



CHERIE  
BERGER  
TEAM

December 2025

# Watchung Market Insights

CHERIE BERGER TEAM

# Watchung

DECEMBER 2025

## Market Profile & Trends Overview

The table belows shows data & statistics for December 2025 (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	6	-25%	-40%	20%	-55%	-47%	-	-
	MEDIAN PRICE	\$1,499,450	21%	23%	95%	39%	33%	-	-
	AVERAGE PRICE	\$1,699,783	15%	25%	94%	46%	40%	-	-
	PRICE PER SQFT	\$342	12%	1%	21%	6%	11%	-	-
	MONTHS OF SUPPLY	1.2	-25%	-43%	-4%	-20%	-70%	-	-
New Listings	# OF PROPERTIES	4	-20%	-40%	0%	-44%	-27%	77	16.7%
	MEDIAN PRICE	\$1,399,450	60%	38%	0%	50%	47%	\$999,000	0.0%
	AVERAGE PRICE	\$1,599,675	25%	26%	0%	60%	54%	\$1,223,662	8.3%
	PRICE PER SQFT	\$395	32%	22%	0%	29%	47%	\$355	22.4%
Sales	# OF PROPERTIES	5	0%	0%	25%	5%	11%	59	9.3%
	MEDIAN PRICE	\$1,050,000	-10%	5%	28%	0%	16%	\$995,000	4.5%
	AVERAGE PRICE	\$1,265,000	15%	27%	53%	19%	25%	\$1,178,441	7.6%
	PRICE PER SQFT	\$314	-8%	28%	-8%	-7%	36%	\$338	22.0%
	SALE-TO-LIST RATIO	97.0%	-2.3%	-4%	-2.0%	-3.6%	-4.3%	101.2%	0.9%

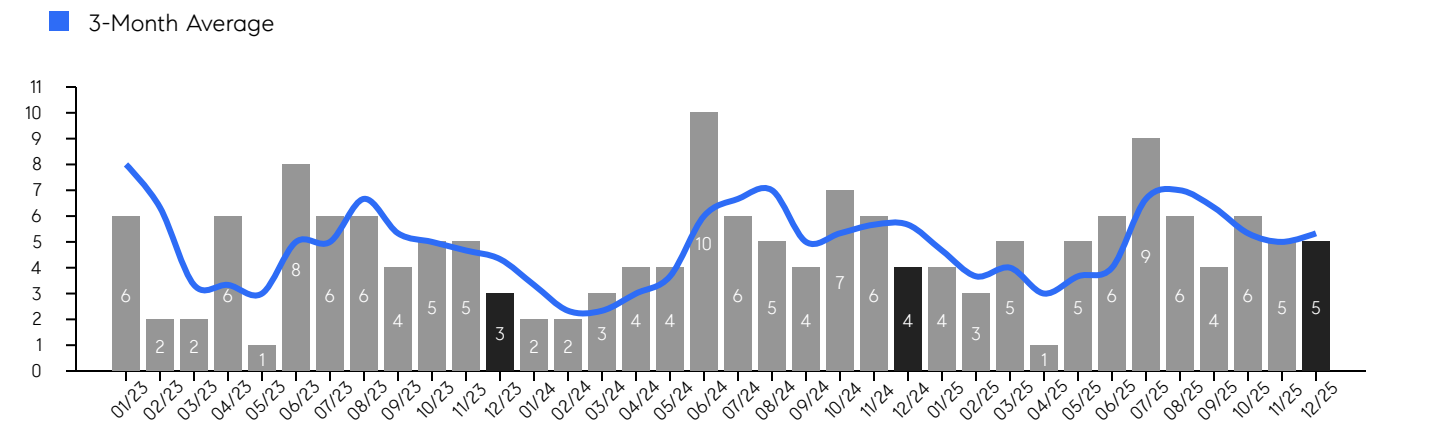
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through December 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

