Better Homes and Gardens REAL ESTATE | GREEN TEAM

HOUSING MARKET FORECASTS

Q2 2026

Dear Friend,

One of the first things I hear from homeowners right now is: "How's the market?"

Q2 2026 brought some clear signals worth paying attention to, and I want to make sure you have the full picture.
To keep you informed, I've put together a packet that includes:

- National housing forecasts for the second half of 2026
- State-level appreciation trends for New York and New Jersey
- Current local market data for Orange, Rockland, Sussex, and Passaic counties, with a plain-language summary so the numbers actually make sense

Inventory remains a factor in our local markets. If you've been thinking about your home's current value, or wondering whether now is the right time to make a move, I'm happy to sit down and walk through what the data means for your specific situation.

As always, I'm here as a resource. Whether you need a contractor referral, a lender connection, or a straightforward answer to a real estate question, it's my pleasure to support you.

Each month, my team produces a 15 to 20 minute Housing Market Update video to help homeowners stay informed. You can find the latest one at: hmupdate.com

Warmly,

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Q2 2026 HOUSING MARKET RECAP

Thinking about what this means for your home? Let's talk.

A quick snapshot of national and local trends shaping today's market.

2026 NATIONAL SNAPSHOT

RATES ROSE, NOT HELD STEADY.

- 30-year fixed climbed to 6.58% by July 23, and further to 6.827% by July 29, driven by oil prices tied to renewed Middle East tension. That's a meaningful move up from the mid-6% range seen in June.

SALES COOLED MONTH-OVER-MONTH BUT STAYED UP YEAR-OVER-YEAR.

- June existing-home sales fell 2.4% from May but were up 2.8% from a year ago.

PRICES KEPT CLIMBING.

- Median existing-home price hit $440,600 in June, up 1.8% year-over-year, the 36th straight month of gains.

INVENTORY GREW SLIGHTLY, BUT STAYED HISTORICALLY TIGHT.

- Median existing-home price hit $440,600 in June, up 1.8% year-over-year, the 36th straight month of gains.

AFFORDABILITY IMPROVED YEAR-OVER-YEAR, EVERYWHERE.

- NAR's affordability index rose to 102.3 from 95.5 a year ago.

THE NORTHEAST REMAINS THE OUTLIER

- Tighter supply, firmer prices, the only region with month-over-month sales growth in June.

Sources: NAR's June 2026 report (July 9), Freddie Mac PMMS (July 23 and 29), Realtor.com Monthly Housing Trends Report (June 2026), Cotality Home Price Insights (July 2026), Calculated Risk Housing Market Overview (mid-July 2026)

Sources: NAR's May 2026 report, Freddie Mac PMMS (June 25), HousingWire (June 20), Reuters/MBA forecast

Q2 2026 LOCAL MARKET SNAPSHOT

DAYS ON MARKET FELL IN EVERY COUNTY, EVERY MONTH

- Orange (58→54→38)
- Rockland (43→27→28)
- Sussex (23→20→17)
- Passaic (22→21→17) all ended the quarter moving faster than they started it.

INVENTORY ROSE ACROSS THE BOARD, BUT STAYED TIGHTEST IN NEW JERSEY.

- All four counties saw more supply come online through Q2, but Sussex and Passaic never crossed 3.1 months, keeping conditions competitive, while Orange climbed closer to balanced-market territory at 4.95 months.

SOLD-TO-LIST STAYED ABOVE 100% ALMOST EVERYWHERE.

- Passaic (NJ) climbed every single month, ending the quarter as the region's strongest seller's market at 106.1%. Rockland (NY) crossed above 100% in May and held there through June. Sussex (NJ) stayed above 102% all quarter. Orange (NY) was the outlier, dipping just under 100% in April and May before crossing back over in June.

ROCKLAND REMAINED THE REGION'S PREMIUM MARKET

- And Passaic edged out the rest on competitiveness, both by sold-to-list ratio and by tying Sussex for the fastest close time (17 days) in June.

