



ASHISH DESAI
REAL ESTATE GROUP

VILLAGE OF RIDGEWOOD · BERGEN COUNTY, NJ

RIDGEWOOD

THE SELLER GUIDE · 2026

What the market will pay, how to collect all of it, and what you walk away with. From the 84-page Ridgewood Market Report.

PREPARED BY **ASHISH DESAI, REALTOR®** · KELLER WILLIAMS TOWN LIFE REALTY · NJ LICENSE #2672398
201-790-4664 · ashish@ashishdesaigroup.com

 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 know Ridgewood 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

BIG TECH &
FINANCE

Investor

OWN CAPITAL
AT RISK

84 pgs

RESEARCH PER
TOWN

260+

SOURCES
CITED

THE PARTNERSHIP

01

I'll price from the closed sales, not the neighbor's asking price, and I'll show you the comparables, including when the number is lower than you hoped.

02

You'll have a launch plan with dates, and the inspection agenda a Ridgewood buyer will bring, 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 · ashish@ashishdesaigroup.com

THE FULL 84-PAGE REPORT, FREE AT

ashishdesaigroup.com

KELLER WILLIAMS TOWN LIFE REALTY · NJ LICENSE #2672398

EACH OFFICE IS INDEPENDENTLY OWNED AND OPERATED

🏠 EQUAL HOUSING OPPORTUNITY · © 2026 THE ASHISH DESAI GROUP

VILLAGE OF RIDGEWOOD · BERGEN COUNTY, NJ

RIDGEWOOD

THE SELLER GUIDE · 2026



“Ridgewood pays a premium for a house that is priced to the market, launched on the calendar and ready to be inspected. It does not rescue a house priced above it. One listing in five since 2021 came off the market unsold, and those carried the highest asking prices of any group.”

— ASHISH DESAI

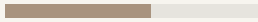
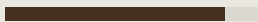
\$1.46M MEDIAN SALE PRICE, 2026 <i>Up 64% since 2021</i>	111% WHAT BUYERS PAID VS. ASKING <i>3 in 4 homes sold above asking</i>	11 days LISTING TO ACCEPTED OFFER <i>Unchanged for six years</i>	12 HOMES FOR SALE ON AUG 29 <i>Under three weeks of supply</i>
1 in 5 LISTINGS THAT DID NOT SELL <i>Expired or withdrawn since 2021; highest asking prices of any group</i>	\$800K–\$2.5M WHERE THE PREMIUM IS <i>Above and below, homes sell near asking</i>	12.7 pts JUNE PEAK VS. JANUARY TROUGH <i>About \$150,000 on a \$1.2M house</i>	2027 FIRST REVALUATION SINCE 2008 <i>Your buyer has been told to model it</i>

THREE THINGS TO KNOW BEFORE YOU LIST

- 1 The premium is real but it has edges. Between \$800,000 and \$2.5 million, buyers paid 11 to 13 percent over asking. Above and below, they paid asking. Know which market your house is in. (Page 2.)
- 2 The calendar is worth more than any renovation you could finish before listing. Offers written in spring face the most competition; late autumn the least. (Page 3.)
- 3 The tax on your listing sheet is about to change. Buyers are modeling the 2027 revaluation; sell them a house with no surprises in it. (Page 4.)

WHAT IS MY HOUSE WORTH HERE?

What Ridgewood buyers actually paid, by price band and by bedroom count, from every closed sale since January 2025. Find your band before you pick a number.

SELLING AT	SHARE OF SALES	BUYERS PAID	SOLD ABOVE ASKING	DAYS TO CONTRACT
Under \$800K	9%	100% of asking	57% 	~16
\$800K–\$1.2M	34%	+11%	85% 	~12
\$1.2M–\$1.8M	26%	+13%	86% 	~12
\$1.8M–\$2.5M	22%	+11%	76% 	~9
\$2.5M+	9%	Near asking	58% 	~14

BY BEDROOM COUNT

BEDROOMS	MEDIAN SALE	BUYERS PAID	DAYS
3 bedrooms	\$975,000 median	+12.5%	11 days
4 bedrooms	\$1,300,000	+12.5%	12 days
5 or more	\$2,100,000	+4.8%	13 days

Five-bedroom homes sit at the top of the price range and sell much closer to asking. If yours is one, price it as a top-of-market house, not as a bigger four-bedroom.

THE COUNTERWEIGHT

“About one Ridgewood listing in five since 2021 expired or was withdrawn. As a group they carried the highest asking prices of any set of listings, well above what actually closed. The market pays 11 percent over asking for a house priced to it. It does not rescue a house priced above it, and the price cut that follows is read by every buyer as a signal.”

