



ASHISH DESAI
REAL ESTATE GROUP

BOROUGH OF PARAMUS · BERGEN COUNTY, NJ

THE PARAMUS BUYER GUIDE

What it actually takes to buy here, distilled from the 104-page Paramus Market Report.

PREPARED BY **ASHISH DESAI, REALTOR®** • NJ LICENSE #2672398

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 **EQUAL HOUSING
OPPORTUNITY**

BUYING IN NORTHERN

BERGEN COUNTY?

My first home purchase was nearly derailed at closing by typos in the deed. I spent the years after that in the most legally rigorous corner of the market, tax liens and tax deeds: reading chain of title, auditing encumbrances nobody had looked for, bidding at county auctions with my own capital, where a mistake is expensive and no one talks the property up.

That is the standard of diligence behind this guide and behind every offer I write. I live in Paramus and raised my children in New Jersey; I know this town as a resident, not just as a market.

21 yrs

BIG TECH &
FINANCE

Investor

OWN CAPITAL
AT RISK

104 pgs

RESEARCH PER
TOWN

300+

SOURCES
CITED

THE PARTNERSHIP

01

I'll tell you when a property is priced above what the comparables support, **including when it's yours.**

02

I'll show you **the analysis, not just the conclusion.**

03

If a deal doesn't hold up, **we walk away together.**
The worst outcome isn't losing a deal, it's winning a bad one.

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BOROUGH OF PARAMUS · BERGEN COUNTY, NJ

PARAMUS

THE BUYER GUIDE · 2026



“Paramus is not one market, and most of the mistakes I see come from treating it as one. The family paying over asking for a ranch and the family negotiating on a new six-bedroom are three blocks apart and in different markets. Know which one you are in, know the tax number that goes with your price, and the rest is detail.”

— ASHISH DESAI

\$1.15M MEDIAN SALE PRICE, 2026 <i>Up 50% since 2021</i>	\$994K - \$2.34M EXISTING HOMES AND NEW CONSTRUCTION <i>Two markets; the median is neither</i>	206 OLDER HOUSES BOUGHT AND REPLACED SINCE 2020 <i>Old house \$653,500, new house \$2,025,000 on the same lot</i>	100% WHAT BUYERS PAID VS. ASKING <i>103.0% under \$800K; 97.5% at \$2M and up</i>
46 HOMES FOR SALE ON OCTOBER 2 <i>1.3 months of supply under \$1M; 5.1 at \$2M and up</i>	1.434% EFFECTIVE TAX RATE, LOWEST OF SEVEN TOWNS <i>Every home is reassessed every year</i>	1950s WHEN FOUR IN TEN HOMES WERE BUILT <i>528 houses built since 2015</i>	\$23,990 SCHOOL SPENDING PER PUPIL, HIGHEST OF THE DISTRICTS COMPARED <i>A cost figure, not a quality figure</i>

THREE THINGS TO KNOW BEFORE YOU LOOK AT A HOUSE

- Under \$1 million you may be bidding against a builder who wants the lot. At \$2 million and up you are usually negotiating with one. Find out which market the house is in before you decide how to bid. (Page 3.)
- Paramus has the lowest property tax rate of the seven towns buyers compare, and the Borough reassesses every home every year. Budget about 1.45 percent of the price. On a new house, the tax on the listing has often been the old house's bill. (Page 5.)
- There is no train station, and almost all stores and offices are closed on Sunday by Borough ordinance. Commuters use the Route 4 and Route 17 buses or pay a neighboring town to park at its station. (Page 7.)

HOW DOES PARAMUS COMPARE?

Seven towns, side by side, every row from one source for all seven. Paramus wins some rows and loses others, and the ones it loses are marked as plainly as the ones it wins.