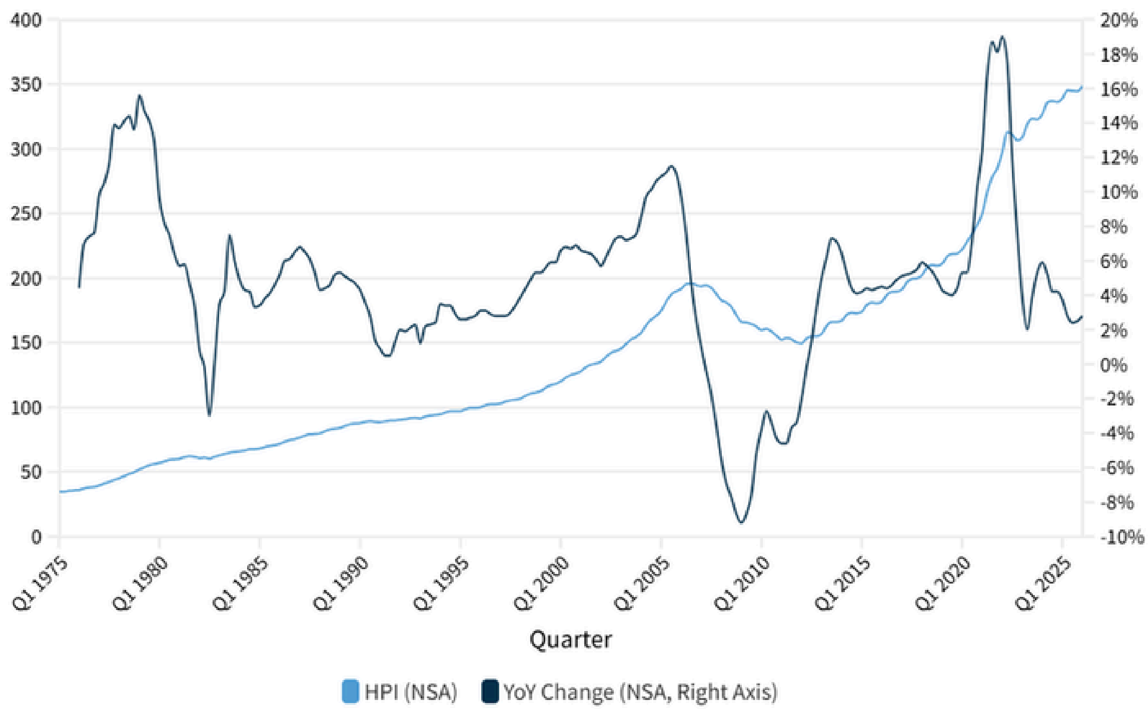
hmupdate.com

FNM-HPI AS OF Q1 2026

FNM-HPI Percent Change for Quarter Ending March 31, 2026

Quarter over Quarter (SA)	Quarter over Quarter (NSA)	Year over Year (NSA)
+1.1%	+1.2%	+2.8%

Latest FNM-HPI Shows Year-over-Year Increase of 2.8 Percent in Q1 2026



Source: Q1 2026 Fannie Mae Home Price Index (FNM-HPI)

