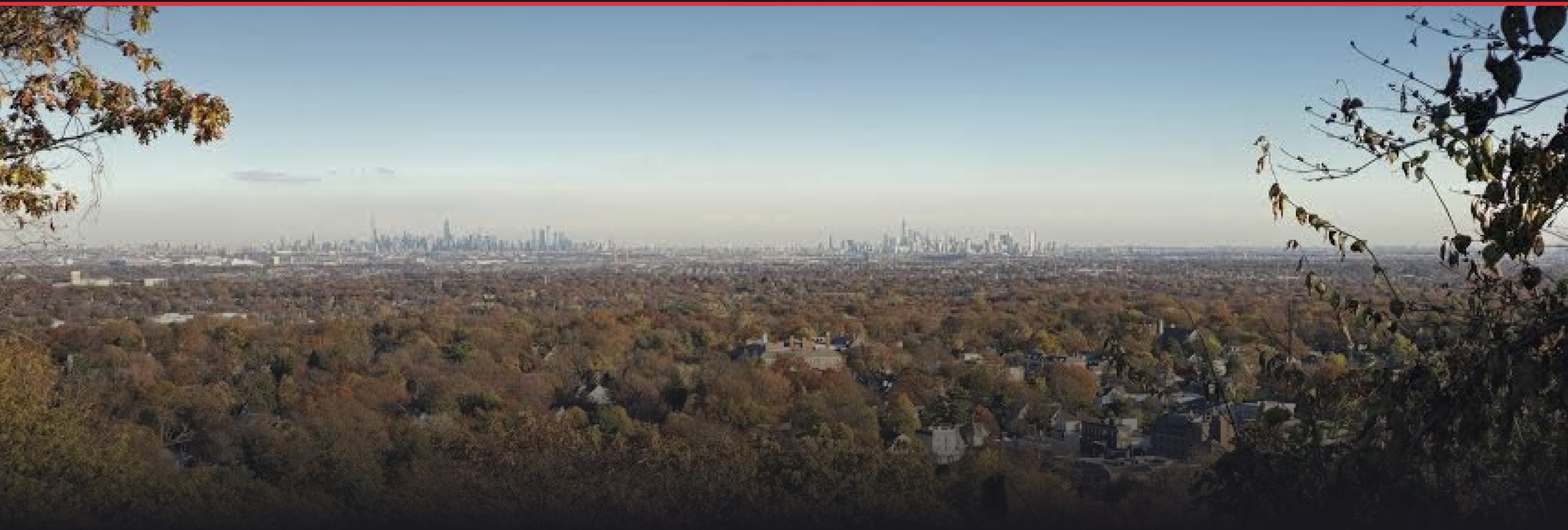
NC NANCY CHU HOMES

2026
EDITION



FOR BUYERS MOVING OUT OF MANHATTAN · BROOKLYN · QUEENS · THE BRONX · HOBOKEN · JERSEY CITY

Moving to Glen Ridge?

A house listed under a million dollars is not a million dollar house.

The honest guide to what homes actually sell for in Glen Ridge, why the list price is the least reliable number in the borough, and how rarely anything comes up at all.

KELLER WILLIAMS NJ METRO GROUP

Nancy Chu Homes · 237 Lorraine Avenue, Upper Montclair, New Jersey · nancychuhomes.com

64 CLOSINGS, GSMLS
16 SEP 2025 TO 16 SEP 2026

GLEN RIDGE BOROUGH · ONE SQUARE MILE · ESSEX COUNTY, NEW JERSEY

How to use this later

You are probably not buying this week. Most people who download this are three months to a year out, and that is exactly the right time to be reading it.

Do not try to absorb the whole thing now. Here is what each part is for, and when to come back to it.