— ASHISH DESAI

WHAT SOLD AT EACH BUDGET

\$1.0M

3 beds, 2 baths, ~1,800 sq ft, 0.21 acre, built 1950

\$1.4M

4 beds, 2–2.5 baths, ~2,400 sq ft, 0.24 acre, built 1935

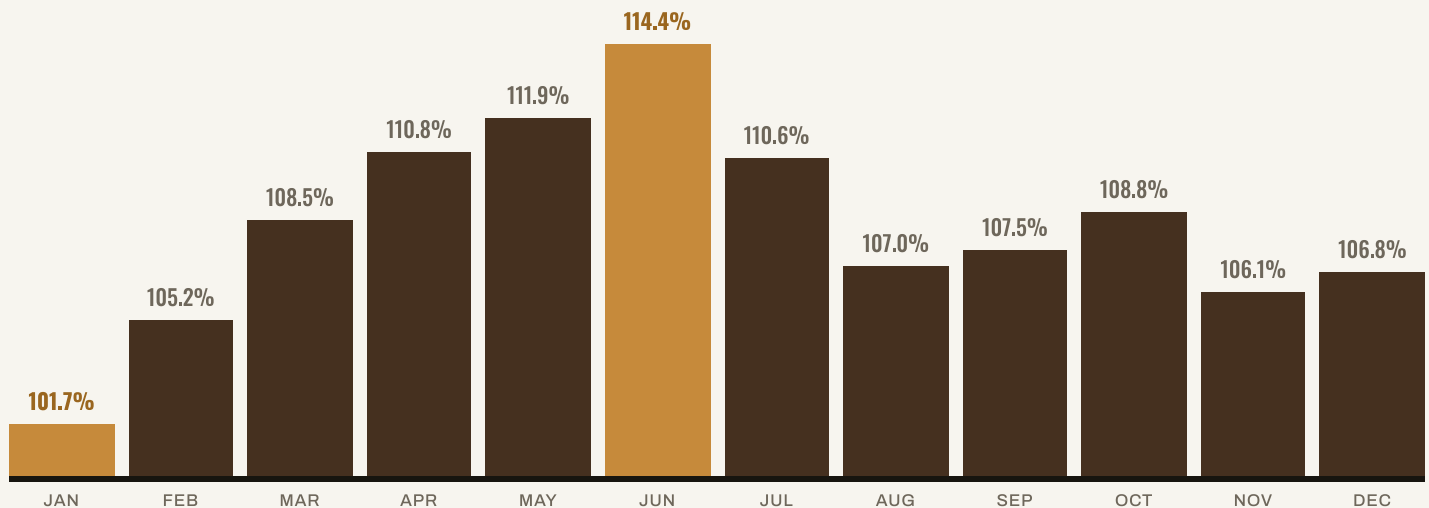
\$2.0M

4–5 beds, 3 baths, ~3,100 sq ft, 0.34 acre, built 1928

From the county deed record. This is what your buyer compares your house against.

A Ridgewood listing is sold in its first weekend or it is repriced. The calendar and the launch week decide which.

PERCENT OF ASKING PRICE PAID, BY CLOSING MONTH



Closings reflect offers written 45 to 60 days earlier. The June peak is April and May contracts. List into spring; if you must list in winter, you compete less and so do your buyers.

THE LISTING WEEK

THURSDAY

Live on the MLS. Photographs, floor plan, disclosure and the pre-inspection file all posted on day one. Sixteen of nineteen September listings launched Thursday to Saturday.

SATURDAY–SUNDAY

Open house. Most buyers who will bid see the house this weekend; a second showing happens inside it.

MONDAY–TUESDAY

Offers due. Highest and best, then attorney review. The accepted offer typically shows on the MLS by Friday, day 7 to 9.

WHY TESTING THE MARKET IS THE EXPENSIVE STRATEGY

“In a market that answers in eleven days, an overpriced house is identified by the first Monday. The listing then sits past the two-week mark, the showings thin, and the eventual reduction lands below where an honest first price would have sold. The expired-and-withdrawn group is who tested the market. Price to it on Thursday.”

— ASHISH DESAI

CAVEAT Days to contract is measured from the listing date to the accepted offer on the MLS. Attorney review, inspection and closing follow. A Ridgewood closing is typically 45 to 60 days after the offer.

WHAT YOUR BUYER IS LOOKING FOR

Ridgewood buyers arrive with a checklist. The full report gave it to them. Here is what is on it, so nothing on your side is a surprise.

THE INSPECTION AGENDA, BY THE DECADE YOUR HOUSE WAS BUILT

Pre-1950

MOST OF RIDGEWOOD

Oil tanks, original plumbing, older wiring, slate roofs

1950s–1970s

THE SECOND WAVE

Galvanized supply lines, electrical panels, asbestos

Any age

EVERY BUYER

Sewer line, radon, basement water, open permits

The three specialist inspections a Ridgewood buyer orders: tank sweep, sewer scope, radon. Order them yourself first (page 6).

