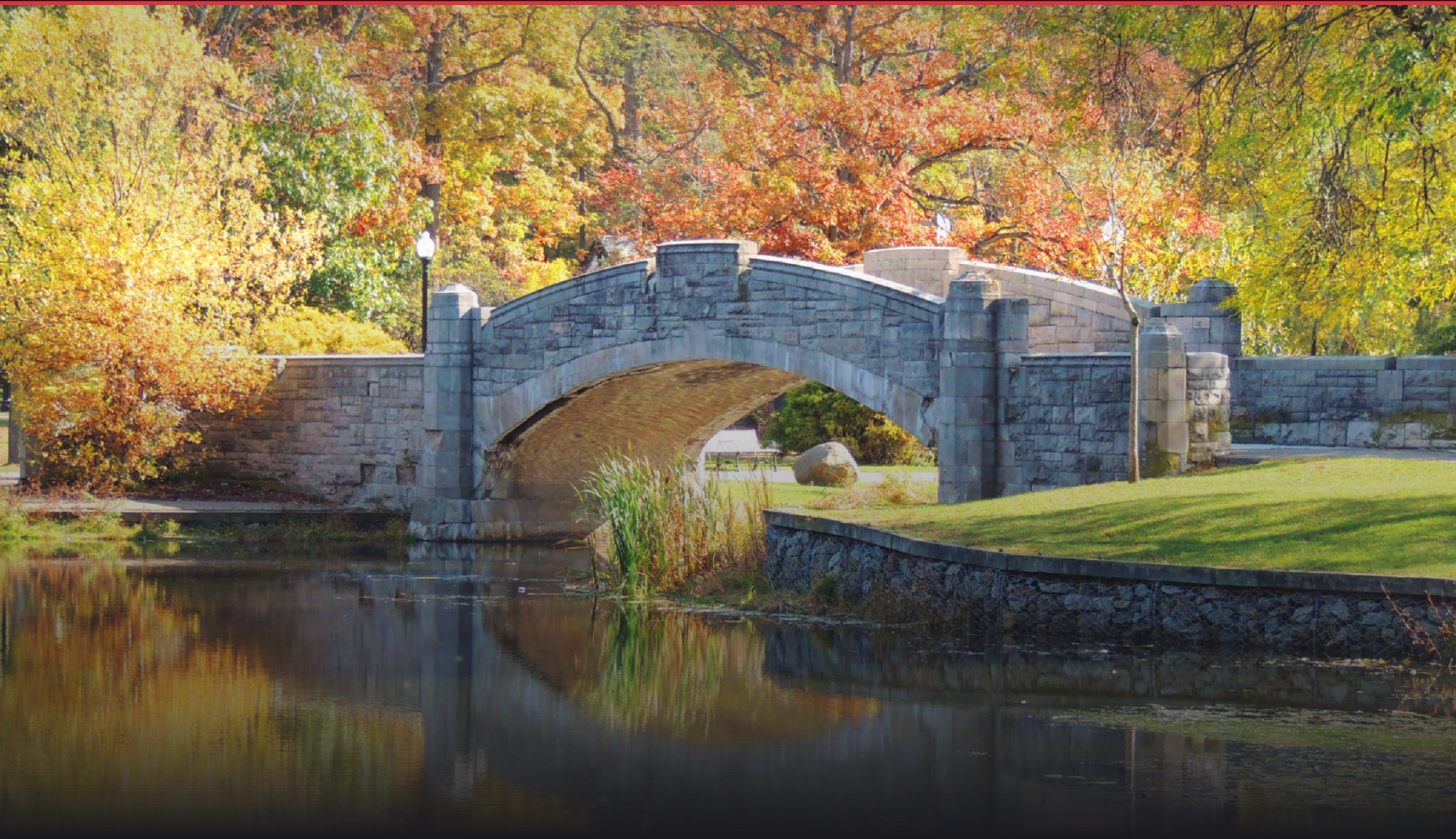
NC NANCY CHU HOMES

2026
EDITION



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

Moving to Verona?

Nobody tells you why it costs less than the towns over the ridge.

The answer is a short drive and about a hundred dollars a month. What homes really sell for here, what the commute actually costs against the town next door, and why the gap in house prices is far bigger than the gap in anything else.