WHEN THIS HAPPENS	OPEN THIS
You have sixty seconds and want the whole picture	**Pages 3 and 4**
A listing price does not make sense to you	**Page 4**
You are setting your search filters, or nothing is coming up	**Pages 5 to 8**
You are working out how you would actually reach the platform	**Pages 9 to 11**
You are getting ready to write an offer	**Pages 13, 14 and 16**

Most people reading this have never bought a house before. Nothing in here assumes you have, and anything with a name that nobody explains gets explained on the page where it comes up.

IF THIS IS YOUR FIRST PURCHASE

You are not behind. Three to twelve months out is exactly when to be reading this.

Save the guide, and save the number. The moment most buyers want a straight answer is a weeknight when a house has just appeared, offers are due Monday, and the list price does not make sense.

TEXT OR CALL NANCY CHU HOMES

917.992.3098

If you read nothing else, read this.

Glen Ridge sold 64 homes last year. 61 went for more than the seller originally asked.

THE MEDIAN GLEN RIDGE HOME SOLD LAST YEAR

$1,465,000 MEDIAN SOLD	**$1,197,000** MEDIAN ORIGINAL LIST	**128.0%** SALE TO ORIGINAL LIST
14 MEDIAN DAYS ON MARKET	**$22,546** MEDIAN ANNUAL TAX BILL	**3 of 64** SOLD BELOW THE ORIGINAL ASK

GSMLS, Glen Ridge Boro, single-family, non-distressed, three bedrooms and up, closings 16 Sep 2025 to 16 Sep 2026, n=64.

TWO PRICE CUTS IN THE ENTIRE YEAR

Two listings in the whole year took a price cut. Waiting for the price to come down is not a strategy that has worked here.

FOR COMPARISON

The hottest band of the Bloomfield market, homes above $900,000, ran 125%. That is Glen Ridge's average, across every price point.

IF YOU TAKE ONE THING FROM THIS GUIDE

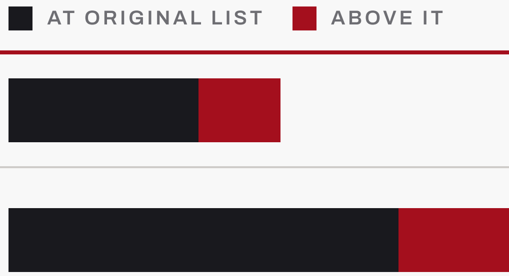
The list price here is not an asking price and it is not a ceiling. It is an opening number.

AND THIS IS NOT SOMETHING YOU DID WRONG

The rest of this guide is about what that number is actually signalling. It starts on page 4.

A low list price is a signal of competition, not of affordability.

Twenty-nine of last year's sixty-four homes were listed under a million dollars. Here is where they ended up.



HOW IT WAS LISTED	MEDIAN SOLD	TO ORIG. LIST
Under $1,000,000 29 sold · listed at a median of $799,000	**$1,150,000**	**137.0%**
$1,000,000 or more 35 sold · listed at a median of $1,645,000	**$2,124,000**	**122.2%**

Bar length is the median sold price. The crimson segment is the share of it that came in above the original list price. GSMLS closings 16 Sep 2025 to 16 Sep 2026, n=64.

OF THE 29 HOMES LISTED UNDER A MILLION DOLLARS, 18 SOLD FOR A MILLION OR MORE

That is 62%. Eight of them, better than one in four, sold for over $1.3 million. A $799,000 Glen Ridge listing has a median outcome of $1,150,000.

THE HOUSES ABOVE A MILLION BID SOFTEST

At 122.2%. They are priced closer to what they are worth and they draw a smaller, more serious crowd.

WHY THIS IS THE MOST EXPENSIVE THING TO MISREAD

Listing below a round number attracts a bigger crowd, and a bigger crowd sets a higher number. The buyer who gets hurt is the one with roughly $900,000 who sees a $799,000 listing and believes they have headroom.

They do not. They are looking at the most competitive listings in the borough.

Read the middle row.