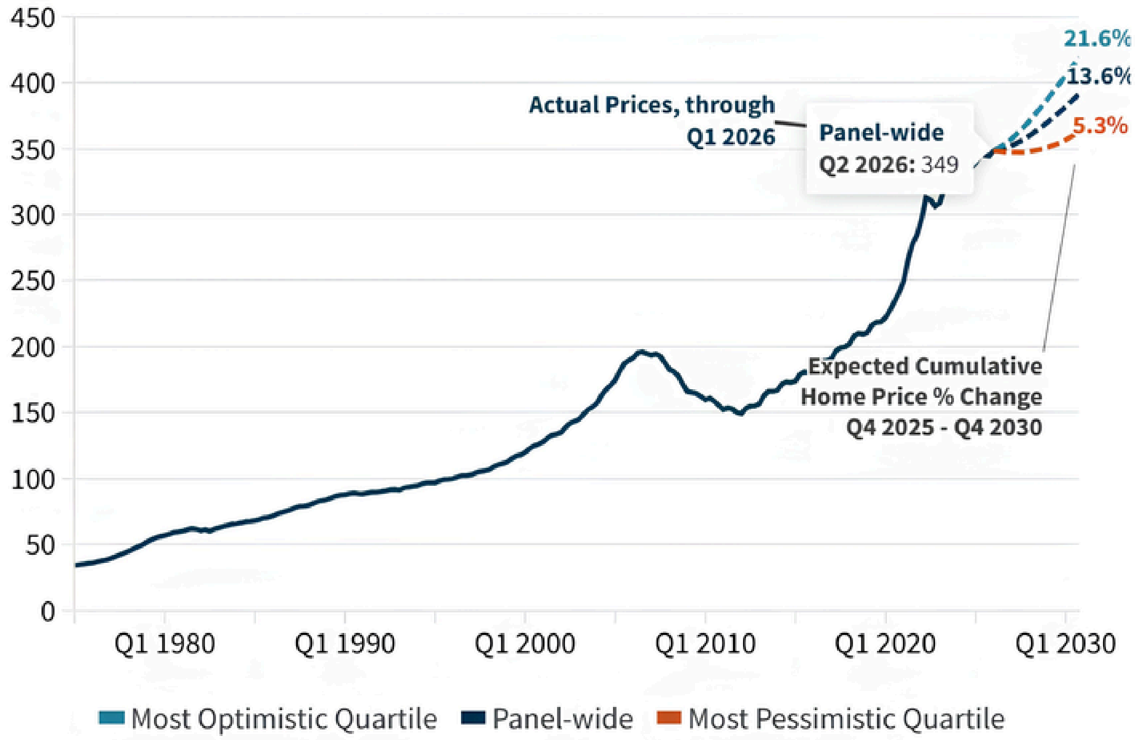
Fannie Mae

(SA) = Seasonally Adjusted
(NSA) = Not Seasonally Adjusted

U.S. Home Price Expectations

Fannie Mae

Fannie Mae Home Price Index Mean Expectations, Q2 2026 - Q4 2030



Source: Q2 2026 Fannie Mae Home Price Expectations Survey • Actual Prices: Fannie Mae Home Price Index (NSA). Note: The "Optimists" figures are the mean of expectations among the most optimistic quartile of survey panelists, and the "Pessimists" figures are the mean expectations among the most pessimistic quartile of survey panelists; quartiles are based on the panelists' expected cumulative home price change through 2030.

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Compare Historical PMMS Results