KELLER WILLIAMS NJ METRO GROUP

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

82 CLOSINGS, GSMLS
18 SEP 2025 TO 18 SEP 2026

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.

Most people reading this have never bought a house before. Nothing in here assumes you have.

Save the guide, and save the number. The question this town asks more than any other is how long a particular house has really been available, and that has an answer we can look up in about a minute.

TEXT OR CALL

917.992.3098

If you read nothing else, read this.

Verona sold 82 homes last year. Sixty-nine went for more than the seller originally asked.

$900,500 MEDIAN SOLD	**$797,000** MEDIAN ORIGINAL LIST	**113.9%** SALE TO ORIGINAL LIST
14 days MEDIAN DAYS ON MARKET	**$14,438** MEDIAN ANNUAL TAX	**1,767 sq ft** MEDIAN SIZE, AT $514 A FOOT
69 of 82 sold above what the seller originally asked.	**10** sold below it.	**7** took a price cut on the way.

GSMLS, Verona Twp., single-family, non-distressed, three bedrooms and up, closings 18 Sep 2025 to 18 Sep 2026, n=82. Square footage and year built from Nancy Chu Homes' comps records, same closings, 100% matched.

$564,500

LESS THAN GLEN RIDGE

The median Verona house sold for $564,500 less than the median Glen Ridge house, four minutes east.

That gap is not really about the houses. Page 4 is about what it is really about.

Most people find Verona after Montclair and Glen Ridge.

Almost everyone reading this arrived the same way. You started in Montclair, found the number. You looked at Glen Ridge and found a smaller version of the same number. Then somebody said try Verona.

That is a fine way to arrive and a bad way to decide.

TOWN	MEDIAN SOLD	TO ORIG. LIST
Bloomfield	**$669,500**	107.9%
Verona	**$900,500**	113.9%
Glen Ridge	**$1,465,000**	128.0%
Montclair	**$1,524,500**	125.3%

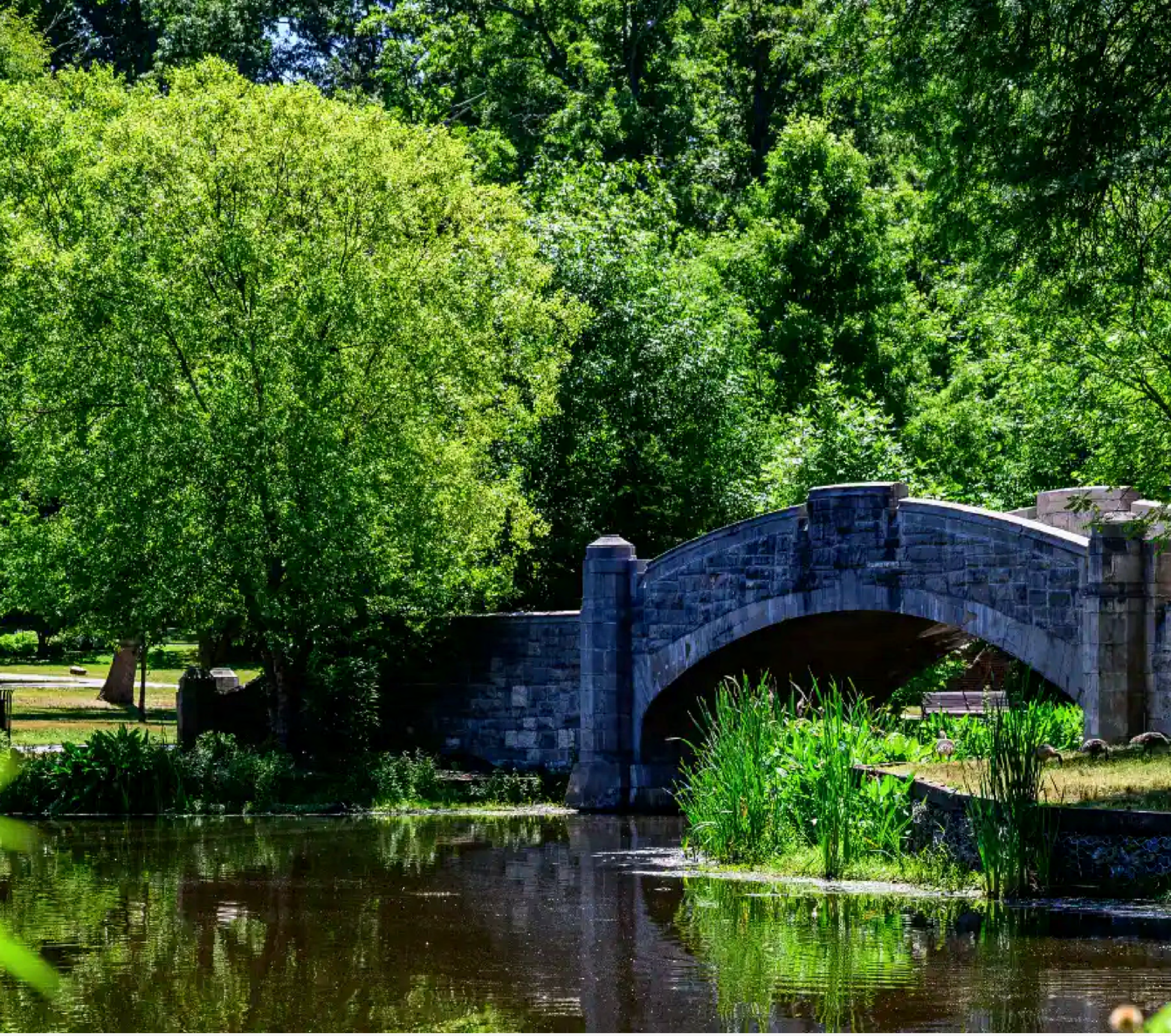
Bar length is median sold price, measured from zero against Montclair. GSMLS, single-family, non-distressed, three bedrooms and up, each town's own twelve-month window ending mid-September 2026. Bloomfield n=186, Verona n=82, Glen Ridge n=64, Montclair n=234.