WHAT YOU SPEND	HOMES	MEDIAN ORIG. LIST	MEDIAN SOLD	TO ORIG. LIST	TYPICAL SIZE	MEDIAN TAX
$900,000 to $1.3M	16	$874,000	**$1,195,000**	**131.8%**	1,895 sq ft	$19,512
$1.3M to $1.8M	14	$987,000	**$1,430,250**	**141.1%**	2,080 sq ft	$20,192
$1.8M and above	26	$1,724,000	**$2,270,264**	**120.6%**	3,384 sq ft	$34,304

GSMLS closings 16 Sep 2025 to 16 Sep 2026. Eight sales below $900,000 are not reported, too few to be meaningful. Square footage from Nancy Chu Homes' comps records, same closings.

THE HARDEST-BIDDING BAND IS THE ONE THAT LOOKS MOST AFFORDABLE

Those fourteen homes in the middle row were listed at a median of $987,000 and sold at a median of $1,430,250. Listed under a million, sold at one and a half times that. If you are searching with a filter set at a million dollars, this is the band you are looking at.

NOW READ THE TAX COLUMN

The jump from the middle band to the top is not proportional. Sold prices roughly 1.6 times, tax bills roughly 1.7 times, from $20,192 to $34,304. The tax bill is a second purchase decision and it does not scale gently.

MORE ON THAT

What the tax bill actually means, and why the average is useless for the house you are standing in, is page 12.

You do not have to memorise any of this. The one number worth knowing before you start searching is the most you can actually pay, because in Glen Ridge the list prices you are looking at are not related to it in the way you expect.

Sort by the size of the house and the competition inverts.

QUARTER OF THE MARKET	HOMES	TYPICAL SIZE	MEDIAN SOLD	PER SQ FT	TO ORIG. LIST
Smallest quarter	16	1,529 sq ft	$999,500	**$629**	**129.0%**
Second quarter	16	2,073 sq ft	$1,335,412	**$661**	**141.1%**
Third quarter	16	2,742 sq ft	$1,900,000	**$670**	**124.7%**
Largest quarter	16	3,826 sq ft	$2,775,000	**$619**	**120.6%**

GSMLS closings 16 Sep 2025 to 16 Sep 2026, n=64, square footage from Nancy Chu Homes' comps records. Town-wide the median is $653 a square foot, with the middle half of sales running $584 to $729.

THE BIGGEST HOUSES ARE THE CHEAPEST PER FOOT AND THE LEAST COMPETITIVE

$619 a foot and 120.6% over original list, against $661 and 141.1% for houses barely half their size.

THE FIGHT IS OVER ORDINARY HOUSES

Roughly 1,850 to 2,300 square feet is where the crowd is, because that is what most people are looking for and there is never enough of it. A quarter of this market is sixteen houses, which is the subject of page 7.

WHAT THAT MEANS IF YOU CAN STRETCH

The step up costs less per square foot than the step you just took. Not cheaper in absolute terms, but the price per foot moves in your favour and the competition thins.

You are not choosing between houses here. You are waiting for one.

Glen Ridge put roughly one house a week on the market last year. Sometimes none. Across 57 weeks, counting every three-plus-bedroom single-family home:

IN A GIVEN WEEK	WEEKS	SHARE
Nothing new at all	18	32%
One house	23	40%
Two houses	8	14%
Three or more	8	14%

GSMLS, list dates, 16 Sep 2025 to 16 Sep 2026. 66 homes came to market and 64 of them sold, a 97% sell-through, so this is effectively every listing. About 1.2 a week, 5 a month.

ONE WEEK IN THREE, NOTHING NEW CAME UP IN THE ENTIRE BOROUGH

Only one week in seven brought three or more. If your search has felt empty, that is the borough, not you.