	PARAMUS	RIDGEWOOD	FAIR LAWN	GLEN ROCK	ORADELL	RIVER EDGE	WASHINGTON TWP.
Average sale price, 2025	\$1,222,160	\$1,345,963	\$632,794	\$1,030,425	\$942,053	\$829,035	\$746,327
Average residential tax bill, 2025	\$13,061	\$20,596	\$12,418	\$20,141	\$18,178	\$16,344	\$13,480
Effective tax rate (on market value), 2025	1.434%	1.944%	2.202%	2.436%	2.251%	2.459%	1.943%
Tax on a \$1,150,000 purchase at that rate	\$16,491	\$22,356	\$25,323	\$28,014	\$25,887	\$28,279	\$22,345
Change in the average bill, 2024 to 2025	+8.0%	+1.1%	+3.5%	+4.3%	+5.6%	+3.8%	+3.3%
Assessments as a share of market value, tax year 2026	93.30%	60.52%	56.53%	62.75%	89.20%	92.90%	63.37%
School district	K-12	K-12	K-12	K-12	K-6; grades 7-12 at River Dell Regional	K-6; grades 7-12 at River Dell Regional	Westwood Regional, K-12, shared with Westwood
Per-pupil spending, 2024-25 actual	\$23,990	\$19,713	\$20,133	\$20,084	\$16,384 elementary; \$20,637 River Dell	\$17,321 elementary; \$20,637 River Dell	\$21,625
Train station	No	Yes, Main and Bergen lines	Yes, two (Radburn, Broadway)	Yes, two	Yes	Yes, two (River Edge, New Bridge Landing)	No†
What a resident pays to park at the station, 2026	No station; non-resident permit elsewhere (page 7)	\$1,500 a year	\$10 a month (Radburn)	\$240 a year	No fee	\$200 a year	No station†
Direct bus to Port Authority	Yes (162, 163, 164, 168 and others)	Yes (163, 164)	Yes (145)	Yes (163)	check njtransit.com	check njtransit.com	check njtransit.com

The sale price is the average of the Division of Taxation's usable-sale sample for each town, not a median and not every sale. Per-pupil spending is a cost figure, not a quality figure. Offense counts are on page 7. † A dagger marks a figure from a secondary source; verify it with the issuing office before you rely on it. Sources: back page.

PRICE

Paramus is the second most expensive of the seven by average sale. Glen Rock averages about 16 percent less, Oradell about 23 percent less, and Fair Lawn about half. Part of the Paramus average is new construction: one sale in five here now closes at \$2 million or more.

TAXES

At the same \$1,150,000 price, Paramus costs **\$16,491** a year to hold at 2025 effective rates. The other six cost \$5,850 to \$11,800 a year more. Paramus loses the row beside it: its average residential bill rose **8.0 percent** between 2024 and 2025, the fastest of the seven. The rate fell and the bill rose.

THE TRAIN

Paramus and Washington Township are the only two of the seven without a train station. A Paramus rail commuter drives to another town's station and pays that town's non-resident price where it sells permits at all. What Paramus has in exchange is the largest set of direct buses to Port Authority and the GWB Bus Station of the seven, and three highways.

WHAT DOES IT TAKE TO WIN?

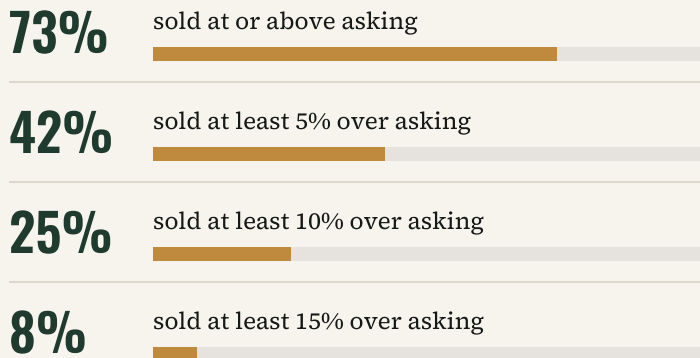
In Paramus the honest answer depends on which side of \$1 million you are on. Find your band, and walk into the open house already knowing your number.