THE CASE IS NOT THAT IT IS CHEAPER

Bloomfield is cheaper still. The case for Verona is that what you give up is smaller than what you save, and page 8 puts a number on exactly what you give up.

AND IT IS A DIFFERENT MARKET, NOT A DISCOUNT ONE

At 113.9% over 14 days Verona is competitive by any standard. Glen Ridge bid at 128.0% and Montclair at 125.3%. Nobody here is getting a bargain. They are getting a different trade.



Nobody here is getting a bargain. They are getting a different trade.

VERONA PARK · VERONA TOWNSHIP, NEW JERSEY

The competition peaks in the middle, not at the top.

Four bands, and they are four different markets. This page is what they cost. The next is what you get.

WHAT YOU SPEND	HOMES	MEDIAN ORIG. LIST	MEDIAN SOLD	TO ORIG. LIST
$600k to $800k	21	$650,000	**$720,000**	**106.6%**
$800k to $1M	34	$782,000	**$894,000**	**114.6%**
$1M to $1.4M	12	$939,000	**$1,210,000**	**126.2%**
$1.4M and above	13	$1,295,000	**$1,610,000**	**121.3%**

GSMLS closings 18 Sep 2025 to 18 Sep 2026. Two sales below $600,000 are not reported, too few to be meaningful.

THE HARDEST FIGHT IS AT $1M TO $1.4M

That band bid hardest at 126.2% and sold fastest at 11 days. Those homes were listed at a median of $939,000 and sold at $1,210,000.

AND THE BOTTOM BAND IS THE CALM ONE

At 106.6% over 18 days, the $600,000 to $800,000 market is the closest thing to a normal transaction in this cluster.

Tax is a second purchase decision.

The same four bands, read for what you actually receive. Watch the tax column separately from the price.

WHAT YOU SPEND	TYPICAL SIZE	PER SQUARE FOOT	MEDIAN TAX	DAYS
$600k to $800k	1,403 sq ft	**$482**	**$12,646**	18
$800k to $1M	1,767 sq ft	**$509**	**$14,518**	13
$1M to $1.4M	2,115 sq ft	**$541**	**$17,338**	11
$1.4M and above	2,653 sq ft	**$595**	**$19,229**	13

GSMLS closings 18 Sep 2025 to 18 Sep 2026, n=21 / 34 / 12 / 13. Square footage from Nancy Chu Homes' comps records.