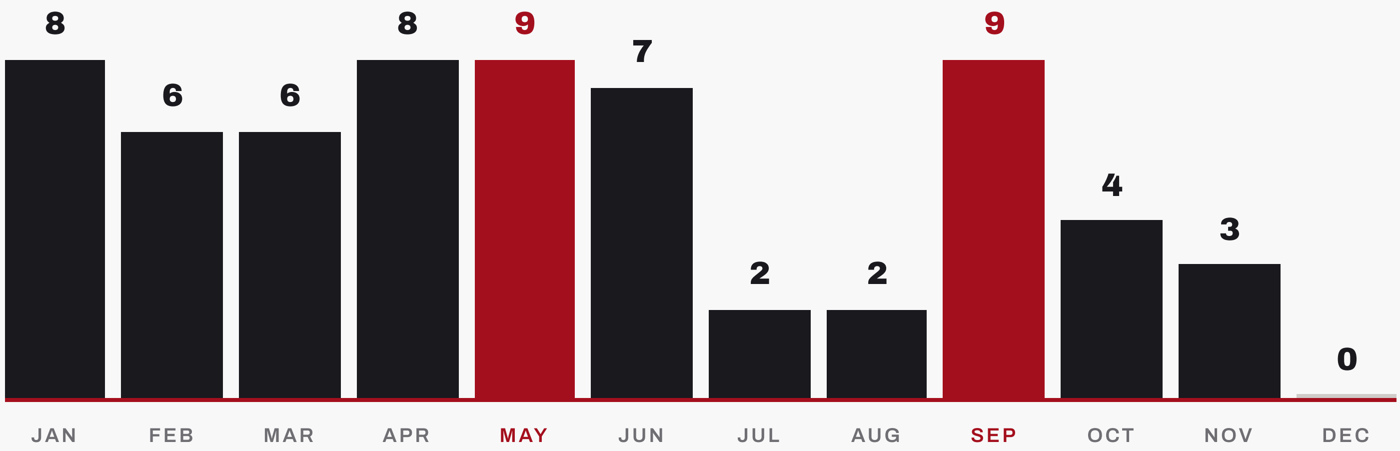
AND ALMOST NOTHING FAILS TO SELL

Sixty-six homes were listed in the year and sixty-four sold. Two withdrew. There is no quiet pile of unsold inventory waiting for you to find it.

THIS IS THE MECHANISM BEHIND THE 128%

When a house appears, everyone else who has been waiting turns up to the same open house. That is why the advice that works in a bigger town does not work here, and why being ready before the house exists matters more than anything you do after it appears.

Two peaks, May and September. Then it stops.



GSMLS list dates, homes sold 16 Sep 2025 to 16 Sep 2026, n=64. One twelve-month window. A pattern, not a law.

THIS IS NOT A SLOW SEASON, IT IS AN EMPTY ONE

July and August brought two listings each. December brought none at all. A buyer who starts looking in July is looking at a borough with almost nothing in it, and will conclude Glen Ridge is not for them when the truth is they arrived at the wrong time.

THE QUIET MONTHS HAVE A USE

They are for getting ready, not for touring.

WHAT TO DO WITH THIS

Work backwards from the peaks. If you want to be buying in May, your financing needs to be settled in March, because in a 14-day market the week you spend sorting out a pre-approval is the week you lose the house.

There is a second reason the calendar matters here, and it has nothing to do with houses. The borough releases commuter parking permits once a year, in mid-June. That is page 11.

The morning, honestly.

Glen Ridge Station sits at Bloomfield Avenue and Ridgewood Avenue. The borough calls it the Ridgewood Avenue Train Station and NJ Transit calls it Glen Ridge. Both names are in local use.

WEEKDAY MORNINGS TO NEW YORK PENN STATION

36 min	32 to 40	13	10
MEDIAN ONE-SEAT RIDE	MINUTES, ONE-SEAT RANGE	MORNING TRAINS TO NEW YORK	OF THOSE, NO CHANGE REQUIRED

Counting the trains that change at Newark Broad Street, the range is 32 to 42 minutes, median 37.

NJ Transit Montclair-Boonton Line weekday timetable, effective 30 August 2026.

THE PART WORTH KNOWING

Two morning trains, the 7:30 and the 8:09, do not go to New York at all. They run to Hoboken. If you work downtown they may be the better train, because Hoboken is where you pick up the PATH. If you work in midtown they are the wrong train, and they sit in the middle of the peak looking like every other departure on the board. Check the destination before you build a routine around a time.