BUYING AT	WHAT BUYERS PAID VS. ASKING	SOLD ABOVE ASKING	MEDIAN DAYS ON MARKET
Under \$800K	103.0%	58%	16 days
\$800K to \$1M	101.1%	56%	18 days
\$1M to \$1.5M	100.1%	52%	20 days
\$1.5M to \$2M	99.0%	30%	35 days
\$2M and up	97.5%	11%	40 days

Median sold price as a percent of final list price. Closed single-family sales, February 1, 2025 through October 2, 2026.

THE DISTRIBUTION BEHIND IT

Under \$1 million, where almost half of Paramus houses sell:



An offer at asking price in this range is a real offer. It is the middle of the field, not the back of it.

COMPETING WITH BUILDERS UNDER \$1 MILLION

From 2021 through 2024, 16 percent of the single-family sales under \$1 million on the listing service were teardown purchases, and 20 percent in 2024. A buyer who will demolish does not need the kitchen to work, does not ask for repairs and is not depending on an appraisal of the house. On a tired house on a 75-foot lot, assume at least one competing offer has no inspection or mortgage condition.

“Under \$1 million you are competing with people who value the lot more than the house, so decide your number before the open house and expect to pay over asking. At \$2 million and up there are five months of supply and half the listings since 2021 did not sell the first time, so take your time and negotiate.”

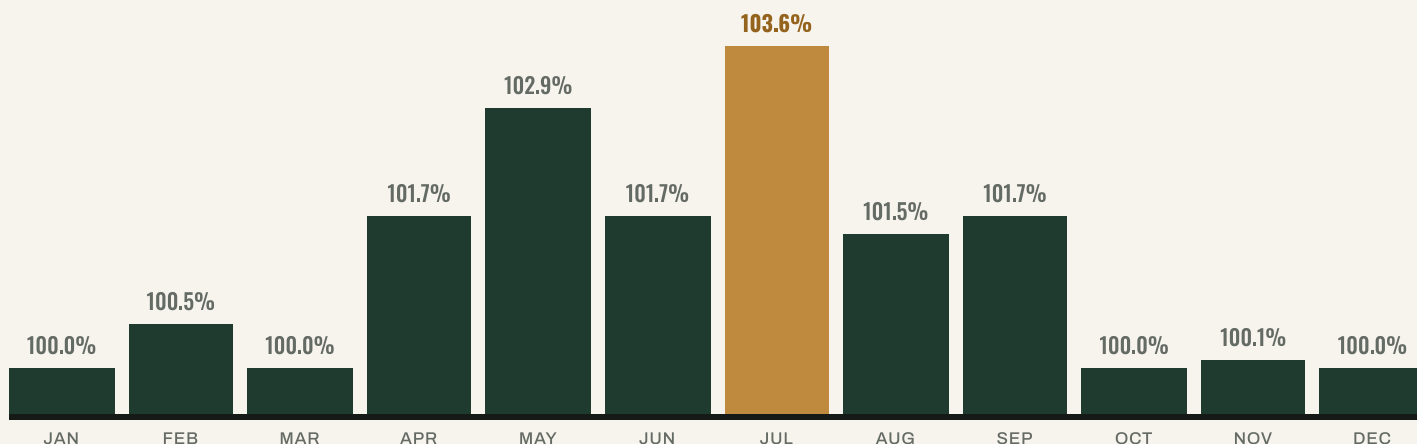
— ASHISH DESAI

CAVEAT These numbers describe price. They do not describe the other terms that decide contests between offers that are close on price: inspection scope, mortgage and appraisal contingencies, attorney review posture, deposit size, closing date, and whether the seller needs to stay a few weeks after closing. The percentages describe the field. They are not a bidding instruction.

THE CALENDAR & THE EIGHTEEN DAYS

Under \$1 million, the month changes what you pay. From \$1 million to \$2 million, it changes how long you wait. At \$2 million and up, the later in the year you buy, the more room there has been to negotiate.

WHAT BUYERS PAID VS. ASKING, HOMES LISTED UNDER \$1 MILLION, BY MONTH OF CLOSING



Single-family closings with a list price under \$1 million, 2021 through 2025. A closing reflects an offer written 45 to 60 days earlier. The gap between the July peak and the October-to-January floor is 3.6 points of asking price, roughly \$30,000 on an \$850,000 house.