19%

TAX JUMP INTO THE $1M BAND

Tax climbs faster than price does at the top. A jump of roughly 34% in sale price from the middle band to the $1M-plus band carries a 19% jump in tax, and then another $1,900 above that.

Do not shop on the band median. Page 18 is what to ask about a specific address.

$113 a month, and about twenty minutes each way.

	VERONA, DRIVING TO THE TRAIN	GLEN RIDGE, WALKING TO IT
Monthly rail ticket to Penn Station	$276.00	$223.00
Monthly station parking	$60.00	See the last row
Monthly total	**$336.00**	**$223.00**
Ride to Penn Station	50 to 61 minutes	32 to 40 minutes
Can you actually park?	Sold by the month. No waiting list.	Waiting list, released once a year.

NJ Transit Montclair-Boonton Rider Guide and station parking pages, checked September 2026. Glen Ridge commuter permits run on a July to June cycle, renewals honoured first, the remainder released to a waiting list once a year in mid June. Montclair State sells by the month and publishes no waiting list.

$1,465,000	$900,500	$564,500
GLEN RIDGE MEDIAN	VERONA MEDIAN	THE DIFFERENCE

About $1,350 a year against more than half a million on the purchase. Twenty minutes is real and it is twice a day for as long as you work in the city, so we will not pretend it settles the question. But if you have been looking at Verona prices waiting to find the catch, the catch is a short drive at both ends of the day.

Verona has no train station.

There is no NJ Transit rail station in the township, and not one in Cedar Grove, Caldwell, West Caldwell, North Caldwell or Essex Fells either.

The whole band of towns west of the ridge is without rail, and Verona sits in the middle of it.

NJ Transit Montclair-Boonton Line station list, checked September 2026.

105

NJ TRANSIT BUS
BLOOMFIELD AVENUE

THERE IS ONE BUS FROM VERONA ITSELF, AND IT IS THIN

It runs to Port Authority a handful of times each morning. It comes back four times in the evening and the last one leaves Port Authority at half past seven. It does not run on Saturdays or Sundays in either direction.

So almost nobody commutes that way. They drive out to the train or the bus and park.

TWO PLACES TO DO IT, AND WHICH IS YOURS DEPENDS ON WHERE IN VERONA YOU BUY

South Mountain, for the south end

A weekday bus to Port Authority from a county park and ride in West Orange.

Montclair State, for the north end

Trains to Penn Station all day, every day, weekends included.

Ten to twenty minutes, depending which end of town you are on. The next page lays both out.

One is the weekday workhorse. One runs all week.

THE SOUTH END'S

South Mountain park and ride

560 Northfield Avenue, West Orange

Community Coach Route 77 to Port Authority

$5 a day

OR $55 A MONTH

35 to 50 min

AT PEAK, TO PORT AUTHORITY

1,500 spaces

ROUGHLY, ACROSS THREE DECKS

About twice as often as the bus from Verona, and the last bus home leaves Port Authority at half past eight rather than half past seven. On a Friday it runs about half as often. No weekend service, and it is operated by a private company rather than by NJ Transit.