THE JITNEY, AND WHAT IT ACTUALLY MEETS

The borough runs two shuttle loops, North End and South End, both ending at the station. The morning buses are timed to eight specific trains. Six of those eight run to New York; the 7:30 and the 8:09 run to Hoboken, for the PATH to downtown.

MORNING TRAINS THE JITNEY MEETS · GREY RUNS TO HOBOKEN

6:07 · 6:42 · 7:01 · 7:30 **· 7:39 ·** 8:09 **· 8:24 · 8:33**

EVENING DEPARTURES FROM THE STATION

4:18 · 4:58 · 5:21 · 5:53 · 6:01 · 6:24 · 6:41 · 6:59 · 7:14 · 7:50

What all of it costs, and the one thing about parking that almost nobody finds out until after they close, are on the next two pages.

You are not paying the difference for the commute.

THE TRAIN · GLEN RIDGE IS ZONE 4

$8.15
ONE WAY TO NEW YORK

$223.00
MONTHLY PASS

NJ Transit fares effective 1 July 2026.

THE JITNEY

One way, exact change only	**$4.00**
10-trip book	**$25.00**
Monthly card	**$30.00**
Yearly card	**$300.00**

Borough of Glen Ridge, glenridgenj.org, checked 17 September 2026. Weekdays only, no weekend or holiday service.

AND HERE IS THE THING NOBODY MENTIONS

Bloomfield and Watsessing Avenue are in the same fare zone as Glen Ridge. Identical ticket, identical monthly pass, same line, three to five minutes further from the city.

$1,465,000
MEDIAN GLEN RIDGE HOUSE

$669,500
MEDIAN BLOOMFIELD HOUSE

Whatever you are paying for in Glen Ridge, it is not the ticket.

WEEKENDS ARE A DIFFERENT SERVICE

Fourteen trains on a Saturday or Sunday, 36 to 40 minutes. After the morning the service thins to one train every two hours.

11:02 · 1:02 · 3:02 · 5:02 · 7:02 · 9:02

If your life involves unplanned trips into the city at the weekend, that gap is the thing to look at, not the journey time.

NJ Transit weekend timetable, effective 30 August 2026.

BENSON STREET

The lot on Benson Street is a jitney stop, not a station. There was a Benson Street station, and it closed in September 2002 when NJ Transit opened the Montclair Connection and rerouted the line.

People still refer to it. A listing that mentions being near Benson Street is describing a location, not a train.

Parking is not something you buy. It is something you wait for.

1 Jul to 30 Jun	Mid-June, yearly	Holders first
THE PERMIT YEAR	WHEN LEFTOVERS ARE RELEASED	THEN THE WAITING LIST

There is no counter to walk up to. Move in during August and the cycle you needed closed two months ago. The next release is ten months away.

WHAT TO DO ABOUT IT

Join the waiting list the moment you are serious about Glen Ridge, not the week you move. It is free, it is done online through the borough's payment centre under Buy Commuter Parking Permits, and non-residents can apply, so you do not have to close first.

SIX PERMIT AREAS

Benson Street Green lot	Clark Street lot	Herman Street lot
Hillside Avenue lot	Ridgewood Avenue, on-street	Woodland Avenue, on-street

Borough of Glen Ridge, glenridgenj.org, checked 17 September 2026. The borough does not publish permit prices online, so call for the current figure and treat any price on a review site or forum as unreliable.

PUT THIS NEXT TO PAGE 8

Permits are released in mid-June. The busiest listing months are May and September. Close in the autumn and you have missed the release. Be on the list before you start touring.

AND NEXT TO THE JITNEY

If the list is long, the jitney is the fallback, and the borough has been continuing it in short increments rather than funding it as a settled program. It is running now. Confirm it still is before you let it decide which street you buy on.

