



ASHISH DESAI
REAL ESTATE GROUP

BOROUGH OF PARAMUS · BERGEN COUNTY, NJ

PARAMUS

THE SELLER GUIDE · 2026

What a family will pay, what a builder will pay, and what you walk away with. From the 104-page Paramus Market Report.

PREPARED BY **ASHISH DESAI, REALTOR®** · KELLER WILLIAMS TOWN LIFE REALTY · NJ LICENSE #2672398
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 EQUAL HOUSING
OPPORTUNITY

SELLING IN NORTHERN

BERGEN COUNTY?

Before I sold houses I bought them at county auctions with my own money, in the corner of the market where a mistake is expensive and no one talks the property up. You learn two things there. The number is the number, whatever you hoped for. And the seller who has done the work before the buyer arrives is the one who keeps the premium.

That is the standard behind this guide and behind every listing I take. I have lived in New Jersey for years and raised my children here. I live in Paramus and know it as a resident, not just as a market, and I will tell you what your house is worth here, not what you want it to be worth.

21 yrs

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AT RISK

104 pgs

RESEARCH PER
TOWN

300+

SOURCES
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THE PARTNERSHIP

01

I'll price from the closed sales, and I'll show you both numbers: **what your house is worth to a family and what your lot is worth to a builder**, including when one of them is lower than you hoped.

02

You'll have a launch plan with dates and the inspection agenda a Paramus buyer will bring, and **every open permit will be closed before the photographer comes**.

03

You'll see a **net sheet, line by line**, before you sign anything.

ASHISH DESAI | REALTOR®

Call today 201-790-4664

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THE FULL 104-PAGE REPORT, FREE AT

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BOROUGH OF PARAMUS · BERGEN COUNTY, NJ

PARAMUS

THE SELLER GUIDE · 2026

“More than a third of the older homes that builders bought in Paramus never went on the market. When one of those owners gets a private offer, there is nothing to compare it with. The homes that were listed sold for a median of almost 3 percent over asking in two weeks. **Get two numbers, not one:** what your house is worth to a family, and what your lot is worth to a builder.”

— ASHISH DESAI

\$1.15M MEDIAN SALE PRICE, 2026 <i>Up 50% since 2021</i>	\$994K and \$2.34M EXISTING HOMES AND NEW CONSTRUCTION <i>Two markets; the median is neither</i>	206 TEARDOWN PURCHASES SINCE JANUARY 2020 <i>An older house bought and since replaced by a new one</i>	\$830,000 WHAT BUILDERS PAID FOR A TEARDOWN, 2025 <i>Median; \$795,000 in 2024</i>
36% TEARDOWN PURCHASES NOT FOUND ON THE LISTING SERVICE <i>More than a third, since 2021</i>	101.2% UNDER \$1 MILLION: WHAT BUYERS PAID VS. ASKING <i>Median 18 days on market</i>	5.1 months SUPPLY AT \$2 MILLION AND UP <i>Median sale 97.5% of asking after 40 days</i>	Half \$2 MILLION AND UP LISTINGS THAT CAME OFF THE MARKET <i>At least once without selling, since 2021</i>

THREE THINGS TO KNOW BEFORE YOU LIST

- 1 An original house here has two buyers, a family and a builder. Builders paid a median \$795,000 for a teardown in 2024 and \$830,000 in 2025. Know what your lot is worth before you answer anyone's letter. (Pages 2 and 4.)
- 2 Under \$1 million, your risk is not time. More than four listings in five sell, in about two and a half weeks. Coming out between February and April has been worth a few points of asking price. (Page 3.)
- 3 At \$2 million and up, price to the shelf. Half the listings since 2021 came off the market at least once without selling, and the ones that returned sold for less. (Pages 2 and 3.)

WHAT IS MY HOUSE WORTH HERE?

What Paramus buyers actually paid, by price band, from every closed sale from February 1, 2025 through October 2, 2026. Find your band, then find out whether your buyer is a family or a builder.

SELLING AT	SHARE OF SALES	BUYERS PAID	SOLD ABOVE ASKING	DAYS ON MARKET	DID NOT SELL, SINCE 2021
Under \$800K	18%	103.0%	58% 	16	16%
\$800K to \$1M	30%	101.1%	56% 	18	19%
\$1M to \$1.5M	18%	100.1%	52% 	20	36%
\$1.5M to \$2M	15%	99.0%	30% 	35	42%
\$2M and up	20%	97.5%	11% 	40	50%

Did not sell: share of listings since January 1, 2021 that expired or were withdrawn. Many were relisted and sold later.