THE NORTH END'S

Montclair State University station

Clove Road, Little Falls

Montclair-Boonton Line to Penn Station

$4 a day

$60 A MONTH · $3 AT WEEKENDS

50 to 61 min

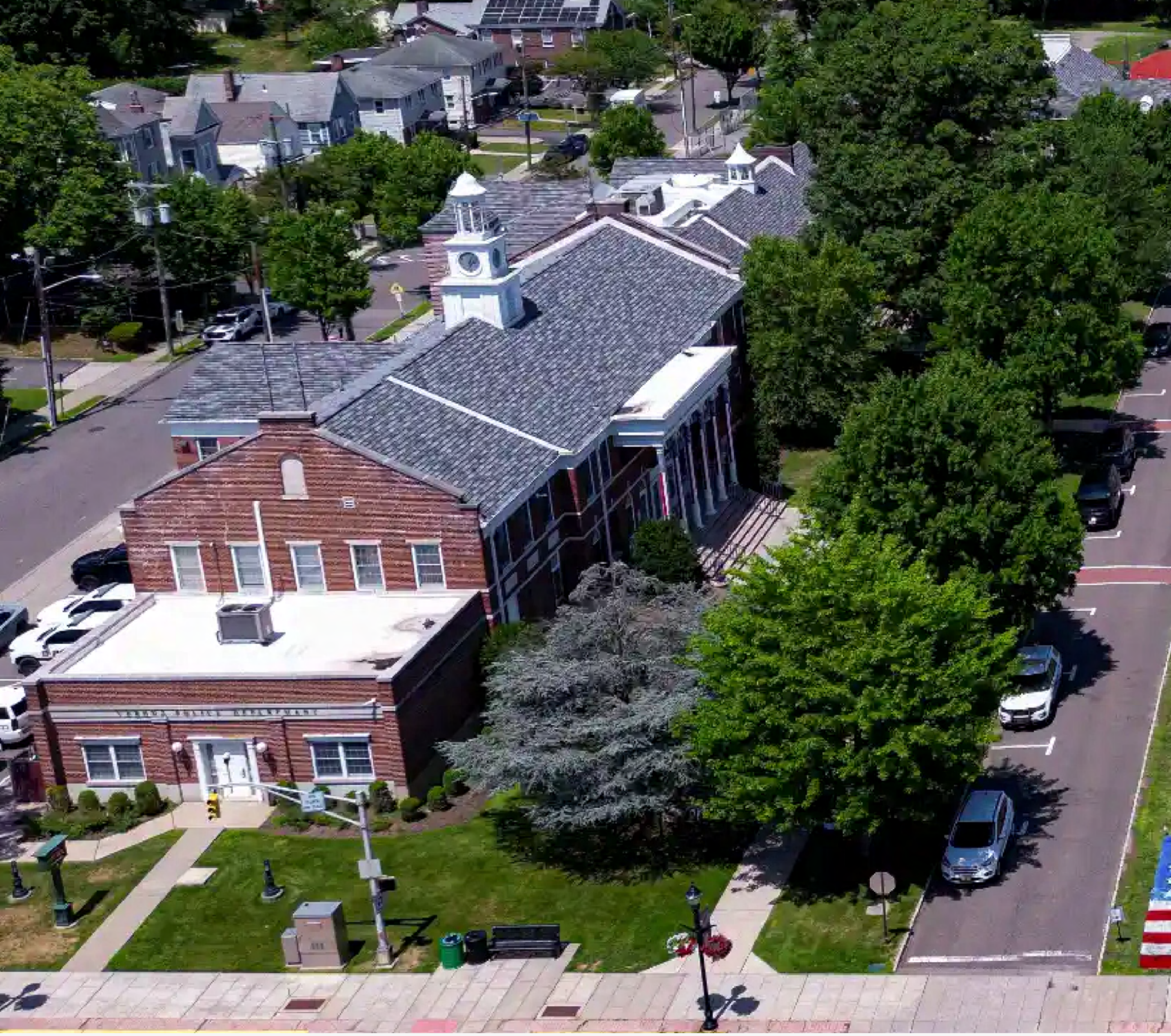
ON THE TRAINS THAT RUN STRAIGHT THROUGH

1,500+ spaces

A MULTI-LEVEL DECK

Trains run all day, every day, both weekend days included. About half the morning departures run straight through to Penn Station. The rest change at Newark Broad Street.

> **Which one is closer is a real difference, and it is worth knowing before you fall for a particular house rather than after.**
>
> Essex County Parks, NJ Transit station pages, Montclair-Boonton Rider Guide and weekday timetable, and Community Coach's published Route 77 schedule, all checked September 2026. Schedules and fares change. Check the current ones before you rely on them.



A short drive at both ends of the day, and about a hundred dollars a month.

MUNICIPAL BUILDING, BLOOMFIELD AVENUE · VERONA TOWNSHIP, NEW JERSEY

A bigger house does not mean a harder fight.

Split the year's sales into four equal groups by size and two things happen at once. They point the same way.