Tax here does not track price smoothly.

$22,546

MEDIAN TAX BILL, HOMES SOLD LAST YEAR

The average is close to useless for the house you are standing in. Here is why.

WHAT THE HOUSE COST	MEDIAN TAX
$900,000 to $1.3M	**$19,512**
$1.3M to $1.8M	**$20,192**
$1.8M and above	**$34,304**

GSMLS closings 16 Sep 2025 to 16 Sep 2026, n=16 / 14 / 26. Bar length is the median tax bill.

NOTICE THE FIRST TWO ROWS

A house costing $235,000 more carries a tax bill only about $700 a year higher. Then the top band nearly doubles it.

DO NOT SHOP ON ANY OF THESE NUMBERS

What matters is the assessment on that specific address and when the borough last revalued. Ask for the actual figure on every house you get serious about. Every listing agent expects the question.

We have a separate guide on North Jersey property tax and revaluation coming. If you want it when it lands, say so when you reach out.

TEXT OR CALL

917.992.3098

You do not get a second weekend to think about it.

The median Glen Ridge home sold in 14 days at 128% of its original list price. You cannot make up that difference with speed alone.

Decide your real number before you tour, not after.

Take the most you can actually pay. That is your number. The list prices you are looking at are not related to it in the way you expect, and page 4 is the reason.

The highest number does not automatically win.

Sellers weigh certainty as much as price. What your offer says about whether you will actually close matters, and in a town where two listings a year take a price cut, sellers can afford to be choosy.

Cap an appraisal gap instead of waiving it.

If the appraisal comes in under the contract price, a lender uses the lower of the two to size your loan. Waiving the gap means agreeing to cover whatever the difference turns out to be. Capping it names your number, and you set that number with your agent rather than off a template.

The offer instructions usually exist and you cannot see them.

When a house is getting multiple offers, the listing agent often publishes exactly what the seller wants in the agent-only section of the MLS. Buyers do not see it. Your agent does, and reads it with you.

None of this is a promise about how an offer turns out. It is the structure of the decisions in front of you.

CONTINUED

Inspection, the 1920 house, and how a seller credit really works are on page 14.

The median Glen Ridge house sold last year was built in 1920.

Which is why the tank sweep is not a formality. Inspection is not optional, and in a fast market it is the part buyers are most often talked out of.

EVERY BUYER SHOULD GET ALL FOUR

- **General inspection**
- **Tank sweep**
- **Radon test**
- **Wood destroying insect report**

Know how a seller credit works before you ask for one.

After an inspection, one way to handle a repair is a credit from the seller at closing rather than the work being done first. There are limits on how large a credit can be, set by your lender and the loan type, so past those limits the deal usually gets restructured as a reduction in the purchase price. Ask your lender what your loan allows before you ask a seller for anything.

IF YOU WALK AWAY AFTER AN INSPECTION

The money you spent on inspections was not wasted. It bought the information that told you to stop. In a borough where one house comes up a week, the temptation is to make the one in front of you work. Finding out that it does not is a result, not a setback.

YOU DO NOT BOOK ANY OF THIS IN ADVANCE

Inspections are booked after attorney review, not before. You do not need an inspector lined up. We handle the booking.

AN OLD HOUSE IS NOT A PROBLEM HOUSE

A 1920 house with a hundred years of maintenance behind it can be in better shape than something built in 1985. The inspection is how you find out which one you are looking at. Findings, appraisals and lender rules all vary by property and by deal.

Fifty-nine days, start to finish.

59 days

MEDIAN, LISTING TO CLOSING

The middle half of sales ran 44 to 74 days. GSMLS closings 16 Sep 2025 to 16 Sep 2026.

Attorney review

In New Jersey the contract is signed first and reviewed after. The clock starts when the fully signed contract is delivered to both parties, and it runs in business days. Nobody picks an attorney before an offer is accepted. We have several we work with who are fast.

Inspection

Booked after attorney review, not before. You do not need an inspector lined up in advance. We handle the booking. What to get is on page 14.