THE OTHER TWO MARKETS

\$1 MILLION TO \$2 MILLION

Buyers paid between 97.5 and 100 percent of asking in every month of the year. What changes is the wait: about 20 days for closings from June through October, about 40 for closings from November through March.

\$2 MILLION AND UP, BY QUARTER

April to June 98.3% of asking, 25 days. July to September 96.1%, 30 days. October to December 95.5%, 35 days. January to March: too few sales to publish.

WHAT EIGHTEEN DAYS ON MARKET MEANS

THURSDAY TO SUNDAY

70 percent of houses had their first day of showings here. Saturday is the single most common day.

DAY 14 OR SOONER

44 percent of sold houses under \$1 million had an accepted offer. Median 108.3 percent of asking; 86 percent sold above asking.

DAY 22 OR LATER

Another 44 percent. Median 100.0 percent of asking; 24 percent sold above asking.

You can usually see a Paramus house twice, and you can usually get an inspector's opinion before the deadline rather than after. **You cannot start your pre-approval after you find the house.** A listing in its first weekend should be treated as a ten-day decision; a listing in its fourth week is one where you can ask the seller a question and wait for the answer.

WHAT I TELL MY BUYERS

"Look at the days on market before you look at the price. A house under \$1 million in its first two weekends will probably cost you 5 to 10 percent over asking and you need your paperwork done before you walk in. The same house on day 25 will most likely sell at asking, and nobody else may be writing that week. It is the same market on both days, so check the calendar before you decide how hard to bid."

— ASHISH DESAI

DOES IT FIT MY BUDGET?

What your money actually buys here: the typical single-family home that closed within 10 percent of each budget between February 1, 2025 and October 2, 2026.

	\$850,000	\$1.2 MILLION	\$2.1 MILLION
Bedrooms	3 (some 4)	4	6 (some 5)
Bathrooms	2 full (one in three has only 1)	2 to 3 full, usually plus a half	5 full plus a half
Living space	about 1,600 sq ft	about 2,600 sq ft	about 3,850 sq ft
Lot	about 10,000 sq ft (0.23 acre)	about 12,500 sq ft (0.29 acre)	about 10,000 sq ft (0.23 acre)
Year built	1953	1966	2023
Most common styles	Ranch, split level, then colonial and cape	Colonial, then split level and bi-level	Colonial
Price per sq ft	about \$515	about \$460	about \$545
Homes for sale against sales	1.1 to 1.5 months of supply, and builders buying the same houses for the lot	2.9 months of supply; other families, few builders	5.1 months of supply; other new homes
Property tax at the 2025 rate	about \$11,000 in year one, settling near \$12,200	about \$14,800 in year one, settling near \$17,200	about \$29,000 in year one, settling near \$30,100
Expect to bring	Asking plus about 8% if there are other offers, and a fast decision	Asking, and up to 9% over on the house everyone wants	An offer below asking, and patience

Living space is the assessor's building area and understates finished basements.

THE TAX REALITY BELONGS IN THE BUDGET

- 1 Use about **1.45% of your purchase price** as the tax line in your budget, even if the listing shows less. On a new house, the tax shown on the listing can be the old house's bill.
- 2 Paramus reassesses every property every year. When you buy, the assessment on the books is typically **about 80% of your price**. A year later, it moves to **about 91%** of what you paid.
- 3 Then add **5% to 8% a year**, not 2%. That is what the average Paramus homeowner's bill has done while the rate was falling.

BEFORE YOU STRETCH

"Know what the next tier up buys before you stretch. Between \$850,000 and \$1.2 million it buys a bedroom, a bath and 1,000 square feet in a house fifteen years newer, and it takes you out of the builders' price range. Between \$1.2 million and \$2.1 million it buys a new house on the same size lot, with room to negotiate. If you are at \$850,000, decide early whether you are buying a home or a lot, because the seller's other offers may already have decided."