IS IT A HOUSE OR A LOT?

YEAR OF PURCHASE	MEDIAN PAID FOR THE OLD HOUSE
2023	\$705,000
2024	\$795,000
2025	\$830,000

Since January 2020 the deed record shows 206 purchases of an older house that has since been replaced by a new one. Of the purchases since 2021, 36 percent cannot be found on the listing service. The ones that did go through it sold at a median 102.7 percent of asking in 14 days, and 60 percent sold above asking. The assessor's land value on your tax record, a median \$445,300 for these houses, is not what lots sold for. Builders pay for frontage, a rectangular shape and a lot of 9,375 sf or more. A corner lot is worth less to them than its area suggests.

THE COUNTERWEIGHT

"Since 2021, half of all listings at \$2 million and up ended without a sale: 114 sold, 37 expired and 75 were withdrawn. Many were relisted, so the true share that never sold is lower, but no other band comes close. A failed listing in Paramus usually means a house that was priced about 4 percent above what the market would pay, sat, came off, and came back. At \$2 million and up that happens to one listing in two."

— ASHISH DESAI

PRICE PER SQUARE FOOT: WHAT EACH BUYER IS COUNTING

\$850K

about \$515 per sq ft

3 beds, 2 baths, about 1,600 sq ft, 0.23 acre, built 1953

\$1.2M

about \$460 per sq ft

4 beds, 2 to 3 baths plus a half, about 2,600 sq ft, 0.29 acre, built 1966

\$2.1M

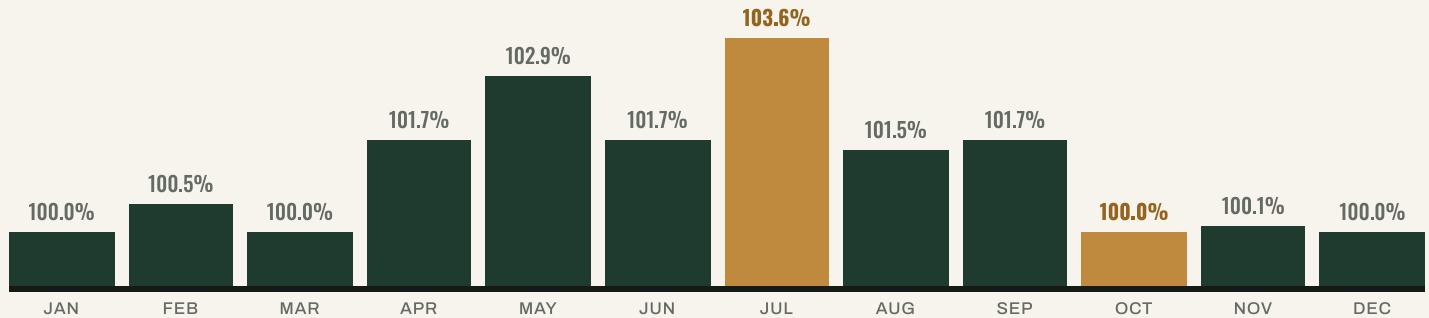
about \$545 per sq ft

6 beds, 5 baths plus a half, about 3,850 sq ft, 0.23 acre, built 2023

From the listing service and the Borough's 2026 tax list. A family pays by the square foot of house, and this is what yours is compared against. A builder does not count your square feet at all. A builder counts what the lot allows: on a 75 by 125 lot, about 4,690 sf without a hearing. Builders have paid 37 to 38 percent of the finished house price for the lot. If your house is small for its lot, the builder's number may be the higher one (page 4).

In Paramus the calendar means money under \$1 million and time above it. Know which one your house is in before you pick a month.

PERCENT OF ASKING PRICE PAID, BY CLOSING MONTH, HOMES LISTED UNDER \$1 MILLION



Value axis starts at 99%. Closings reflect offers written 45 to 60 days earlier. Sold homes under \$1 million that came to market in February went for a median 104.6 percent of asking and in April 103.5 percent; those that came out in July or September went for 100.0 percent. **Under \$1 million, come out between February and April.**

THE SAME CALENDAR FOR 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 · April to June closings: 98.3 percent of asking, 25 days. July to September: 96.1 percent, 30 days. October to December: 95.5 percent, 35 days. Almost nothing at this price closes in the first three months of the year.

THE LISTING WEEK

THURSDAY TO SUNDAY

Live for the weekend. 70 percent of the houses that sold had their first day of showings on a Thursday, Friday, Saturday or Sunday. Photographs, floor plan, disclosure and the pre-inspection file all posted on day one.

