



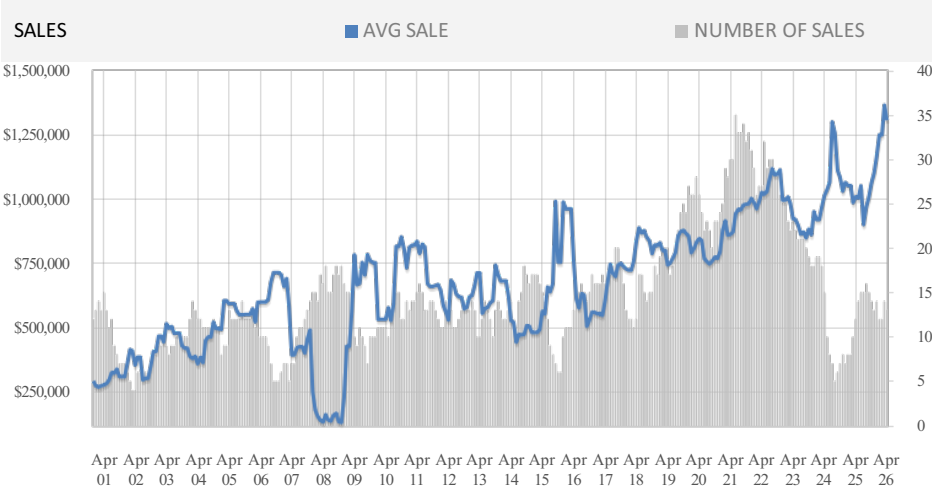
# MADISON ADAMS™

## REAL ESTATE MARKET REPORT

### WEEHAWKEN

**04** **2026**  
**MARKET TRENDS**  
 Monthly Market Report

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



## HOME SALES & MARKET TRENDS

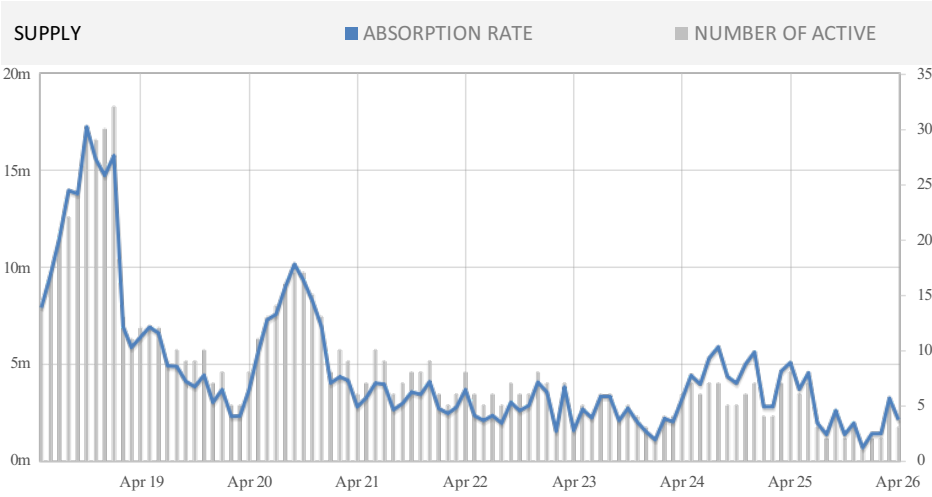
12 MONTH MOVING AVG  
 As of 04/30/26

**PRICES**  
 Average Sale

**\$1,307,777** ↓

**UNITS SOLD**  
 12 Months

