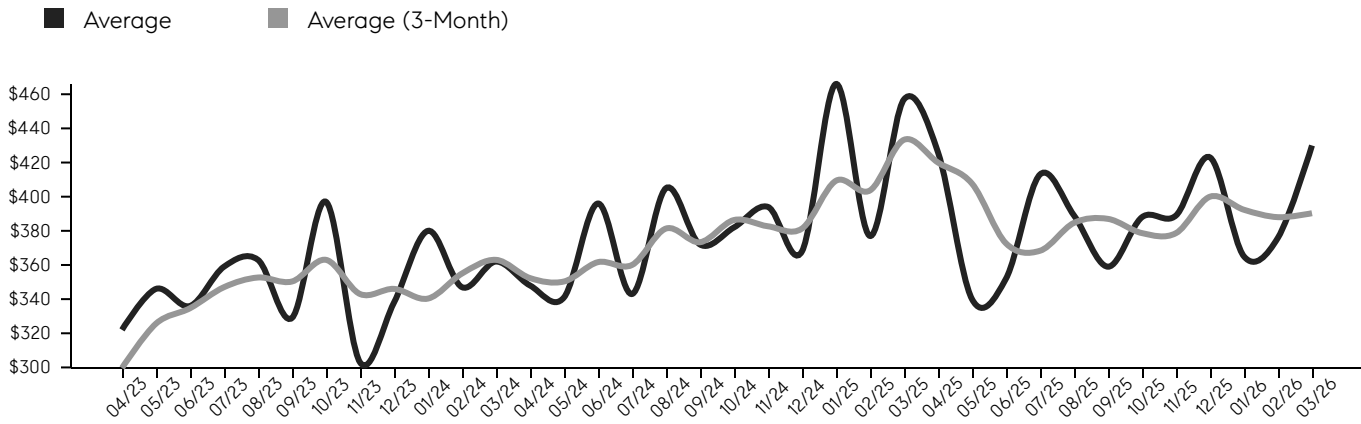
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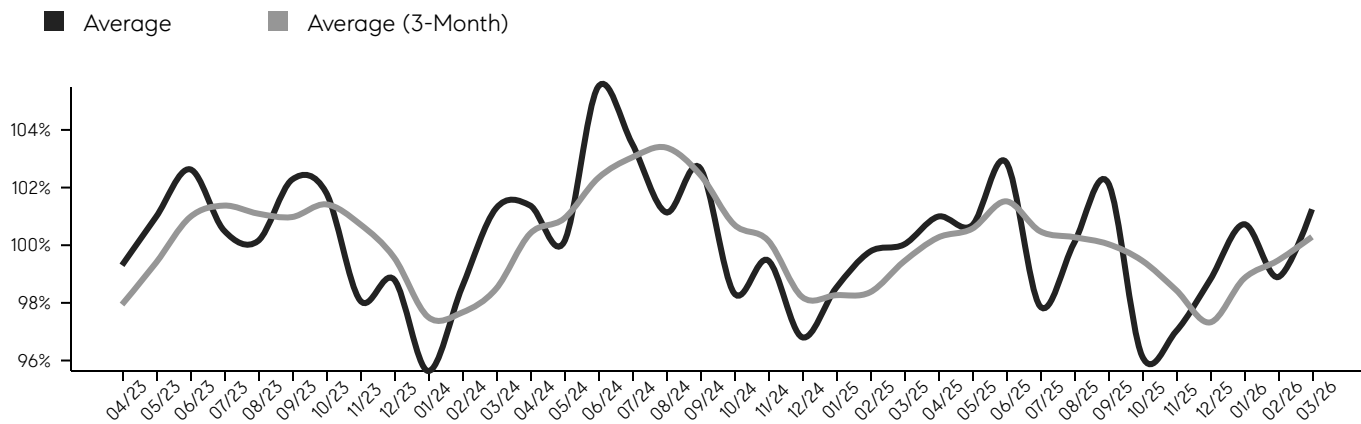
## Selling Price Per Square Foot

The selling price per square foot (PPSF) is a great indicator for the direction of property values. Since median & average sales prices can be impacted by the "mix" of high or low end properties in the market, the selling price per square foot is a more normalized indicator on the direction of property values.