Primary Mortgage Market Survey®

U.S. weekly averages as of 06/25/2026

30-Yr FRM

6.49%

1-Wk change	^ 0.02
1-Yr change	˅ -0.28
Monthly avg.	6.49%
52-Wk avg.	6.33%

52 Week Range 5.98% – 6.75%

15-Yr FRM

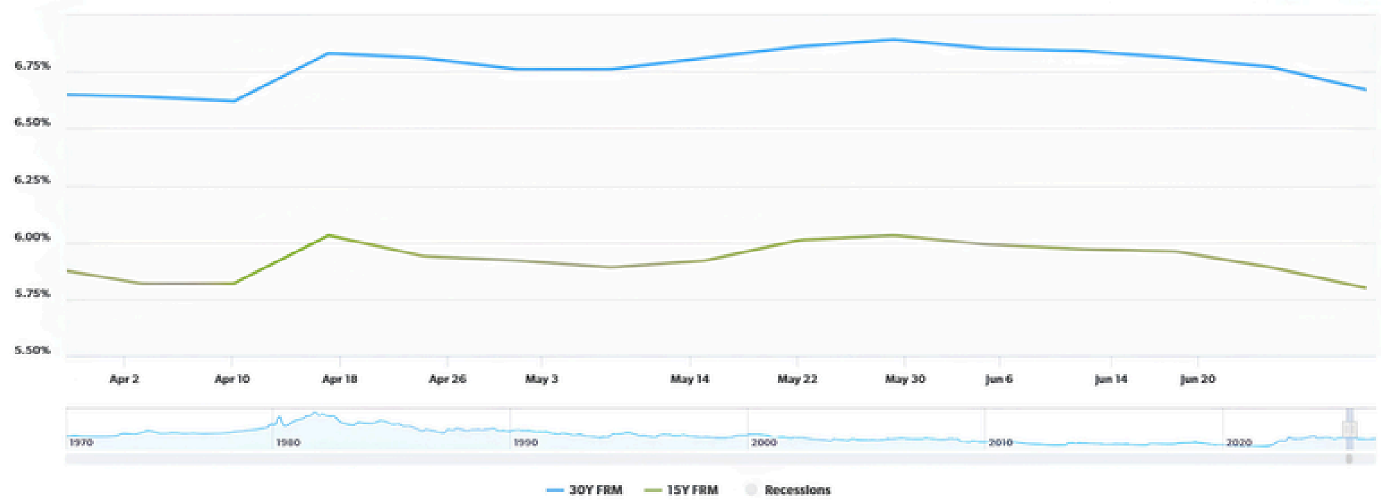
5.84%

1-Wk change	^ 0.03
1-Yr change	˅ -0.05
Monthly avg.	5.82%
52-Wk avg.	5.61%

52 Week Range 5.35% – 5.92%

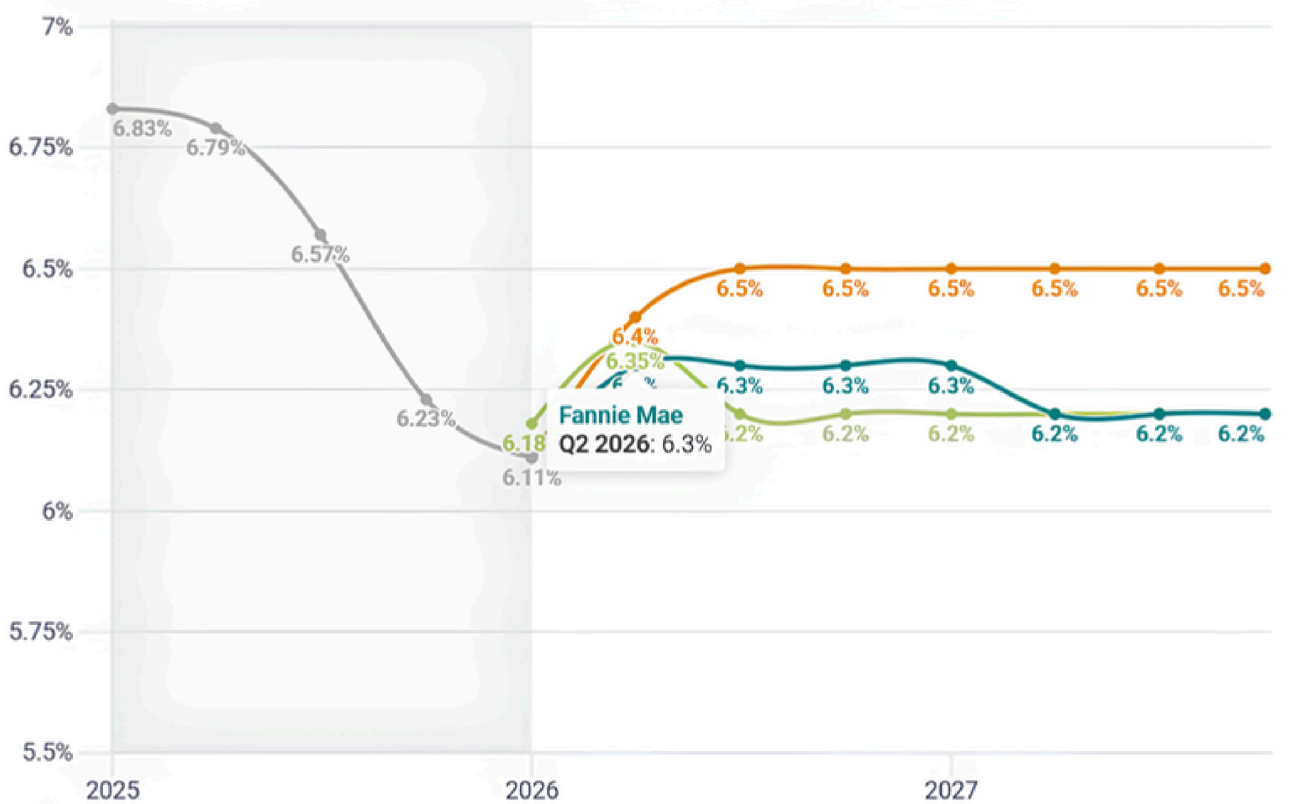
Zoom 1Y 3Y 5Y 10Y All

04/01/2025 - 06/30/2025



Mortgage Rates Predictions for June 2026

Fannie Mae, **MBA** and **Wells Fargo** 30-year fixed mortgage rate forecasts

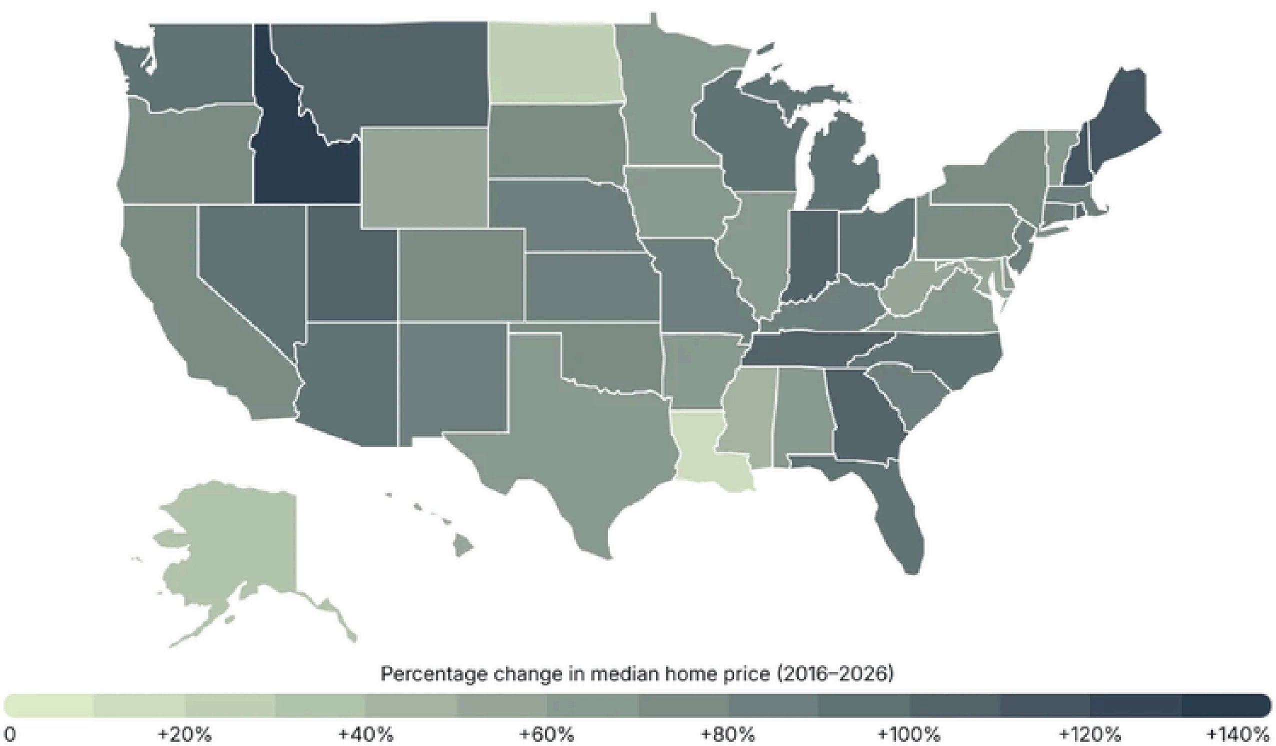


Sources: Fannie Mae, Mortgage Bankers Association, Wells Fargo • Data collected on March 4, 2026.
Shaded areas represent actuals via Freddie Mac.

U.S.News & WORLD REPORT

Home Price Growth by State Over the Past Decade

States in the Mountain West and New England saw the most significant home price growth over the past decade



Source: Construction Coverage analysis of Zillow data | Image Credit: Construction Coverage

LOCAL HOUSING MARKET TRENDS

Q2 CONTEXT NY & NJ

SUMMARY

The national median existing-home price reached $429,300, up 1.3% year over year, the 35th straight month of gains. 30-year fixed mortgage rates closed Q2 at 6.49%, down from 6.77% a year earlier, with forecasters projecting a mid-6% range through year-end. National inventory sat at 4.5 months of supply, still below pre-pandemic norms, while the Northeast posted the strongest year-over-year inventory gain of any region (7.2%) and the lowest price-cut rate.