— ASHISH DESAI

06

PARAMUS BUYER GUIDE · 2026

THE GAME PLAN

01 BEFORE YOU LOOK

- **Pre-approval** done before you find the house, not after.
- **Your tax line.** About 1.45% of the price from page 5, not the figure on the listing.
- **Your market.** Know which side of \$1 million you are on and what a winning offer looks like there (page 3).
- **Your commute.** Price and time your own trip on njtransit.com, from the stop you would use, for a weekday morning (page 7).

02 WHEN YOU FIND THE HOUSE

- **Check the days on market** before the price (page 4).
- **Check the lot** (frontage, shape, corner or interior) as carefully as the house; it is what your competition is pricing.
- **On a new house,** ask for the final certificate of occupancy, the warranty certificate, and what assessment the tax figure on the listing is based on.
- **Order three extra checks:** a tank sweep, a sewer camera and an electrician's look at the panel. Together they cost under \$1,000.
- **Ask the two questions the disclosure form does not:** is there, or was there ever, an oil tank, and what is the water service line made of.

03 THE WEEK YOU GO UNDER CONTRACT

- **Get the seller's permit history** and the Borough's Certificate of Compliance from the Building Department (201-265-2100, ext. 2230). Every open construction permit must be closed before the Borough will schedule the resale inspection.
- **Confirm the school assignment by address** on the district's Find My School page, then with the district (201-261-7800), before you sign.
- **Run the FEMA flood map** by address, and get a flood insurance quote during attorney review if the house is near any stream.
- **Look up the water service line** on Veolia's map. If it is listed as lead, galvanized or unknown, call 1-800-422-5987.

“Three things to do the week you go under contract, not the week you move in. Get the seller's permit history from the Building Department, look the address up on Veolia's service line map and FEMA's flood map, and run it through the school district's lookup. Everything else can wait for the boxes to be unpacked.” — ASHISH DESAI



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SCHOOLS, SAFETY & THE COMMUTE

SCHOOLS · K-12, EIGHT SCHOOLS

3,532

STUDENTS, 2024-25

Down 9.3% from 2015-16

10.6

STUDENTS PER TEACHER

District figure

\$23,990

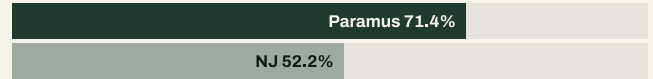
PER PUPIL, 2024-25

A cost figure, not a quality figure

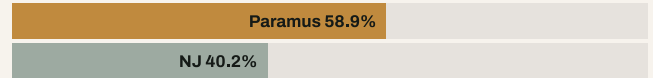
Paramus Public Schools runs eight schools: five elementary schools through grade 4, two middle schools for grades 5 to 8, and Paramus High School. The district assigns elementary and middle school by home address. Run the address through the district's lookup and confirm with the district before you sign a contract. Section 10 of the full report has the figures for each school.

NJSLA, MEETING OR EXCEEDING EXPECTATIONS, 2023-24 · DISTRICT VS. STATE

ELA



MATH



SAFETY · OFFENSES REPORTED TO THE FBI, 2025

9

VIOLENT OFFENSES

7 to 10 a year, 2022 through 2025

36

BURGLARIES

Includes stores and commercial sites

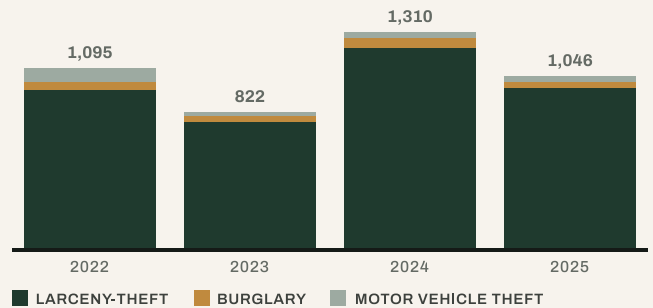
39

MOTOR VEHICLE THEFTS

Includes dealership lots and mall parking areas

Of 1,046 property offenses, 971 (92.8 percent) were larceny-theft, the category that includes shoplifting. Offenses are counted where they happen, including stores, mall parking decks and highways, while a rate divides by residents only. That is why a single Paramus rate misleads, and why none is printed here. These are offenses reported to police, not convictions.