# Watchung

DECEMBER 2025

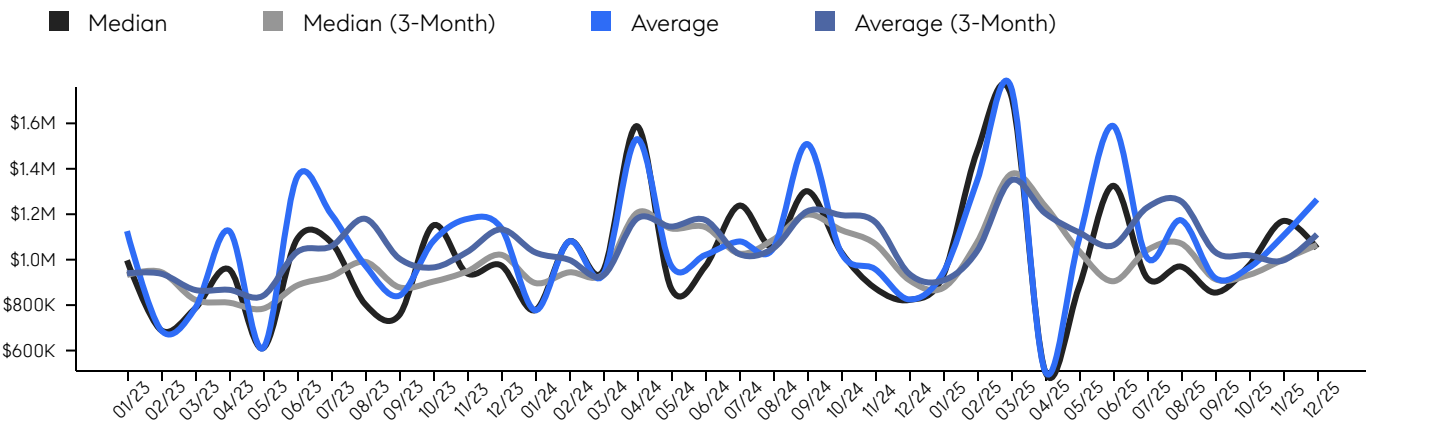
## Property Sales

There were 5 sales in December 2025, a change of 25% from 4 in December 2024 and 0% from the 5 sales last month. Compared to December 2023 and 2024, sales were at their highest level. There have been 59 year-to-date (YTD) sales, which is 9.3% higher than last year's year-to-date sales of 54.



## Property Prices

The median sales price in December 2025 was \$1,050,000, a change of 28% from \$822,500 in December 2024, and a change of -10% from \$1,170,000 last month. The average sales price in December 2025 was \$1,265,000, a change of 53% from \$825,250 in December 2024, and a change of 15% from \$1,103,900 last month, and was at its highest level compared to 2024 and 2023.



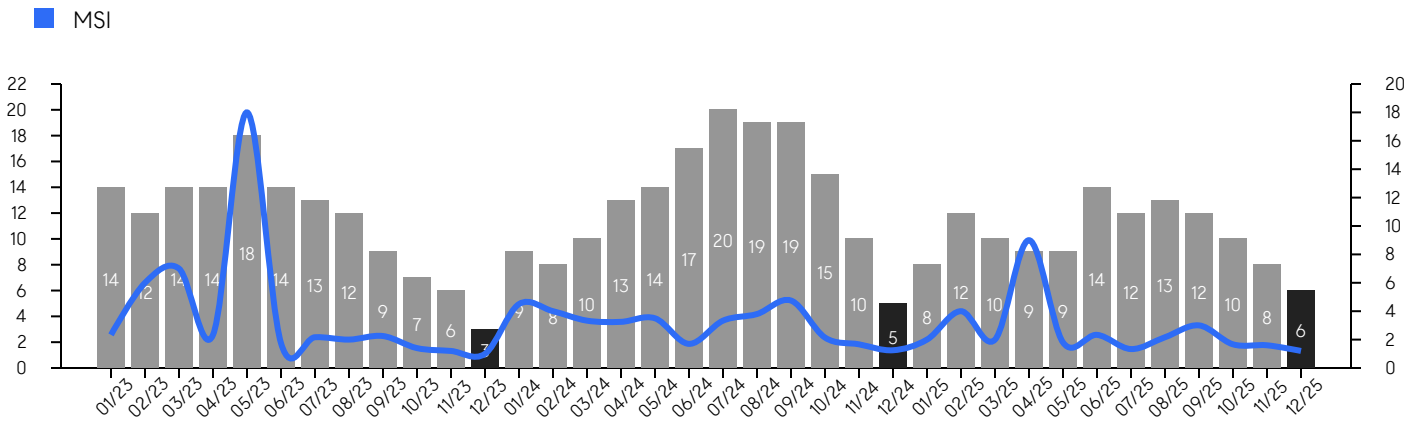
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through December 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

