



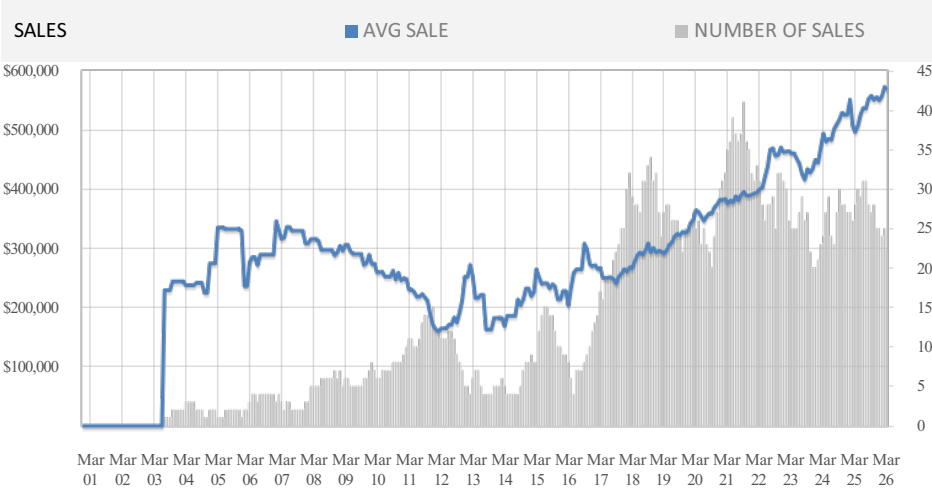
# MADISON ADAMS™

## REAL ESTATE MARKET REPORT

**03** 2026  
**MARKET TRENDS**  
 Monthly Market Report

### KEARNY

HUDSON COUNTY—NEW JERSEY—GOLD COAST ON THE HUDSON™



## HOME SALES & MARKET TRENDS

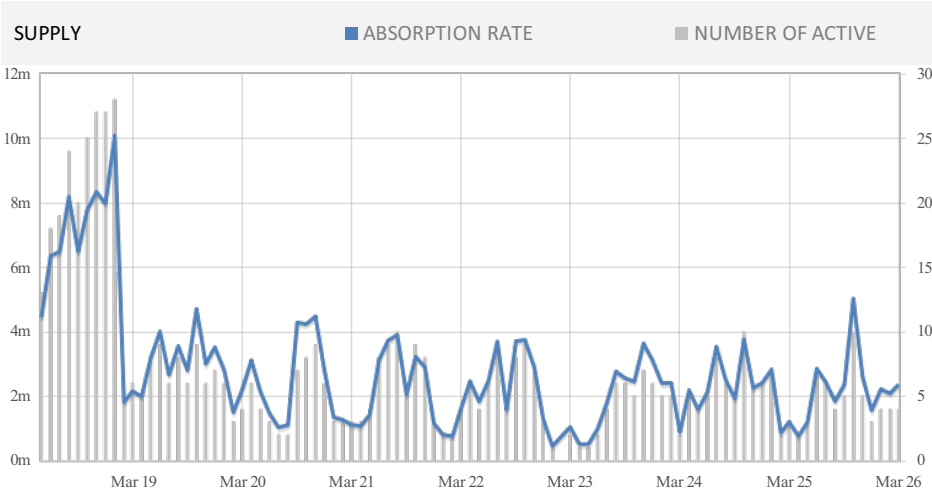
12 MONTH MOVING AVG  
 As of 03/31/26

**PRICES**  
 Average Sale

**\$568,007** ↓

**UNITS SOLD**  
 12 Months

**22** ↓



**ACTIVE**  
 March

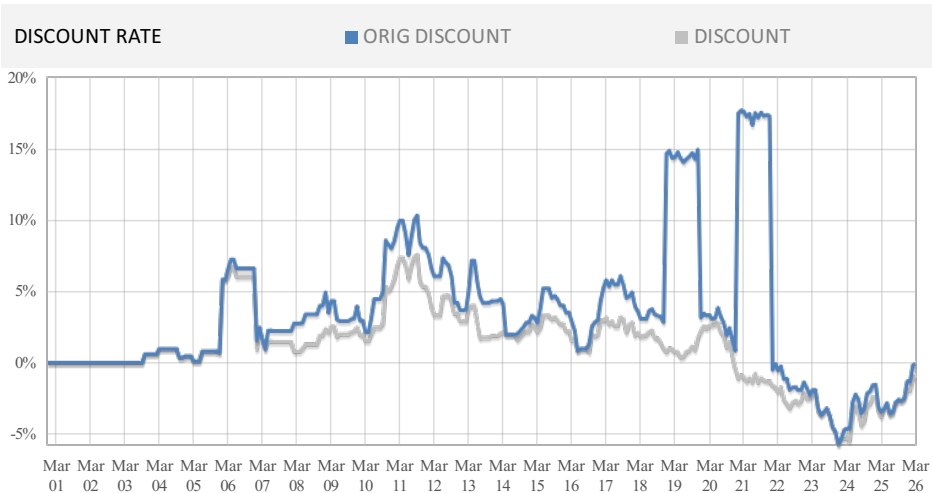
**4**

**ABSORPTION**  
 Months

**2.4** ↑

**ORIG DISCOUNT**  
 From First List Price

**-0.1%** ↑

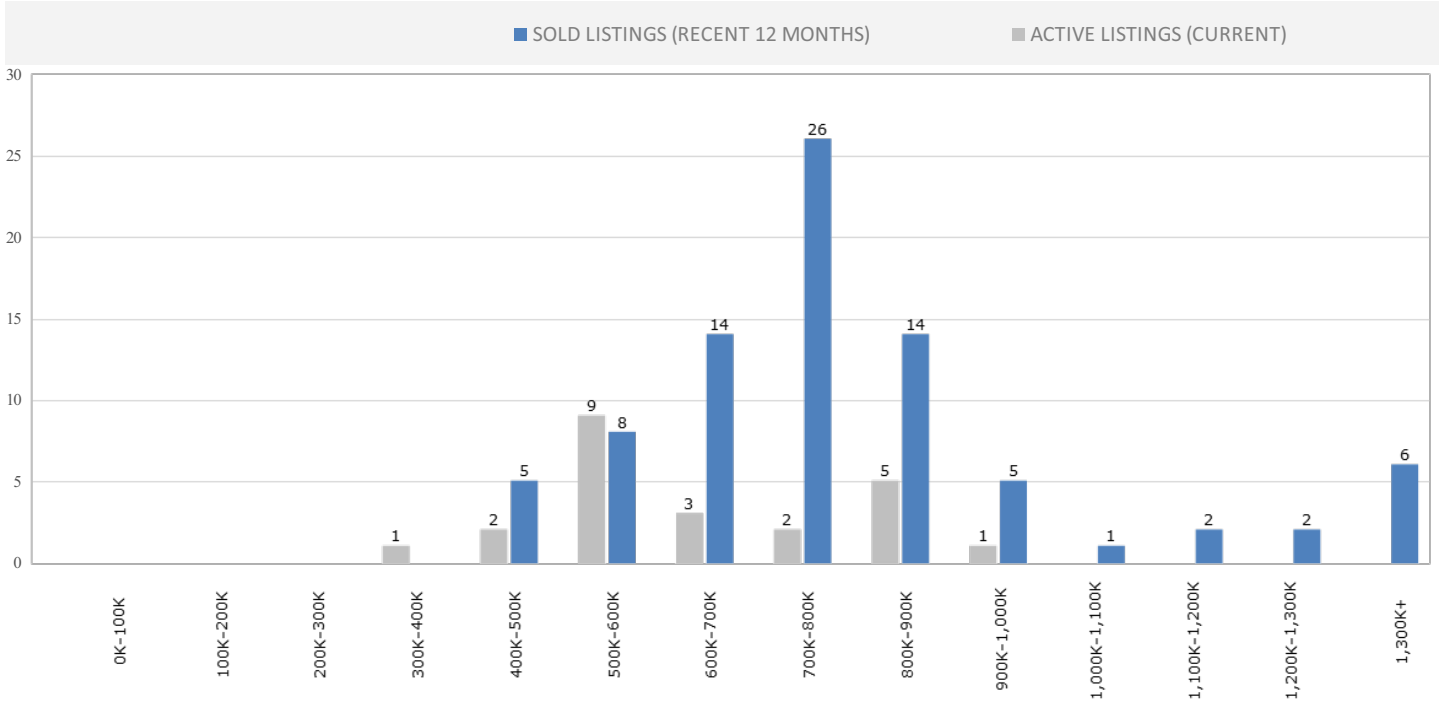


**DISCOUNT**  
 From Last List Price

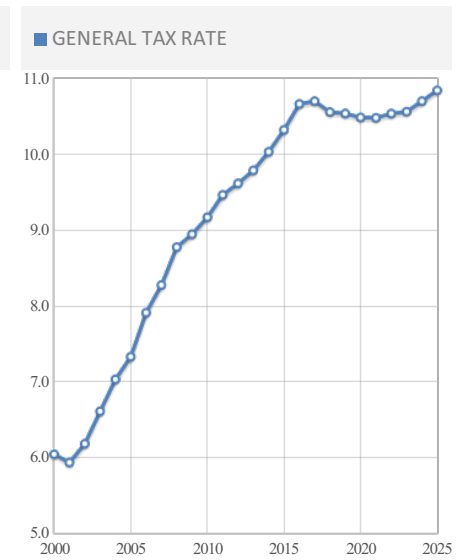
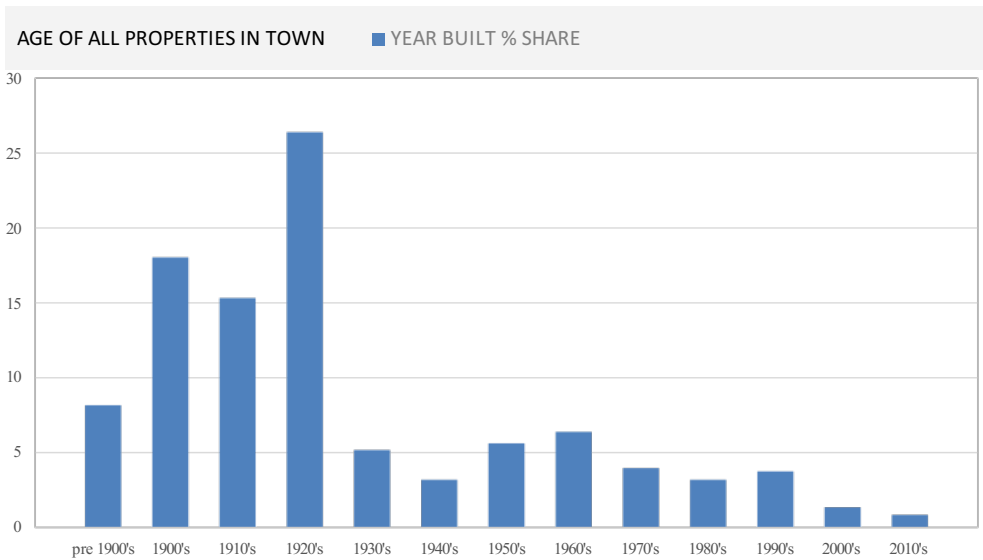
**-0.9%** ↑

#### TOWN STATS

Population	35,284
Total Housing Units	12,035
Single Family Homes	8,938
General Tax Rate (2025)	10.848%
Effective Tax Rate (2025)	1.985%



**VIBRANCY & DEVELOPMENT**



For proper use and methodology please go to [www.madisonadams.com/reports](http://www.madisonadams.com/reports). For comments or questions about this report please contact us at [office@madisonadams.com](mailto:office@madisonadams.com)