QUARTER OF THE MARKET	PER SQUARE FOOT	MEDIAN SOLD	TO ORIG. LIST
Smallest quarter 20 sold · 1,360 sq ft	$563	$745,000	109.4%
Second quarter 21 sold · 1,620 sq ft	$537	$865,000	115.0%
Third quarter 20 sold · 2,061 sq ft	$508	$907,750	114.6%
Largest quarter 21 sold · 2,656 sq ft	$498	$1,270,000	115.2%

Bar length is price per square foot, measured from zero. GSMLS closings 18 Sep 2025 to 18 Sep 2026, n=82, square footage from NCH comps records. Town-wide the median is $514 a square foot.

PRICE PER FOOT FALLS AS HOUSES GET BIGGER

From $563 down to $498. The smallest quarter of Verona houses is the most expensive per foot in the town.

AND THE BIDDING BARELY MOVES

Every quartile except the smallest sits within half a point of 115%. The step up costs less per foot than the step you just took, and it does not cost you a harder fight.

Same price per foot. Different bill, and a different fight.

Verona is split almost evenly, and the two halves behave differently in one specific way.

BUILT BEFORE 1950

46 homes

$915,250
MEDIAN SOLD

$515
PER SQUARE FOOT

115.2%
TO ORIGINAL LIST

$15,556
MEDIAN TAX

BUILT 1950 OR LATER

36 homes

$844,000
MEDIAN SOLD

$513
PER SQUARE FOOT

111.8%
TO ORIGINAL LIST

$13,764
MEDIAN TAX

GSMLS closings 18 Sep 2025 to 18 Sep 2026. Year built from Nancy Chu Homes' comps records. They cost the same per square foot, $515 against $513, which is as close to identical as this data gets.

WHAT TO DO WITH THAT

If you are weighing a 1930s Colonial against a 1960s split at a similar price, the older one will likely take a stronger offer to win and will cost you about $1,800 a year more afterwards. That may still be the right house. It should be a decision rather than a surprise.

AND PLAN THE INSPECTION ACCORDINGLY

The median Verona home sold last year was built in 1943, and 46 of 82 predate 1950. Page 17 is what that means for what you book.

Something new most weeks. Not every week.

1.5 a week

ROUGHLY WHAT VERONA PUT ON THE MARKET

30%

OF WEEKS HAD NOTHING NEW AT ALL

GSMLS list dates for homes sold in the window, restricted to listings dated within it: 65 listings across 43 weeks.

TWO HONEST CAVEATS, BECAUSE THIS NUMBER IS LESS CLEAN THAN THE OTHERS

Seventeen were already sitting

Seventeen of the eighty-two homes that sold had been listed before the window opened, some well before. Counting those would inflate the rate and misrepresent how much genuinely new inventory appears.

A listing that appears is not a listing that sells

Fifteen percent of them do not, and page 15 explains why. Treat the cadence as a rate of things to look at, not a rate of things you can buy.

> Something new appears most weeks, but not every week, and a meaningful share of what you see has been sitting for a while.
>
> **Ask how long a house has been available before you decide how hard to compete for it.**

The houses that do not sell are the ones priced wrong.

Across the same twelve months, 82 Verona homes sold and 14 were listed and then pulled without selling. That is a sell-through of 85%.

It would be easy to read that as soft demand. It is not what the listings say.

16	**14**	**10 of 16**	**29 days**
LISTINGS PULLED INSIDE THE WINDOW	DISTINCT HOUSES BEHIND THEM	NEVER CUT THEIR PRICE AT ALL	MEDIAN TIME ON MARKET BEFORE PULLING

GSMLS withdrawn, cancelled and expired listings, three bedrooms and up, 18 Sep 2025 to 18 Sep 2026.

TEN OF THE SIXTEEN NEVER REDUCED BY A DOLLAR

They went on, sat for about a month, and came off. That is not a market refusing a house. That is a seller who tested a number, did not get it, and decided not to move.

THE FOUR THAT CUT MOSTLY CUT TOO LATE AND FROM TOO HIGH

The median reduction among them was 16.5%. One house came to market asking a shade under $1.4 million, dropped to just under $1 million, and still did not sell. Another asked $800,000, dropped to $600,000, and did not sell either. That house has now been listed six separate times since 2021.

Do not assume something is wrong with a Verona house that has been sitting. The far more likely answer is that the seller picked a number and has not come off it. That is a completely different problem, and unlike a bad roof it is one you can negotiate with.