## Selling Price vs. Listing Price

The selling price vs. listing price reveals the average amount that sellers are agreeing to come down from their list price. The lower the ratio is below 100%, the more of a buyer's market exists, while a ratio at or above 100% indicates more of a seller's market. The March 2026 selling price vs. listing price ratio was 101.2%, compared to 98.9% last month, and 100.0% in March 2025.



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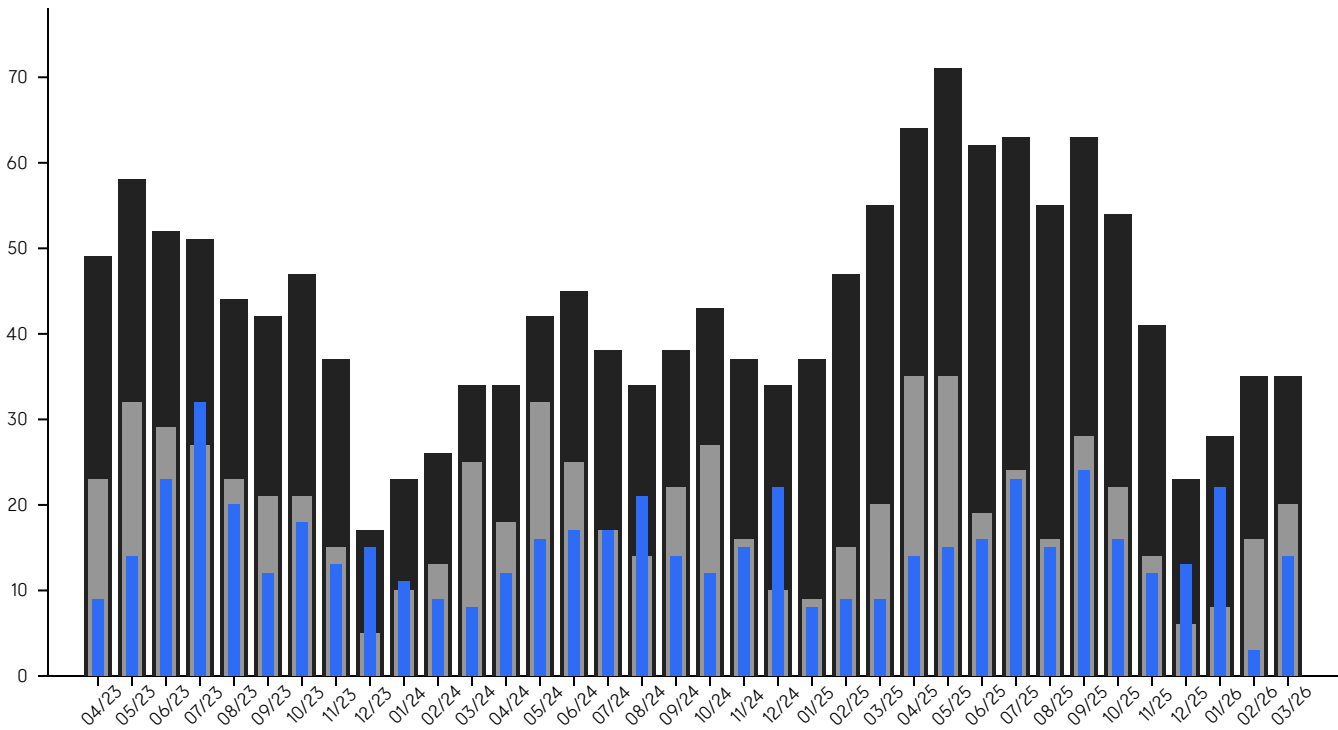
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## Inventory, New Listings & Sales

This last view of the market combines monthly inventory of properties for sale along with new listings and sales. The graph shows the basic annual seasonality of the market, as well as the relationship between these items. The number of new listings in March 2026 was 20, a change of 25% from 16 last month and 0% from 20 in March 2025.