# Watchung

DECEMBER 2025

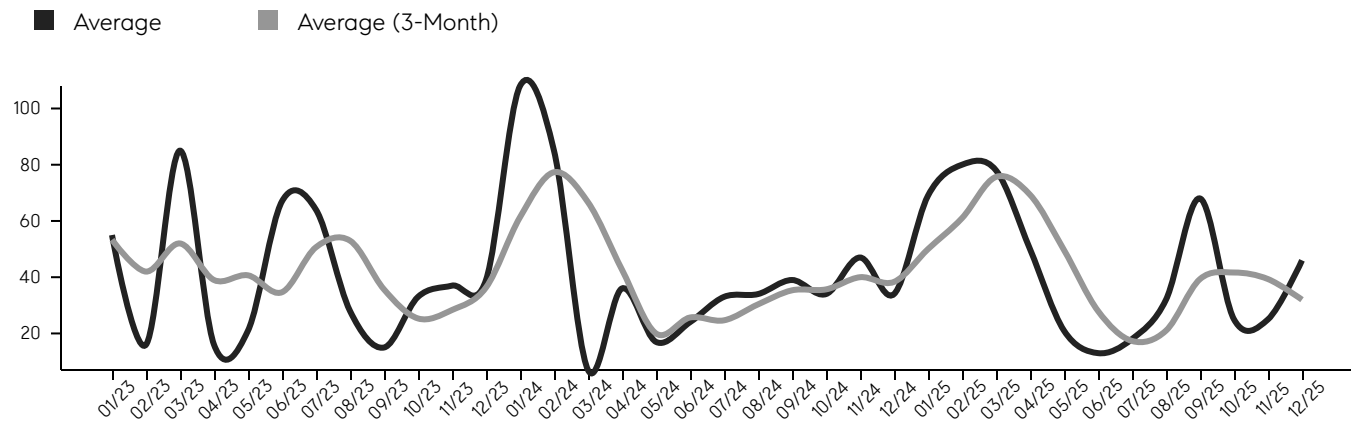
## Inventory & MSI

The total inventory of properties available for sale as of December 2025 was 6, a difference of -25% from - last month, and 20% from 5 in December 2024, and was at its highest level compared to 2024 and 2023. The months of supply inventory (MSI) was at 1.2 months, a similar level compared to 2024 and 2023. A comparatively lower MSI benefits sellers, while a higher MSI benefits buyers.



## 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 December 2025 was 46, a change of 84% from 25 days last month, and 35% from 34 days in December 2024, and was mid level compared to 2024 and 2023.



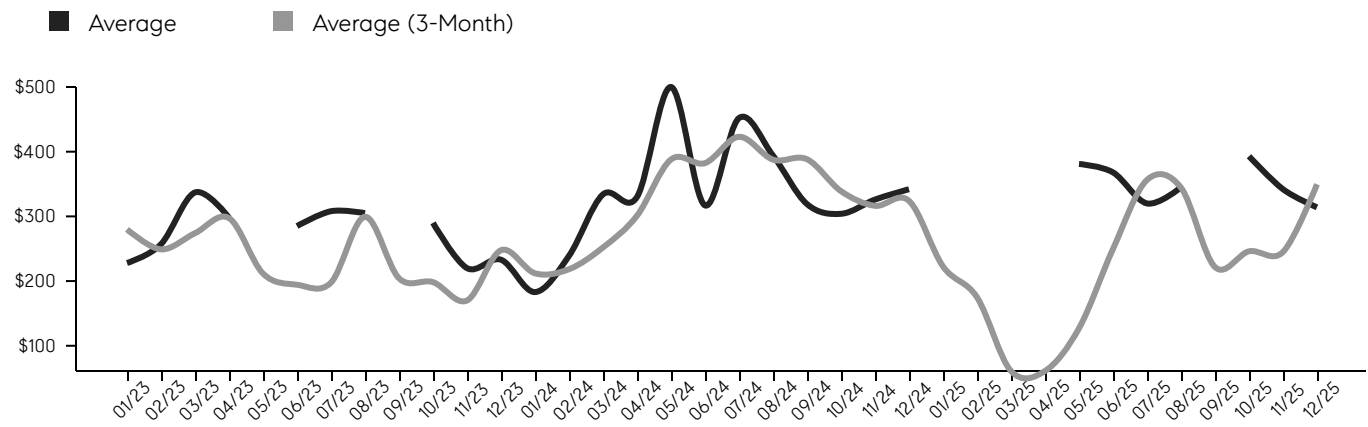
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through December 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