ASK THREE THINGS BEFORE YOU WRITE

01 How long has this actually been available, counting earlier listings
02 What did it originally ask
03 Has it ever been pulled and put back on

Your agent can see all three and you cannot.

Competitive, and the most forgiving town in this series.

The median Verona home sold in 14 days at 113.9% of its original list price. That is genuinely competitive, and it is also more forgiving than either town east of it. The advice should reflect that.

01 **Know which band you are in before you tour**

The $600,000 to $800,000 market runs at 106.6% over 18 days. The $1M to $1.4M market runs at 126.2% over 11. Page 6 tells you which game you are playing.

02 **A house that has been sitting is a different proposition from one that appeared on Thursday**

In Verona that usually means a seller who has not come off their number rather than a house with a problem. Page 15 has what to ask.

03 **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.

04 **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 entirely 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.

05 **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. Your agent reads it with you.

This section describes how the process works. Nothing in it is a guarantee of an outcome. Every transaction turns on the property, the seller, the financing, the inspection and the appraisal.

In housing stock this age the tank sweep is not a formality.

Fifty-six percent of the homes that sold in Verona last year were built before 1950, and the median build year is 1943.

EVERY BUYER SHOULD GET ALL FOUR

General inspection

Tank sweep

Radon test

Wood destroying insect report

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 and responsive.

INSPECTION IS BOOKED AFTER ATTORNEY REVIEW, NOT BEFORE

You do not need an inspector lined up in advance. We handle the booking.

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, and 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.

Do not shop on any of these numbers.

The median tax bill on a Verona home sold last year was $14,438. The band medians are on page 7, and pre-1950 homes carry about $1,800 a year more than post-1950 homes at a similar price.

WHAT ACTUALLY MATTERS

The assessment on that specific address, and when the township last revalued.

Ask for the actual figure on every house you get serious about, and ask when the assessment was set. A town median tells you what the neighbours pay. It does not tell you what you will pay.

TWO QUESTIONS FOR EVERY ADDRESS

What is the current annual bill on this specific property?

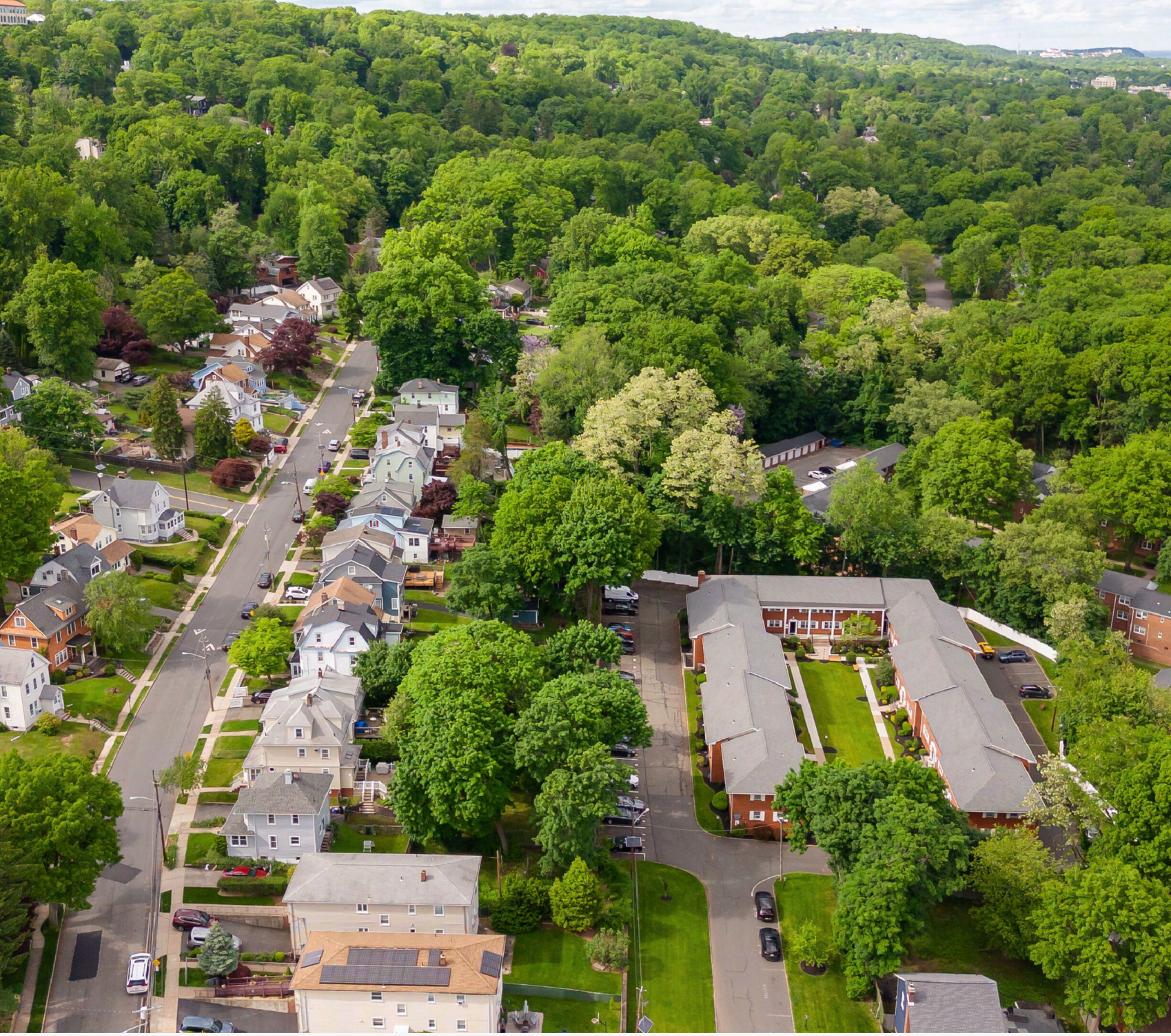
When was the assessment last set, and has the township signalled a revaluation?