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**SELLER GUIDANCE** - Kearny is a buyer-leaning market, with more choice and more negotiating leverage on the buyer side, so homes must be positioned carefully to avoid stalling. The market is relatively forgiving, small pricing errors are less likely to require reductions, though discipline still protects your leverage. The recommended approach is to price right and expect normal negotiation, focus on accurate positioning, strong presentation, and reasonable give-and-take on terms. Closing behavior reflects a bidding-up trend, many deals tend to sell at or above the final asking price, consistent with competitive buyer behavior. Practical takeaway: align the list price with the most defensible value range, match the strategy to current leverage and risk, and use early-market feedback, including showing activity, offer quality, and timing to confirm the listing is positioned appropriately.

## MARKET LEVERAGE INDEX (MLI)

The Market Leverage Index (MLI) is a 1–100 score that shows how much negotiating power sellers have right now in your town. Higher scores mean buyers are competing more, and sellers can typically hold firmer on price and terms.

**37**

### BUYER LEANING

Buyers have more choices and negotiate more. Homes may take longer to sell unless priced and positioned carefully.

## MISPRICING RISK INDEX (MRI)

The Mispricing Risk Index (MRI) is a 1–100 score that estimates how likely a home is to sit longer and require price reductions if it's listed above what buyers are currently paying in the market.

**32**

### LOWER MISPRICING RISK

The market is fairly forgiving. Small pricing mistakes are less likely to require price reductions.

## DISCOUNT CLIMATE INDICATOR (DCI)

The Discount Climate Indicator (DCI) shows whether homes are typically selling below the final asking price (buyers negotiating discounts) or at/above it (buyers competing and paying premiums).



### BIDDING-UP TREND

Homes are commonly selling above the final asking price, which usually means buyers are competing and sellers can hold firm.

## MARKET PRICING GUIDE (MPG)

The Market Pricing Guide (MPG) helps sellers choose the best listing price approach by showing how strong the market is right now and how risky it is to start too high.



### PRICE RIGHT AND EXPECT NORMAL NEGOTIATION

Balanced market. Buyers have options. Pricing must be accurate and normal negotiation should be expected. Price it correctly to attract steady interest and be prepared for normal negotiation on price or credits.