# Watchung

DECEMBER 2025

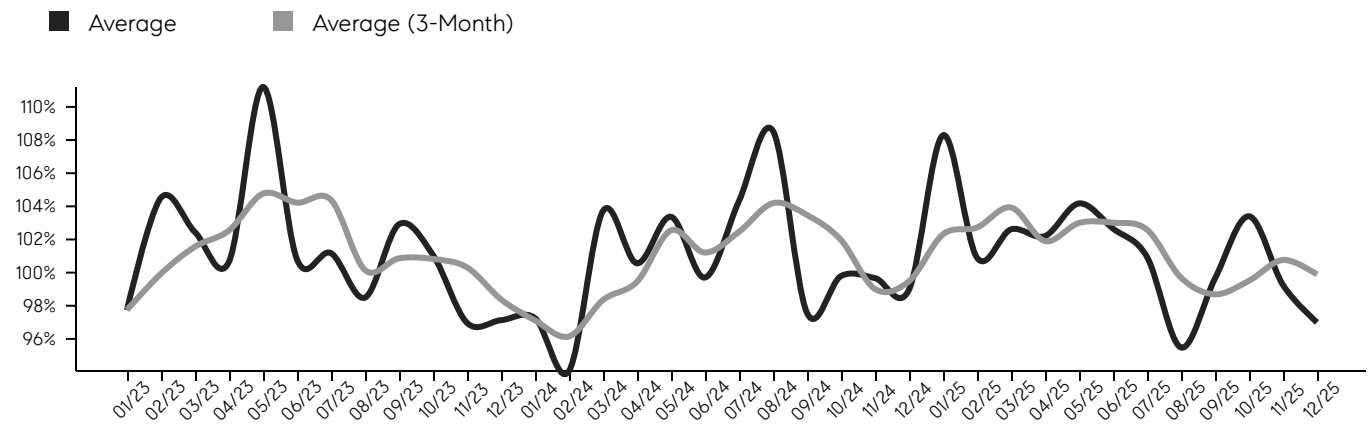
## Selling Price Per Square Foot

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 December 2025 selling price vs. listing price ratio was 97.0%, compared to 99.3% last month, and 99.0% in December 2024.



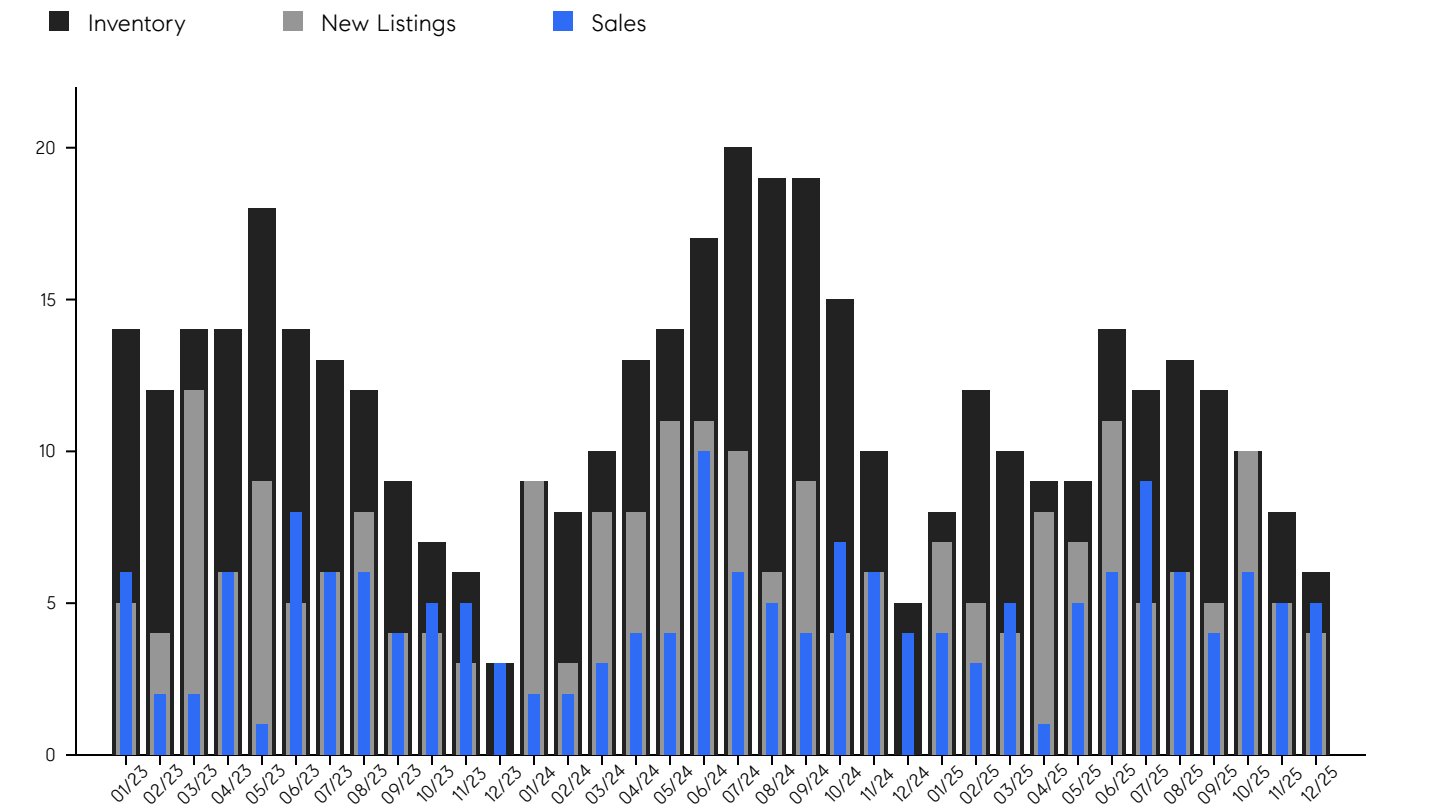
© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through December 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