THE FIRST TWO WEEKENDS

Under \$1 million, 44 percent of sold houses had an accepted offer within 14 days, and the two most common single days were day 9 and day 14. Those houses sold for a median 108.3 percent of asking.

DAY 22

A house under \$1 million still available on day 22 sold at asking, and three times in four at or below it. The buyer can see the calendar too.

AT \$2 MILLION AND UP, PRICE TO THE SHELF

“Eighteen homes were for sale at \$2 million and up on October 2, 2026, against about three and a half sales a month. The median home at that level sold for 97.5 percent of asking after 40 days, and the discount widened as the year went on. A listing that fails and returns has sold, at the median, for about 4 percent less than its first asking price. Price for the buyer who is paying 7 percent on a mortgage, not the one who was paying 6.”

— ASHISH DESAI

CAVEAT Days on market is the time from listing to accepted offer. Attorney review, inspection and closing follow. Every percent of asking is the sold price divided by the final list price, so a house that cut its price before it sold looks a little stronger here than it was. Monthly figures are closings from 2021 through 2025.

WHAT YOUR BUYER IS LOOKING FOR

A family arrives with a checklist. A builder arrives with a number. Here is what each one is looking at, and how to negotiate with the second.

THE INSPECTION AGENDA, BY THE DECADE YOUR HOUSE WAS BUILT

1950s

FOUR IN TEN PARAMUS HOMES

Cast-iron waste lines, Federal Pacific or Zinsco panels, buried oil tank, asbestos floor tile

1960s and 1970s

1,838 HOMES

Aluminum wiring, lower-level baths or second kitchens built without permits, moisture in the lower level of a bi-level

Any age

EVERY BUYER

Permit history, the Borough's certificate, the flood disclosure

The three extra checks a Paramus buyer orders: a tank sweep, a sewer camera and an electrician's look at the panel. Together they cost under \$1,000. Order them yourself first (page 6).

THE TAX STORY, WHICH IS A SELLING POINT HERE

1.434%

EFFECTIVE TAX RATE, 2025

Lowest of the seven towns compared

~\$16,500

A YEAR ON A \$1,150,000 HOME

\$22,300 to \$28,300 in the other six

~1.45%

OF THE PRICE

What your buyer has been told to budget

Paramus reassesses every home every year, so your buyer's tax follows the price within a year or two and there is no large one-time correction waiting. Your buyer will work from the price, not from your bill. On a new house, put the current assessment on the listing; the tax line has often been the old house's bill, and buyers have been told to ask.

IF YOUR BUYER IS A BUILDER: HOW TO GET PAID FOR THE LOT

37 to 38%

OF THE FINISHED HOUSE PRICE IS WHAT BUILDERS PAID FOR THE LOT

Every year from 2022 through 2025

A builder is not buying your house. A builder is buying the first third of a new one, and new construction sold at a median \$2,340,000 in 2026.

- 1 Price your lot from their finished house.** Builders paid 37 to 38 percent of that year's new-home price for the lot in each year from 2022 through 2025. At the same share of \$2,340,000, a typical lot points to about \$870,000 to \$900,000 today. The assessor's land value on your tax record, a median \$445,300 for these houses, is not that number.
- 2 Put it where builders look.** Builders and their agents work from the listing service. A sign on the lawn or a for-sale-by-owner posting reaches a few of them, and one builder at your door is a price, not a market. Of the purchases since 2021, 36 percent cannot be found on the listing service. The houses that did go through it sold at a median 102.7 percent of asking in 14 days.
- 3 Price to start a contest.** Ask at the top of what lots like yours have sold for, not above it. A price higher than any recorded lot sale brings one low private offer, or none. A price builders recognize brings several in the same week, and 60 percent of the listed houses sold above asking.
- 4 Sell what a builder pays extra for, and answer the first question before it is asked.** Width, a rectangular shape and an interior position: in 2024 and 2025 the median was \$840,000 in the R-100 zone against \$805,000 in R-75, and lots of 12,500 sq ft or more sold for \$680,000 to \$950,000. Every builder will ask whether the lot builds without a variance. Confirm it with the Zoning Officer (201-265-2100 ext. 2237) and put the answer in the listing.
- 5 Compare terms, not only price.** The old house was bought at a median \$653,500 and the new one sold at a median \$2,025,000, 19 months apart, before the builder's costs, so there is room to negotiate. A builder does not ask for repairs and is not depending on an appraisal of the house. In exchange, an offer may ask for a long study period, a closing tied to permits, or the right to assign the contract. Have your attorney weigh each one.
- 6 Do not renovate, repair or draw plans for them.** A buyer who will demolish does not need the kitchen to work and will not pay for an architect's drawings. Plans and repairs help only if your buyer is a family. Spend on what both want settled: the tank sweep and the open permits.