THE TAX RESET THEY HAVE BEEN TOLD TO MODEL

2027

FIRST REVALUATION SINCE 2008

~51%

WHAT RECENT BUYERS ARE ASSESSED AT VS. WHAT THEY PAID

~19%

IMPLIED INCREASE AFTER THE RESET, BEFORE BUDGET GROWTH

Your buyer will budget about 2 percent of price for taxes, not the number on your listing sheet. Expect the question; answer it with the assessment card and the revaluation notice.

THE COMMUTE AND THE PARKING QUESTION

46–51 min

RIDGEWOOD TO HOBOKEN, TYPICAL WEEKDAY

\$362

MONTHLY PASS TO NEW YORK

\$1,500

RESIDENT STATION PREMIUM PERMIT, IF AVAILABLE

Walking distance to the station is part of your price. Put it on the listing sheet in minutes, and know the parking answer before the open house.

WHAT I TELL MY SELLERS

“Buyers here routinely waive contingencies, which means they are pricing the unknowns into the offer. A seller who has already swept for a tank, scoped the sewer line and documented the electrical takes the unknowns out, and the premium goes up with the certainty. The file you hand a buyer on Thursday is worth more than the kitchen you did not have time to finish.”

— ASHISH DESAI

DISCLOSURE AND THE PROCESS

What you must tell a buyer, what the state requires at resale, and where Ridgewood 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. Ho-Ho-Kus Brook and Saddle River corridors, check the map.

Lead paint. Pre-1978 houses, which is most of Ridgewood, 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 STATE REQUIRES AT RESALE

Ridgewood does not issue a certificate of occupancy for a one- or two-family resale.

The state certificate for smoke alarms, carbon monoxide alarms and a portable fire extinguisher is required before any change of occupancy. State fee \$45 if filed more than ten business days ahead, \$90 at four to ten, \$161 under four.†

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. In Ridgewood this is where terms are reopened, not the inspection.

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. At 11 percent over asking, appraisal-gap language matters. Know whether your buyer’s offer carries it.

Open permits. The title company will find them. Close them before you list.

CAVEAT This page summarizes public requirements as of September 2026 and is not legal advice. Items marked † rest on sources that could not be independently confirmed; confirm with your attorney and the Village of Ridgewood Bureau of Fire Prevention.

01

SIX WEEKS OUT

- Listing appointment: comparables, price, net sheet and calendar reviewed together
- Net sheet, line by line (page 7)
- Open-permit search and closure
- Smoke, CO and extinguisher certificate application filed
- Photographs and floor plan
- Pricing from closed sales in your band, not from asking prices
- Tank sweep, sewer scope, radon test, electrical walk-through
- Disclosure statement drafted, flood questions answered
- Declutter, paint, light, lawn; no renovations
- Listing copy written to the inspection file: year built, systems, permits, minutes to the station

02

LAUNCH WEEK

- Agent preview and buyer-agent outreach the day before launch
- Listing syndicated from the MLS to the major portals; open house advertised for the first weekend
- Offers due Monday or Tuesday
- Accept; attorney review begins
- Thursday live on the MLS with the full file posted
- Weekend open house, second showings inside it
- Highest and best; 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
- Certificate inspection scheduled
- Closing, typically 45 to 60 days after the offer

“ The sellers who collect the whole premium are not the ones with the best house. They are the ones whose house had no unanswered questions on Thursday.” — ASHISH DESAI



ASHISH DESAI / REALTOR®

KELLER WILLIAMS TOWN LIFE REALTY • NJ LICENSE #2672398

201-790-4664 • ashish@ashishdesaigroup.com

82 N Summit Street, 2nd Floor, Tenafly, NJ 07670

ASHISHDESAIGROUP.COM

WHAT YOU WALK AWAY WITH

A worked net sheet on the median \$1.46 million Ridgewood sale. Substitute your own numbers; the structure is the point.