# Watchung

DECEMBER 2025

## 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 December 2025 was 4, a change of -20% from 5 last month and 0% from 0 in December 2024.



© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through December 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.

# Watchung

DECEMBER 2025

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
Dec '25	5	5	\$1.0M	\$1M	\$1.2M	\$1M	46	32	\$314	\$350	97.0%	99.9%	6	4	1.2
Nov '25	5	5	\$1.1M	\$1M	\$1.1M	\$996K	25	39	\$342	\$245	99.3%	100.8%	8	5	1.6
Oct '25	6	5	\$974K	\$933K	\$964K	\$1M	25	42	\$393	\$246	103.4%	99.5%	10	10	1.7
Sep '25	4	6	\$855K	\$915K	\$920K	\$1M	68	39	\$0	\$222	99.6%	98.7%	12	5	3.0
Aug '25	6	7	\$969K	\$1M	\$1.1M	\$1M	32	21	\$345	\$344	95.5%	99.7%	13	6	2.2
Jul '25	9	7	\$920K	\$1M	\$1.0M	\$1M	18	17	\$320	\$356	100.9%	102.6%	12	5	1.3
Jun '25	6	4	\$1.3M	\$905K	\$1.5M	\$1M	13	28	\$368	\$250	102.7%	103.0%	14	11	2.3
May '25	5	4	\$880K	\$1M	\$1.0M	\$1M	21	50	\$381	\$127	104.2%	103.0%	9	7	1.8
Apr '25	1	3	\$510K	\$1M	\$510K	\$1M	50	69	\$0	\$61	102.2%	101.9%	9	8	9.0
Mar '25	5	4	\$1.7M	\$1M	\$1.7M	\$1M	78	76	\$0	\$61	102.6%	103.9%	10	4	2.0
Feb '25	3	4	\$1.4M	\$1M	\$1.3M	\$1M	80	61	\$183	\$175	100.9%	102.7%	12	5	4.0
Jan '25	4	5	\$928K	\$875K	\$941K	\$908K	69	50	\$0	\$223	108.3%	102.3%	8	7	2.0
Dec '24	4	6	\$822K	\$911K	\$825K	\$939K	34	38	\$342	\$324	99.0%	99.5%	5	0	1.3
Nov '24	6	6	\$875K	\$1M	\$958K	\$1M	47	40	\$326	\$316	99.7%	99.0%	10	6	1.7
Oct '24	7	5	\$1.0M	\$1M	\$1.0M	\$1M	34	36	\$304	\$339	99.8%	102.0%	15	4	2.1
Sep '24	4	5	\$1.3M	\$1M	\$1.5M	\$1M	39	35	\$319	\$388	97.6%	103.5%	19	9	4.8
Aug '24	5	7	\$1.0M	\$1M	\$1.0M	\$1M	34	30	\$394	\$388	108.5%	104.2%	19	6	3.8
Jul '24	6	7	\$1.2M	\$1M	\$1.0M	\$1M	33	25	\$452	\$423	104.3%	102.5%	20	10	3.3
Jun '24	10	6	\$968K	\$1M	\$1.0M	\$1M	24	26	\$317	\$382	99.7%	101.2%	17	11	1.7
May '24	4	4	\$875K	\$1M	\$975K	\$1M	17	20	\$500	\$388	103.4%	102.6%	14	11	3.5
Apr '24	4	3	\$1.5M	\$1M	\$1.5M	\$1M	36	43	\$330	\$301	100.6%	99.4%	13	8	3.3
Mar '24	3	2	\$950K	\$936K	\$931K	\$930K	7	67	\$334	\$252	103.7%	98.3%	10	8	3.3
Feb '24	2	2	\$1.0M	\$944K	\$1.0M	\$1M	85	77	\$239	\$218	94.1%	96.1%	8	3	4.0
Jan '24	2	3	\$777K	\$898K	\$777K	\$1M	108	61	\$183	\$212	97.3%	97.1%	9	9	4.5
Dec '23	3	4	\$975K	\$1M	\$1.1M	\$1M	39	36	\$233	\$248	97.1%	98.4%	3	0	1.0