The team

You work with Nancy Chu and her buyer specialists, plus Nancy's transaction team once you are under contract. More than one person on your file.

WHAT WE DO THAT YOU DO NOT HAVE TO

- Telling you what a list price is actually signalling in this borough
- Introducing you to a lender early enough that it is not what costs you the house
- Reading the offer instructions with you
- Working out your real number before you tour
- Booking every inspection
- Setting the appraisal gap number together

If any of this is new to you, that is the normal starting point. Nobody learns the New Jersey process before they need it.

Before you tour. Before you write.

BEFORE YOU TOUR

- [ ] Your true ceiling, not your comfortable number
- [ ] Your lender conversation finished, not started
- [ ] The understanding that a listing price here is a starting point, from page 4
- [ ] The actual tax bill on any address you are serious about
- [ ] Which month you are actually shopping in, from page 8
- [ ] Your name on the commuter parking waiting list, from page 11

BEFORE YOU WRITE

- [ ] The offer instructions, read with your agent
- [ ] Your appraisal gap cap, a number you chose
- [ ] Your inspection structure, with the tank sweep in it
- [ ] What you would do if the appraisal comes in low
- [ ] Whether anything you are conceding is something you actually need

IF THAT IS TOO MUCH FOR ONE WEEK

Do the first two lines of the left column and stop. Your true ceiling, and the lender conversation that confirms it. Everything else can wait until you are touring.

STUCK ON ANY LINE ABOVE

Text the question. We answer these all day and it does not cost you anything.

917.992.3098

Winning the house is half of it.

Closing it is the other half, and that is where deals actually fall apart. Here is what our own records say, with the window each figure covers.

70%

of the offers we write get accepted

Nancy Chu Homes' own figures, the 12 months to September 2026

9 in 10

of the deals that go under contract with us close

NCH tracker, November 2024 to September 2026

4.99

stars across 319 reviews

Experience.com aggregate, checked 12 September 2026

1,300+

transactions and $560M+ since 2005

Nancy Chu Homes career totals

EVERY LISTING STAYS ON THE BOARD

Every sale listing we have signed since November 2024 has either closed or is still on our board.

WHEN A DEAL FALLS APART

Half of the buyers whose contract fell apart bought their house with us anyway. Four of eight households, NCH tracker, November 2024 to September 2026.

WHY THERE IS NO NUMBER HERE FOR GLEN RIDGE SPECIFICALLY

We have seen a figure quoted. We cannot yet trace it to the MLS production data, so it is not in this guide. Every number in here carries its source and its date, and the ones that do not survive that test are left out rather than rounded up.

Based on Nancy Chu Homes' own transaction records for the periods stated. Outcomes vary by property, financing, inspection, appraisal, title and other factors. Not a guarantee of future results.

Send us the address.

If a Glen Ridge house comes up and you want to know what its list price is signalling, we will tell you what the comps say and what that number is really doing.

What the list price is signalling

Whether it is priced to draw a crowd or priced close to what it is worth.

What the comps say

What the recent comparable sales suggest about the finish number.

What the tax bill really is

The actual assessment on that address, not the town median.

TEXT OR CALL NANCY CHU

917.992.3098

Or email nancy@nancychuhomes.com. No obligation, and it takes about five minutes.

Most of the people who text us are months away from buying anything, and that is genuinely fine. In a borough where one house comes up a week, being in touch early is the whole advantage.

AND WHEN YOU WANT THE WHOLE PLAN

The Buyer SUCCESS Strategy Session is a conversation, not a pitch. A needs analysis, a plan built around your budget and your commute, and a straight answer on whether Glen Ridge at your number is realistic or whether the next town over does the same job. You do not need to be ready to buy this month.

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@ KELLER WILLIAMS NJ METRO GROUP

A house listed under a million dollars is not a million dollar house.

Built from 64 closed Glen Ridge sales over a full year, not from a listings site.

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Town Minutes, week by week.