WHY THE SECOND ONE MATTERS

A revaluation resets what every house in a township is assessed at. Buying just before one is a different proposition from buying just after, and the answer is public.

COMING LATER

We have a separate guide on North Jersey property tax and revaluation. It is not written yet. If you want it when it lands, say so when you reach out.



Eighty-two houses changed hands here last year. Yours is somewhere in the next eighty-two.

VERONA TOWNSHIP, NEW JERSEY

What we do that you do not have to.

THE TEAM

You work with Nancy Chu and her buyer specialists, plus Nancy's transaction team once you are under contract.

Working out which band your budget actually puts you in

Four bands, four different markets. The one you are in decides the strategy.

Finding out how long a house has really been available

Which matters more here than in any other town we cover.

Introducing you to a lender early

Before you tour, not after you find the house.

Booking every inspection

General, tank sweep, radon and the insect report.

Reading the offer instructions with you

The agent-only section of the MLS that buyers never see.

Setting the appraisal gap number together

A number you chose, not one off a template.

We do what it takes.

Before you tour. Before you write.

BEFORE YOU TOUR

- [ ] Your true ceiling, not your comfortable number
- [ ] Which band that ceiling puts you in, from page 6
- [ ] Lender conversation finished, not started
- [ ] The actual tax bill on any address you are serious about
- [ ] For any house you like: how long has it actually been available

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
- [ ] Whether this house has been listed before, and for how long
- [ ] What you would do if the appraisal comes in low
- [ ] Whether anything you are conceding is something you actually need

> The two crimson boxes are the Verona-specific ones. When a house here has been sitting, the usual reason is a seller who has not come off their number, and knowing that changes what you offer.

What our own numbers say.

About 70%

of the offers we write get accepted.

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

Nine in ten

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.

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 VERONA SPECIFICALLY

We have seen a figure quoted. We cannot yet trace it to GSMLS 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 Verona house comes up and you want to know how long it has really been available and what that is worth, we will tell you what the comps say and what the number in the listing is actually doing.

How long it has really been available

Whether it just appeared or has been sitting since the spring.

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.

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 Verona at your number is the right call or whether the next town over does the same job. You do not need to be ready to buy this month.

nancychuhomes.com

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nancy@nancychuhomes.com

youtube.com/@nancychuhomes

NANCY CHU HOMES
@ KELLER WILLIAMS NJ METRO GROUP

Nobody tells you why it costs less than the towns over the ridge.

Built from 82 closed Verona sales over a full year, not from a listings site.

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Town Minutes, week by week.