Inventory
  New Listings
  Sales

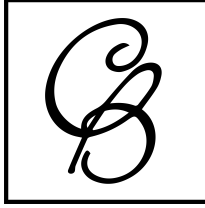


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| MONTH   | # OF SALES | 3-MO AVG | MEDIAN SALE PRICE | 3-MO AVG | AVERAGE SALE PRICE | 3-MO AVG | DAYS ON MARKET | 3-MO AVG | AVERAGE PPSF | 3-MO AVG | SALE / LIST | 3-MO AVG | INV | NEW LISTINGS | MSI  |
|---------|------------|----------|-------------------|----------|--------------------|----------|----------------|----------|--------------|----------|-------------|----------|-----|--------------|------|
| Mar '26 | 14         | 13       | \$913K            | \$1M     | \$1.0M             | \$1M     | 83             | 62       | \$430        | \$390    | 101.2%      | 100.3%   | 35  | 20           | 2.5  |
| Feb '26 | 3          | 13       | \$1.2M            | \$1M     | \$1.1M             | \$1M     | 65             | 51       | \$376        | \$388    | 98.9%       | 99.5%    | 35  | 16           | 11.7 |
| Jan '26 | 22         | 16       | \$1.0M            | \$1M     | \$1.0M             | \$1M     | 39             | 47       | \$365        | \$392    | 100.7%      | 98.8%    | 28  | 8            | 1.3  |
| Dec '25 | 13         | 14       | \$1.2M            | \$1M     | \$1.2M             | \$1M     | 48             | 53       | \$423        | \$400    | 98.8%       | 97.3%    | 23  | 6            | 1.8  |
| Nov '25 | 12         | 17       | \$1.0M            | \$1M     | \$1.0M             | \$1M     | 55             | 53       | \$389        | \$379    | 97.0%       | 98.4%    | 41  | 14           | 3.4  |
| Oct '25 | 16         | 18       | \$915K            | \$1M     | \$1.1M             | \$1M     | 57             | 47       | \$388        | \$379    | 96.2%       | 99.5%    | 54  | 22           | 3.4  |
| Sep '25 | 24         | 21       | \$1.2M            | \$1M     | \$1.2M             | \$1M     | 46             | 47       | \$359        | \$387    | 102.2%      | 100.0%   | 63  | 28           | 2.6  |
| Aug '25 | 15         | 18       | \$1.4M            | \$1M     | \$1.4M             | \$1M     | 37             | 45       | \$389        | \$385    | 100.1%      | 100.3%   | 55  | 16           | 3.7  |
| Jul '25 | 23         | 18       | \$915K            | \$1M     | \$942K             | \$1M     | 59             | 39       | \$413        | \$368    | 97.9%       | 100.5%   | 63  | 24           | 2.7  |
| Jun '25 | 16         | 15       | \$1.2M            | \$1M     | \$1.3M             | \$1M     | 39             | 44       | \$352        | \$373    | 102.9%      | 101.5%   | 62  | 19           | 3.9  |
| May '25 | 15         | 13       | \$1.2M            | \$1M     | \$1.3M             | \$1M     | 20             | 65       | \$340        | \$408    | 100.7%      | 100.6%   | 71  | 35           | 4.7  |
| Apr '25 | 14         | 11       | \$945K            | \$903K   | \$1.1M             | \$1M     | 73             | 73       | \$426        | \$420    | 101.0%      | 100.3%   | 64  | 35           | 4.6  |
| Mar '25 | 9          | 9        | \$915K            | \$918K   | \$1.2M             | \$1M     | 101            | 67       | \$457        | \$433    | 100.0%      | 99.4%    | 55  | 20           | 6.1  |
| Feb '25 | 9          | 13       | \$850K            | \$963K   | \$990K             | \$1M     | 46             | 46       | \$377        | \$404    | 99.8%       | 98.4%    | 47  | 15           | 5.2  |
| Jan '25 | 8          | 15       | \$987K            | \$929K   | \$1.0M             | \$1M     | 53             | 39       | \$466        | \$409    | 98.5%       | 98.3%    | 37  | 9            | 4.6  |
| Dec '24 | 22         | 16       | \$1.0M            | \$983K   | \$1.3M             | \$1M     | 39             | 36       | \$368        | \$381    | 96.8%       | 98.2%    | 34  | 10           | 1.5  |
| Nov '24 | 15         | 14       | \$750K            | \$937K   | \$864K             | \$1M     | 26             | 35       | \$394        | \$383    | 99.5%       | 100.2%   | 37  | 16           | 2.5  |
| Oct '24 | 12         | 16       | \$1.1M            | \$1M     | \$1.1M             | \$1M     | 44             | 38       | \$382        | \$386    | 98.3%       | 100.7%   | 43  | 27           | 3.6  |