WHAT I TELL MY SELLERS

"In Paramus the question is rarely whether the house has a 1950s problem. It is which ones have already been fixed. A tank sweep, a sewer camera and an electrician's look at the panel answer the three questions a general inspection cannot. Then close your permits. The Borough will not schedule the resale inspection until every open construction permit is closed, and in a 70-year-old house that is the item most likely to delay a closing."

— ASHISH DESAI

DISCLOSURE AND THE PROCESS

What you must tell a buyer, what the Borough and the state require at resale, and where Paramus deals get renegotiated. Not legal advice; your attorney runs the contract.

WHAT YOU MUST DISCLOSE

Known defects. New Jersey sellers must disclose known latent defects, the ones a buyer cannot see, whatever form you use.

Flood risk. Since March 20, 2024, every seller must answer the Flood Risk questions on the property condition disclosure: whether the property is in a FEMA special or moderate flood hazard area, and anything you actually know about flooding. Saddle River and Sprout Brook corridors, check the map.

Lead paint. Pre-1978 houses, about three of every four Paramus homes, require the federal lead disclosure and pamphlet.

The tank. If there is or was an underground oil tank, say so and produce the paperwork.

WHAT THE BOROUGH AND THE STATE REQUIRE AT RESALE

Paramus requires an application for a Certificate of Compliance before a home is sold. The seller applies to the Building Department. The fee is \$100.

All open construction permits must be closed at least one week before the Borough will schedule the inspection. Inspections are held Monday through Friday, 9:00 am to 12:00 pm.

The inspector checks smoke and carbon monoxide alarms, the house number, the Borough-issued garbage and recycling containers, the fence around any pool, and a warning label at the electrical panel if the house has a generator, solar panels or battery storage. Hardwired alarms from the original construction may not be swapped for battery units.

Mount a fire extinguisher within 10 feet of the kitchen. The State rule requires one at sale; the Borough's guideline sheet calls it recommended.

Realty transfer fee and the graduated fee above \$1 million, both paid by the seller (page 7).

GIT/REP: New Jersey residents sign a residency certification at closing; sellers moving out of state prepay estimated income tax at closing.†

WHERE DEALS GET RENEGOTIATED

Attorney review. Three business days after both sides sign, either side can cancel without cause.

Inspection. Even a 'waived' inspection usually keeps a right to walk. The pre-inspection file (page 6) is what keeps the number where it was.

Appraisal. Under \$1 million, one sale in four went at least 10 percent over asking. At that level appraisal-gap language matters. Know whether your buyer's offer carries it.

Open permits. A 1950s house often has a permit that was opened and never closed, or work done with no permit at all. Pull your permit history at the Building Department before you list.

The \$2 million line. A sale at \$2,000,000 carries a \$20,000 graduated fee and a sale at \$2,000,001 carries \$40,000, because the percentage applies to the whole price. Know it before you counter.

CAVEAT This page summarizes public requirements as of October 2026 and is not legal advice. Items marked † rest on sources that could not be independently confirmed; confirm with your attorney and the Borough of Paramus Building Department, 201-265-2100, ext. 2230.

01

SIX WEEKS OUT

- Two numbers: the family price from closed sales in your band, and the builder's price from what lots like yours sold for in the last twelve months
- If the lot may go to a builder: the Zoning Officer's answer on whether it builds without a variance, in writing
- Permit history pulled at the Building Department; every open permit closed first
- Disclosure statement drafted, flood questions answered
- Declutter, paint, light, lawn; no renovations
- If a builder writes or calls first: no answer until both numbers are in hand (page 4)
- Net sheet, line by line (page 7)
- Tank sweep, sewer camera, electrician's look at the panel
- Certificate of Compliance application filed once the permits are closed
- Photographs and floor plan

02

LAUNCH WEEK

- Live on the MLS for the weekend with the full file posted
- Any private offer for the lot weighed against the open-market offers, not before them
- Accept; attorney review begins
- Weekend open house, second showings the following weekend
- Compare price, terms, deposit, appraisal gap, contingencies and closing date together

03

CONTRACT TO CLOSING

- Attorney review, three business days
- Appraisal
- Final walk-through
- Inspection window; respond from the pre-inspection file
- Borough certificate inspection, a weekday morning
- Closing



Do not rely on your own sense of what the house is worth. Ask for closed sales of houses like yours from the last six months, and for what lots like yours have actually sold for.” — ASHISH DESAI



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WHAT YOU WALK AWAY WITH

A worked net sheet on the median \$1.15 million Paramus sale. Substitute your own numbers; the structure is the point.

