



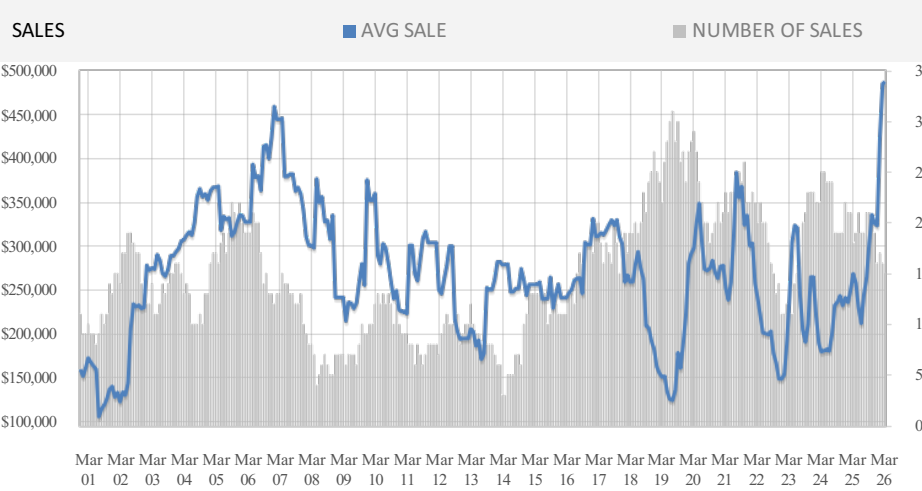
MADISON ADAMS™

REAL ESTATE MARKET REPORT

MOONACHIE

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

03 2026
MARKET TRENDS
 Monthly Market Report



HOME SALES & MARKET TRENDS

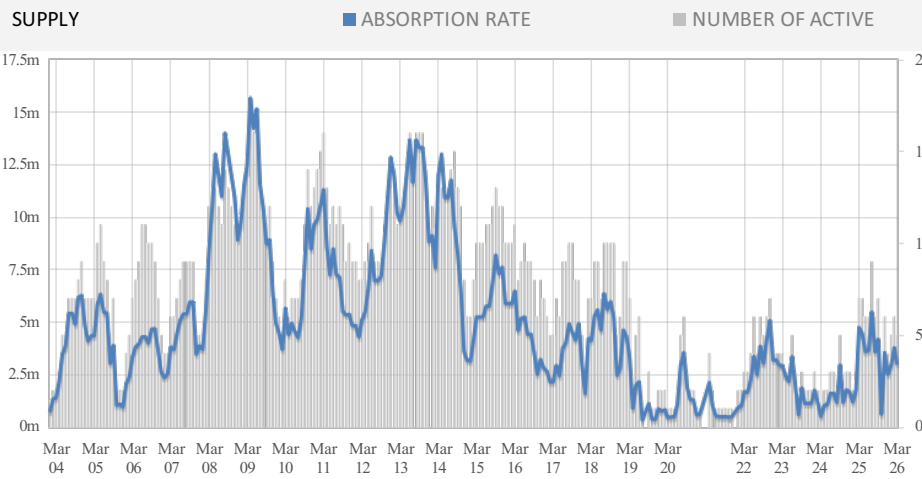
12 MONTH MOVING AVG
 As of 03/31/26

PRICES
 Average Sale

\$487,570 ↑

UNITS SOLD
 12 Months

15 ↓



ACTIVE
 March

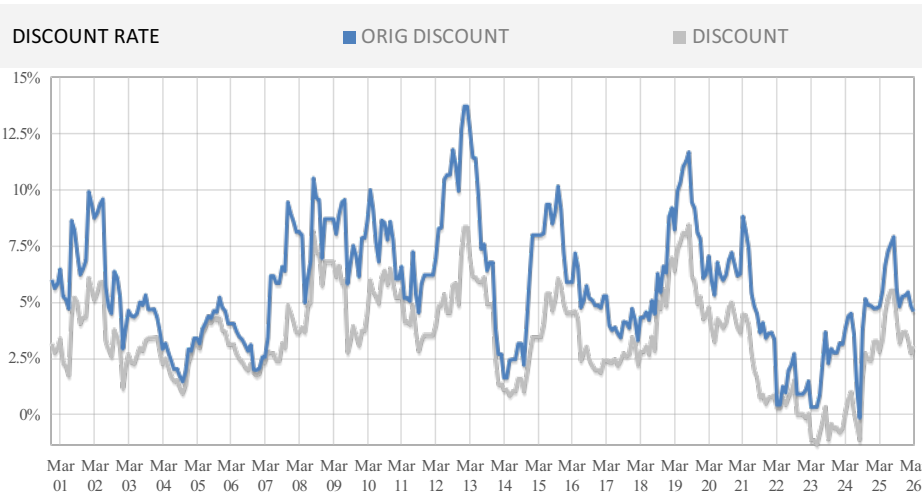
5 ↓

ABSORPTION
 Months

3.0 ↓

ORIG DISCOUNT
 From First List Price

4.6% ↓

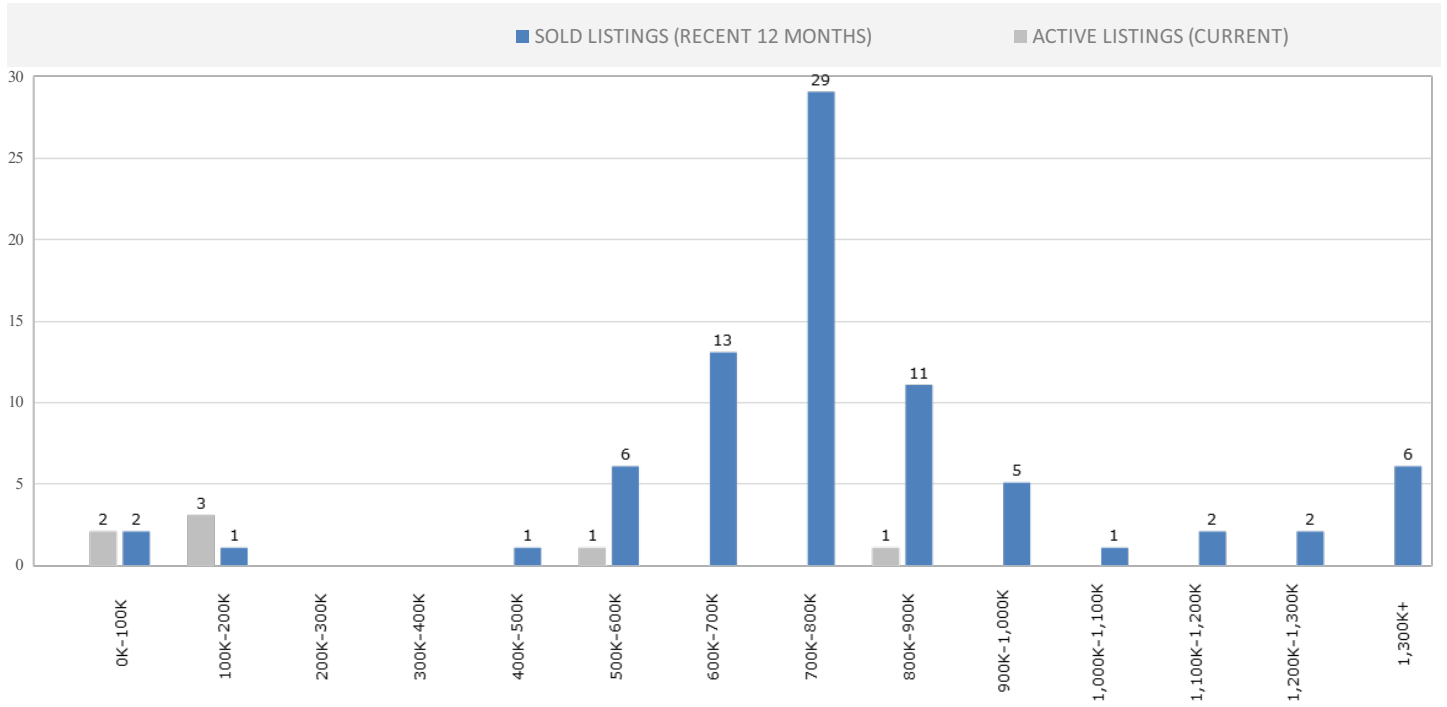


DISCOUNT
 From Last List Price

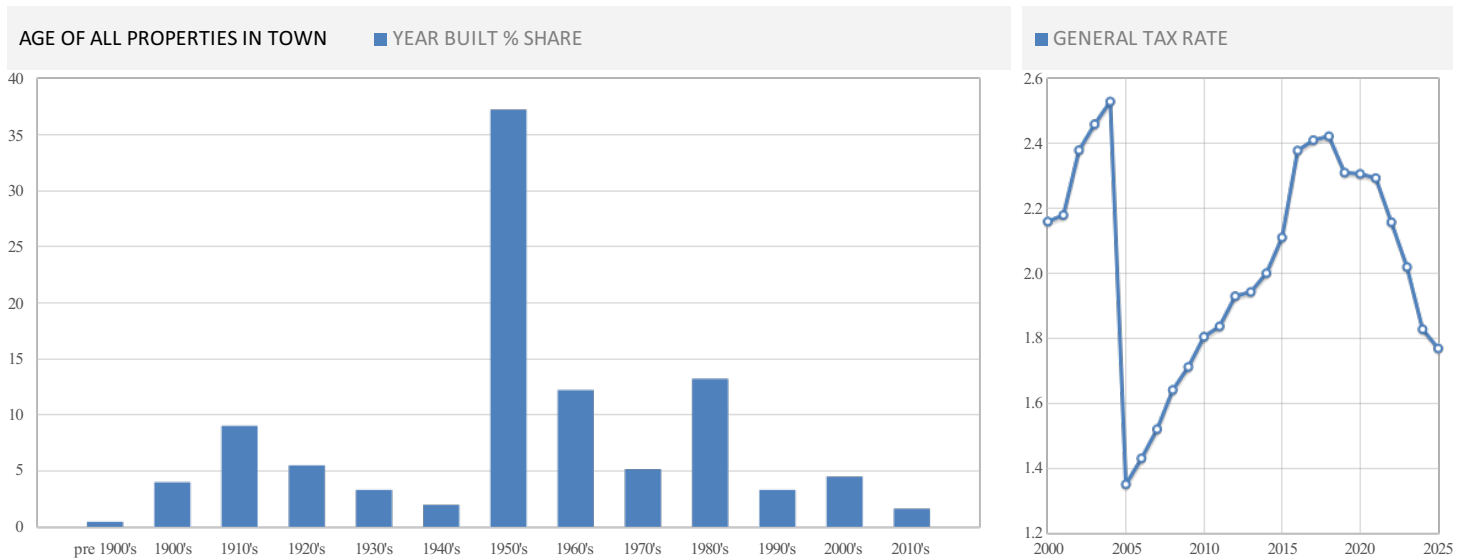
3.0% ↑

TOWN STATS

Population	2,708
Total Housing Units	1,053
Single Family Homes	598
General Tax Rate (2025)	1.769%
Effective Tax Rate (2025)	1.755%



VIBRANCY & DEVELOPMENT



For proper use and methodology please go to www.madisonadams.com/reports. For comments or questions about this report please contact us at office@madisonadams.com

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SELLER GUIDANCE - Moonachie is balanced, with buyers and sellers on more even footing, so pricing accuracy and presentation matter most. 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 is discount-driven, many deals negotiate meaningfully below the final asking price, often through price, credits, or concessions at the finish line. 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.

58

BALANCED

Buyers and sellers have similar leverage. Accurate pricing and good presentation matter most.

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.

31

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).



DISCOUNT-DRIVEN MARKET

Homes are often selling meaningfully below the final asking price, so overpricing is penalized and sellers may need stronger pricing and/or concessions.

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.