PROPERTY OFFENSES REPORTED, BY TYPE



THE COMMUTE · NO TRAIN STATION IN TOWN

8

RAIL STATIONS NEARBY, NONE IN TOWN

A drive of three to six miles

56 min†

ROUTE 163 TO PORT AUTHORITY

From Paramus Road north of Century Road

25 to 32 min†

SHORTLINE TO PORT AUTHORITY

Scheduled, from Route 17 at Century Road

The bus is the in-town way to Manhattan. NJ Transit routes 162, 163, 164†, 168 and 144† run to the Port Authority Bus Terminal; routes 171 and 175 run to the George Washington Bridge Bus Station. Every nearby rail station goes to Hoboken, with a change at Secaucus Junction for New York Penn Station.

WHAT IT COSTS · STATION PARKING FOR A PARAMUS RESIDENT

Broadway (Fair Lawn), one lot, 80 spaces \$125 a year

New Bridge Landing (River Edge) \$155 a quarter

River Edge No non-resident parking

Glen Rock-Boro Hall \$100 a month

Radburn (Fair Lawn) \$125 a month

Oradell No non-resident parking

Driving to an office below 60th Street through the Lincoln Tunnel at peak is \$22.79 a day in tolls before parking†, about \$5,000 a year. NJ Transit fares go up 3 percent each July 1; check your own fare on njtransit.com.

† Figures marked with a dagger are best-effort research from published schedules or secondary sources. Verify them with the issuing office before relying on them.

THE LAST WORD

KNOW WHICH PARAMUS YOU ARE IN.

“The first thing I ask is which Paramus you are shopping in. Under \$1 million you are bidding against other families and sometimes a builder, and you should expect to pay asking or a little more. At \$2 million and up you are usually negotiating with a builder who has carrying costs, and asking price is where the conversation starts, not where it ends. The town-wide median describes neither of you.”

— ASHISH DESAI

DO THE READING

The full 104-page Paramus Market Report, every figure, method and source behind this guide, is free at ashishdesaigroup.com.

KNOW YOUR NUMBER

Pages 3 to 5: your market, your offer range, your tax line.

THEN CALL

One conversation about your specific search. No list-signup, no pressure.

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SOURCES, DISCLAIMERS & COPYRIGHT

Sources. Market, offer, calendar, inventory and budget figures: New Jersey Multiple Listing Service, closed, expired, withdrawn and active residential listings, Borough of Paramus, January 1, 2021 through October 2, 2026; analysis by Ashish Desai Group. Teardown figures: New Jersey Division of Taxation SR-1A deed records through June 2026, matched to the Borough of Paramus 2026 tax list. Living space, lot and year built: Borough of Paramus 2026 tax list; living space is the assessor's building area and understates finished basements. Taxes: New Jersey Division of Taxation, 2025 General Tax Rates, 2024 and 2025 Average Residential Statistics and Certification of Average Ratios for Tax Year 2026; 2026 rates were not yet published. Schools: NJ Department of Education School Performance Reports 2023-24 and each district's 2026-27 User Friendly Budget (per-pupil is a cost figure, not a quality figure). Safety: FBI Crime Data Explorer, calendar 2025 and prior years; counts are offenses reported, not convictions. Inspection, flood and resale certificate: Borough of Paramus Building Department and Borough Code; FEMA. Commute: NJ Transit, Coach USA/ShortLine published

schedules, and each borough's 2026 parking permit documents. Water service line: Veolia Water New Jersey. Full method and all 300+ citations: The Paramus Market Report, free at [ashishdesaigroup.com](https://www.ashishdesaigroup.com). † Daggered figures are best-effort research; verify with the issuing office before relying on them. **Data through October 2, 2026.**

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