LINE	AMOUNT	NOTE
Sale price	\$1,150,000	Median 2026 Paramus sale (page 1)
Realty transfer fee	\$11,390	State schedule for sales over \$350,000, paid by seller
Graduated fee above \$1M	\$11,500	1% of the whole price for sales above \$1M up to \$2M, paid by seller since July 10, 2025; 2% to 3.5% above \$2M
Brokerage compensation	<i>per listing agreement</i>	Discussed at the listing appointment
Attorney	~\$2,000†	Typical range in Bergen County
Pre-inspection file	~\$1,000†	Tank sweep, sewer camera, electrician's look at the panel, Borough certificate fee
Repairs and credits	<i>your number</i>	From the inspection response
Mortgage payoff	<i>your balance</i>	Two of every five Paramus owners have no mortgage
Estimated proceeds before tax	<i>sale price less the lines above</i>	

THE TAX ON THE GAIN

If you bought in 2005 for \$500,000 (an assumption, substitute yours) your gain before selling costs is about \$650,000. A married couple filing jointly excludes \$500,000 of gain on a primary residence; a single filer excludes \$250,000. Selling costs and documented improvements reduce the gain further. Many long-tenure Paramus sellers owe little or nothing; some owe tax on the remainder. **Your accountant runs this, before you price, not after you close.**

SEQUENCING THE NEXT HOUSE

"Two-thirds of Paramus's owners have been in the house since before 2010, and two of every five owe nothing on it. You are choosing when to sell, not being forced to, so choose the order. Under \$1 million the median house is under contract in 18 days: sell first and buy with cash in hand, or ask to stay a few weeks after closing. At \$2 million and up the median is 40 days and half the listings did not sell the first time, so do not commit to the next house on the assumption that this one closes on schedule. If you are moving out of state, the estimated tax is prepaid at closing; plan the cash."

— ASHISH DESAI

CAVEAT Fees from the New Jersey Division of Taxation schedule as of October 2026. Items marked † are typical ranges, not quotes. Tax treatment depends on your facts; this is not tax advice.

THE LAST WORD

GET TWO NUMBERS, NOT ONE.

“A letter or a knock on the door offering to buy your house as is, no commission, is an offer for your lot. Get two numbers, not one: what your house is worth to a family and what your lot is worth to a builder, and test the open market before you answer anyone’s letter. You can still take the private offer; you should know what you are giving up first.”

— 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 NUMBERS

Pages 2 and 7: your band, your lot, your net sheet.

THEN CALL

One conversation about your house and your timing. No list-signup, no pressure.

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Sources. Sale, price-band, seasonality, days-on-market, listing-week, inventory and expired/withdrawn figures: New Jersey Multiple Listing Service, closed, expired, withdrawn and active residential listings in the Borough of Paramus, January 1, 2021 through October 2, 2026; analysis by Ashish Desai Group. Teardown purchases and lot prices: New Jersey Division of Taxation, SR-1A deed records for Paramus, 2020 through June 2026, matched to the Borough of Paramus 2026 tax list. Budget profiles and year built: NJMLS closed sales and the Borough of Paramus 2026 tax list. Zoning and lot standards: Borough of Paramus Code, Chapter 429, and the Borough's residential zoning handout. Tax rate and comparison: NJ Division of Taxation, 2025 General Tax Rates and 2025 Average Residential Statistics; reassessment history for Paramus. Inspection agenda: Paramus Market Report §15. Resale certificate: Borough of Paramus Code, Chapter 197 and § A460-14A; Borough of Paramus Building Department, resale guideline sheet and application; N.J.A.C. 5:70-2.3. Commute and parking: NJ Transit station pages and each borough's 2026 parking documents; Paramus Market Report §16. Tenure and mortgage status: U.S. Census Bureau, ACS 2020 to 2024. Realty transfer fee and graduated fee: NJ Division of Taxation, Realty

Transfer Fee schedule; P.L. 2025, c.69, effective July 10, 2025. Flood disclosure: P.L. 2023, c. 93, effective March 20, 2024; NJ REALTORS® Seller's Property Condition Disclosure Statement, Flood Risk section. Lead: 42 U.S.C. § 4852d. Mortgage rate: Freddie Mac Primary Mortgage Market Survey, October 1, 2026. **Data through October 2, 2026.** Full citations in the Paramus Market Report, Data & Citations, free at ashishdesaigroup.com.

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