Nov '23	5	5	\$940K	\$948K	\$1.1M	\$1M	37	28	\$220	\$170	97.0%	100.3%	6	3	1.2
Oct '23	5	5	\$1.1M	\$903K	\$1.0M	\$966K	33	25	\$290	\$198	101.1%	100.8%	7	4	1.4
Sep '23	4	5	\$754K	\$879K	\$841K	\$1M	15	36	\$0	\$204	102.9%	100.9%	9	4	2.3
Aug '23	6	7	\$805K	\$991K	\$975K	\$1M	28	53	\$305	\$299	98.5%	100.2%	12	8	2.0
Jul '23	6	5	\$1.0M	\$926K	\$1.2M	\$1M	64	51	\$308	\$198	101.2%	104.4%	13	6	2.2
Jun '23	8	5	\$1.0M	\$886K	\$1.3M	\$1M	67	35	\$285	\$194	100.8%	104.2%	14	5	1.8
May '23	1	3	\$610K	\$784K	\$610K	\$841K	21	41	\$0	\$212	111.2%	104.8%	18	9	18.0
Apr '23	6	3	\$957K	\$811K	\$1.1M	\$867K	16	39	\$298	\$297	100.7%	102.5%	14	6	2.3
Mar '23	2	3	\$784K	\$824K	\$784K	\$867K	85	52	\$337	\$274	102.4%	101.6%	14	12	7.0
Feb '23	2	6	\$690K	\$946K	\$690K	\$938K	16	42	\$257	\$249	104.5%	99.9%	12	4	6.0
Jan '23	6	8	\$997K	\$932K	\$1.1M	\$940K	55	53	\$228	\$280	97.7%	97.7%	14	5	2.3

© 2025. Based on information from Garden State MLS, LLC for the period of January 2018 through December 2025. Due to MLS reporting methods and allowable reporting policy, this data is only informational and may not be completely accurate. Data maintained by the MLS may not reflect all real estate activity in the market.



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

Compass makes no representations or warranties, express or implied, with respect to future market conditions or prices of residential product at the time the subject property or any competitive property is complete and ready for occupancy or with respect to any report, study, finding, recommendation or other information provided by Compass herein. Moreover, no warranty, express or implied, is made or should be assumed regarding the accuracy, adequacy, completeness, legality, reliability, merchantability or fitness for a particular purpose of any information, in part or whole, contained herein. All material is presented with the understanding that Compass shall not be deemed to provide legal, accounting or other professional services. This is not intended to solicit the purchase or sale of any property. Any and all such warranties are hereby expressly disclaimed. Equal Housing Opportunity.

© Compass. All Rights Reserved. This information may not be copied, used or distributed without Compass' consent.