LINE	AMOUNT	NOTE
Sale price	\$1,460,000	Median 2026 Ridgewood sale (page 1)
Realty transfer fee	\$15,141	State schedule, paid by seller
Graduated fee above \$1M	\$14,600	A second state fee on sales over \$1 million, charged on the full price, not only the amount above \$1M. 1% from \$1M to \$2M; 2% to 3.5% above \$2M. Formerly the buyer's "mansion tax"; paid by the seller since July 10, 2025
Brokerage compensation	\$36,500	2.5% shown for illustration only. Compensation is not set by law and is negotiable; yours is set in the listing agreement
Attorney	~\$2,000†	Typical range in Bergen County
Pre-inspection file	~\$1,000†	Tank sweep, sewer scope, radon, certificate fee
Repairs and credits	your number	From the inspection response
Mortgage payoff	your balance	About 7 in 10 Ridgewood owners carry one
Estimated proceeds before tax	sale price less the lines above	

THE TAX ON THE GAIN

If you bought in 2005 for \$800,000 (an assumption, substitute yours) your gain before selling costs is about \$660,000. 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 Ridgewood 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

"Half of Ridgewood's owners have been in place since before 2010, and most are selling to go somewhere. In a market that answers in eleven days, sell first and buy with cash in hand, or negotiate a rent-back of 30 to 60 days; a purchase contingent on your sale rarely wins here. 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 September 2026. Items marked † are typical ranges, not quotes. Tax treatment depends on your facts; this is not tax advice.

THE LAST WORD

PRICE IT TO THE MARKET, NOT TO THE NEIGHBOR.

“Ridgewood will pay you a premium. It pays it on the first weekend, to a house priced to the closed sales, launched on the calendar and ready to be inspected. Everything in this guide is about being that house.”

— ASHISH DESAI

DO THE READING

The full 84-page Ridgewood Market Report, every figure, method and source behind this guide, is free at ashishdesaigroup.com.

KNOW YOUR NUMBER

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

THEN CALL

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

CALL 201-790-4664

EMAIL ASHISH

ASHISH DESAI / REALTOR® · FOUNDER

KELLER WILLIAMS TOWN LIFE REALTY · NJ LICENSE
#2672398

Direct 201-790-4664 · Office 201-894-8004 ·

ashish@ashishdesaigroup.com

82 N Summit Street, 2nd Floor, Tenafly, NJ 07670

THE FULL REPORT, FREE AT

ashishdesaigroup.com



SOURCES, DISCLAIMERS & COPYRIGHT

Sources. Sale, price-band, bedroom, seasonality, days-to-contract and expired/withdrawn figures: New Jersey Multiple Listing Service, closed residential sales in the Village of Ridgewood, January 1, 2021 through August 29, 2026; analysis by Ashish Desai Group. Budget profiles: Bergen County deed records, 2025–2026. Revaluation: Village of Ridgewood Assessor and Appraisal Systems, Inc.; NJ Division of Taxation 2026 certified ratio. Inspection agenda: Ridgewood Market Report §12. Commute and parking: NJ Transit schedule and fares effective July 1, 2026; Village of Ridgewood Parking Utility. Tenure and mortgage status: U.S. Census Bureau, ACS 2020–2024. Realty transfer fee and graduated fee: NJ Division of Taxation, Realty Transfer Fee schedule; P.L. 2025 fee change effective July 10, 2025. Resale certificate: N.J.A.C. 5:70-2.3 and 5:70-2.9; Village of Ridgewood Building Department. Flood disclosure: New Jersey flood-risk disclosure requirement effective March 20, 2024; NJ REALTORS® Seller's Property Condition Disclosure Statement, Flood Risk section. Lead: 42 U.S.C. § 4852d. Listing-week pattern: NJMLS hot sheet, September 18, 2026 (n=19). Full citations in the Ridgewood Market Report, Data & Citations, free at ashishdesaigroup.com.

Disclaimers. The Ashish Desai Group is a team of real estate licensees affiliated with Keller Williams Town Life, a licensed real estate brokerage that abides by equal housing opportunity laws; it is not a licensed real estate brokerage. All material is for informational purposes only, compiled from sources deemed reliable but subject to errors, omissions and changes without notice; no statement is made as to the accuracy of any description. Nothing herein is legal, tax, accounting or other professional advice outside the realm of real estate brokerage. Not intended to solicit property already listed. The Ashish Desai Group fully supports the principles of the Fair Housing Act and the Equal Opportunity Act. New Jersey Consumer Information Statement available at njrealtor.com and on request.

Cover photograph. Van Dien House, 627 Grove Street, Ridgewood (National Register of Historic Places). Photo: KLOTZPLATE, CC BY-SA 4.0, via Wikimedia Commons; toned and cropped. Page 1 photograph: Vanderbeck House, 249 Prospect Street, Ridgewood (National Register of Historic Places). Photo: KLOTZPLATE, CC BY-SA 4.0, via Wikimedia Commons; toned and cropped.

© 2026 Ashish Desai, The Ashish Desai Real Estate Group. All rights reserved. Keller Williams Town Life Realty, 82 N Summit Street, 2nd Floor, Tenafly, NJ 07670. Each Keller Williams office is independently owned and operated. Equal Housing Opportunity.