Sources: RPR Local Market Data; Freddie Mac PMMS (June 25, 2026); NAR Existing-Home Sales (June 9, 2026); Fannie Mae April 2026 Housing Forecast; MBA Mortgage Finance Forecast (June 2026); HousingWire Housing Market Tracker (June 26, 2026)

Q2 2026 HOUSING MARKET UPDATE: MONTH-BY-MONTH SUMMARY

April 2026				
County	Median Sold Price	Inventory	Sold-to-List	Days on Mkt
Orange County, NY	$425,000	4.05 months	99.4%	58
Rockland County, NY	$653,520	3.13 months	99.7%	43
Sussex County, NJ	$442,500	2.24 months	102.3%	23
Passaic County, NJ	$585,000	2.33 months	103.8%	22

Takeaway: Orange County remained the most balanced market but was shifting, with inventory climbing and homes taking longer to sell. Rockland's median price dropped nearly 10% month over month, a signal the peak may have passed for now, though it stayed close to asking. Sussex was the hottest market in the footprint, with multiple offers and waived contingencies common. Passaic mirrored Sussex's competitive conditions at a higher price point, posting the highest sold-to-list ratio of the four counties.

Source: RPR® Local Market Data

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Q2 2026 HOUSING MARKET UPDATE: MONTH-BY-MONTH SUMMARY

May 2026				
County	Median Sold Price	Inventory	Sold-to-List	Days on Mkt
Orange County, NY	$496,500	4.67 months	99.2%	54
Rockland County, NY	$755,000	3.57 months	101.1%	27
Sussex County, NJ	$477,500	2.72 months	103.7%	20
Passaic County, NJ	$585,000	2.92 months	104.5%	21

Takeaway: Orange County posted its largest price increase of the quarter, up 16.82%, showing strong buyer demand even as inventory grew. Rockland became the fastest-moving NY market, with homes selling in 27 days and buyers regularly paying above asking. Sussex stayed tight on supply with demand still outpacing new listings. Passaic led the region in competitiveness, with buyers consistently offering above asking price.

Source: RPR® Local Market Data

Q2 2026 HOUSING MARKET UPDATE: MONTH-BY-MONTH SUMMARY

June 2026				
County	**Median Sold Price**	**Inventory**	**Sold-to-List**	**Days on Mkt**
Orange County, NY	$470,000	4.95 months	100.2%	38
Rockland County, NY	$800,000	3.51 months	100.9%	28
Sussex County, NJ	$460,000	2.71 months	103.0%	17
Passaic County, NJ	$610,000	3.1 months	106.1%	17

Takeaway: Orange County showed its first real signs of settling, with days on market dropping nearly 30% even as inventory continued to build. Rockland tightened rather than loosened, with median price climbing again and homes still selling above asking, making it the strongest seller's market among the four. Sussex and Passaic both closed the quarter as the fastest-moving markets in the footprint, each at 17 days on market, with Passaic posting the highest sold-to-list ratio of the entire quarter at 106.1%.

Source: RPR® Local Market Data

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NATIONAL REAL ESTATE FORECAST FOR Q3 2026

IN Q3...

The U.S. housing market enters Q3 2026 in a period of gradual stabilization. Home price growth is slowing to low single digits, mortgage rates are holding near 6.5%, and inventory is improving — though still below pre-pandemic norms. Sales are rising modestly, affordability is slowly recovering as income growth catches up, and the market is shifting toward greater balance between buyers and sellers.

Sources: Freddie Mac PMMS (June 25, 2026), NAR Existing-Home Sales (June 9, 2026), Fannie Mae April 2026 Housing Forecast, MBA Mortgage Finance Forecast (June 2026), HousingWire Housing Market Tracker (June 26, 2026), Harvard Joint Center for Housing Studies 2026 State of the Nation's Housing

THANK YOU

And have a wonderful rest of the year!

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