| Sep '24 | 14         | 17       | \$912K            | \$1M     | \$1.1M             | \$1M     | 35             | 34       | \$372        | \$373    | 102.7%      | 102.5%   | 38  | 22           | 2.7  |
| Aug '24 | 21         | 18       | \$1.5M            | \$1M     | \$1.5M             | \$1M     | 36             | 33       | \$405        | \$381    | 101.1%      | 103.4%   | 34  | 14           | 1.6  |
| Jul '24 | 17         | 17       | \$1.3M            | \$1M     | \$1.3M             | \$1M     | 32             | 33       | \$343        | \$360    | 103.5%      | 103.0%   | 38  | 17           | 2.2  |
| Jun '24 | 17         | 15       | \$984K            | \$1M     | \$1.0M             | \$1M     | 30             | 32       | \$396        | \$362    | 105.5%      | 102.3%   | 45  | 25           | 2.6  |
| May '24 | 16         | 12       | \$1.2M            | \$1M     | \$1.2M             | \$1M     | 36             | 50       | \$341        | \$350    | 100.1%      | 100.9%   | 42  | 32           | 2.6  |
| Apr '24 | 12         | 10       | \$997K            | \$1M     | \$1.1M             | \$1M     | 30             | 60       | \$348        | \$352    | 101.4%      | 100.4%   | 34  | 18           | 2.8  |
| Mar '24 | 8          | 9        | \$1.0M            | \$1M     | \$1.1M             | \$1M     | 85             | 78       | \$362        | \$363    | 101.3%      | 98.5%    | 34  | 25           | 4.3  |
| Feb '24 | 9          | 12       | \$1.0M            | \$1M     | \$1.1M             | \$1M     | 64             | 67       | \$347        | \$355    | 98.5%       | 97.7%    | 26  | 13           | 2.9  |
| Jan '24 | 11         | 13       | \$1.3M            | \$1M     | \$1.5M             | \$1M     | 85             | 63       | \$380        | \$340    | 95.6%       | 97.5%    | 23  | 10           | 2.1  |
| Dec '23 | 15         | 15       | \$1.1M            | \$1M     | \$1.1M             | \$1M     | 51             | 49       | \$338        | \$346    | 98.8%       | 99.6%    | 17  | 5            | 1.1  |
| Nov '23 | 13         | 14       | \$925K            | \$993K   | \$1.0M             | \$1M     | 54             | 41       | \$303        | \$343    | 98.1%       | 100.7%   | 37  | 15           | 2.8  |
| Oct '23 | 18         | 17       | \$1.0M            | \$1M     | \$1.0M             | \$1M     | 42             | 40       | \$397        | \$363    | 101.8%      | 101.4%   | 47  | 21           | 2.6  |
| Sep '23 | 12         | 21       | \$987K            | \$1M     | \$1.2M             | \$1M     | 26             | 40       | \$329        | \$350    | 102.3%      | 101.0%   | 42  | 21           | 3.5  |
| Aug '23 | 20         | 25       | \$1.1M            | \$1M     | \$1.2M             | \$1M     | 53             | 40       | \$363        | \$353    | 100.1%      | 101.1%   | 44  | 23           | 2.2  |
| Jul '23 | 32         | 23       | \$1.0M            | \$996K   | \$1.1M             | \$1M     | 40             | 38       | \$359        | \$347    | 100.5%      | 101.4%   | 51  | 27           | 1.6  |
| Jun '23 | 23         | 15       | \$1.0M            | \$1M     | \$1.2M             | \$1M     | 28             | 33       | \$336        | \$335    | 102.6%      | 101.0%   | 52  | 29           | 2.3  |
| May '23 | 14         | 13       | \$877K            | \$953K   | \$1.0M             | \$1M     | 45             | 46       | \$346        | \$326    | 101.0%      | 99.4%    | 58  | 32           | 4.1  |
| Apr '23 | 9          | 11       | \$1.1M            | \$939K   | \$1.1M             | \$1M     | 26             | 43       | \$322        | \$300    | 99.3%       | 97.9%    | 49  | 23           | 5.4  |

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CHERIE  
BERGER  
TEAM



**Cherie Berger**  
cherie.berger@compass.com  
M: 908.410.0931



**Steven Berger**  
steven.berger@compass.com  
M: 908.256.0307



**Ashley Berger-Freitas**  
ashley.freitas@compass.com  
M: 908.432.9818



**Karla Gary**  
karla.gary@compass.com  
M: 908.285.3813



**Josh Grundfest**  
josh.grundfest@compass.com  
M: 908.698.7665

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