**13** ↓



**ACTIVE**  
 April

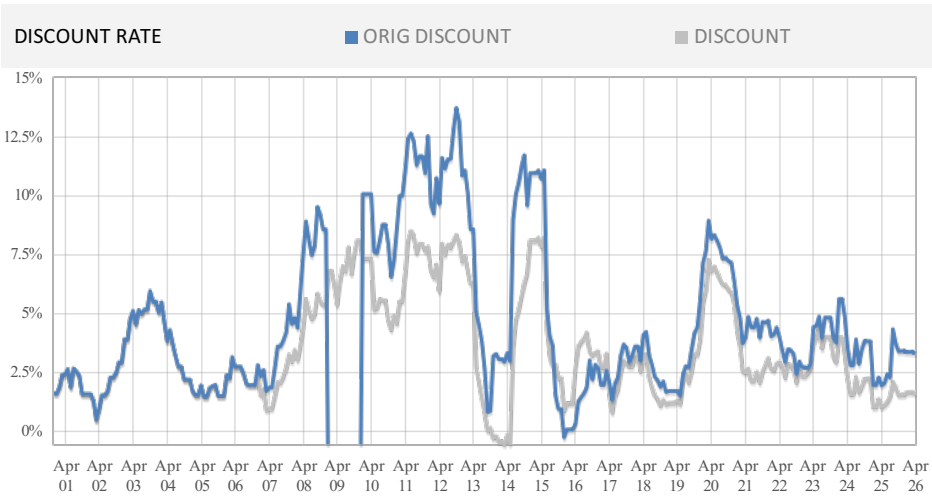
**3** ↓

**ABSORPTION**  
 Months

**2.1** ↓

**ORIG DISCOUNT**  
 From First List Price

**3.3%** ↓

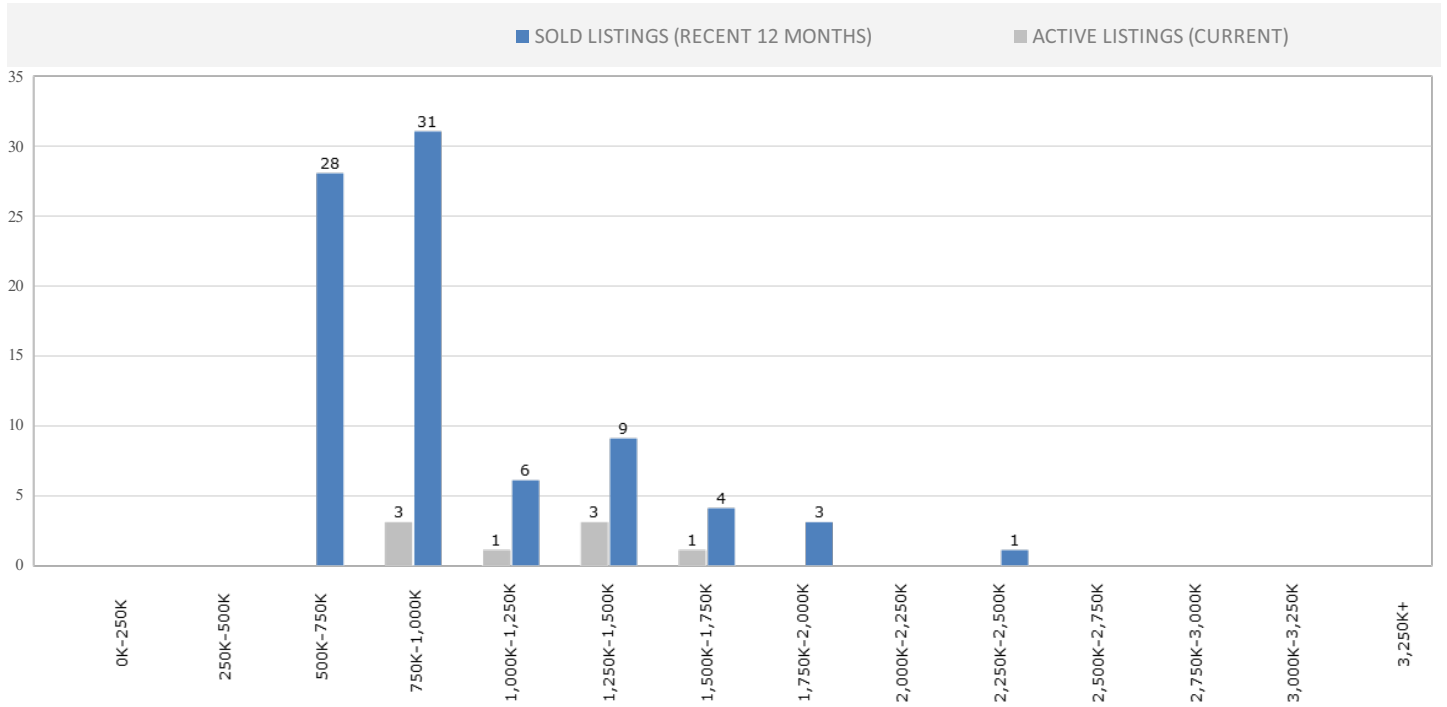


**DISCOUNT**  
 From Last List Price

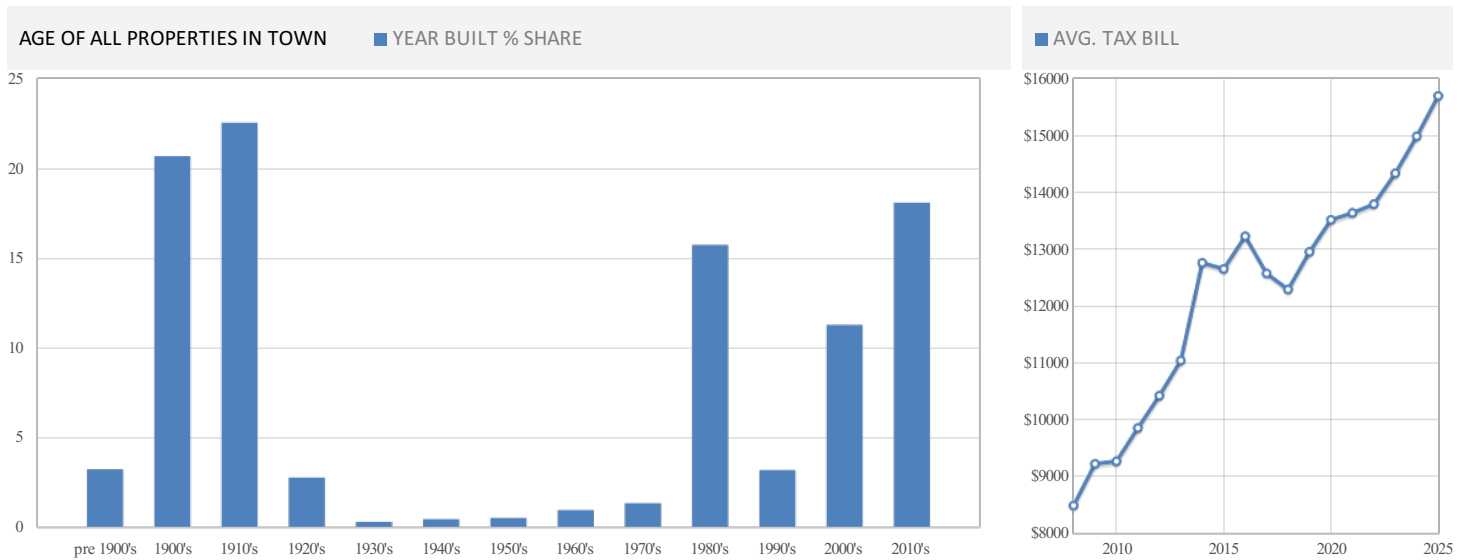
**1.6%** ↓

### TOWN STATS

Population	16,946
Total Housing Units	9,399
Single Family Homes	820
General Tax Rate (2025)	2.046%
Average Tax Bill (2025)	\$15,700



## 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** - Weehawken is balanced, with buyers and sellers on more even footing, so pricing accuracy and presentation matter most. Mispricing is often penalized, overreaching can quickly slow momentum and force reductions, so the pricing range must be tight and defensible. The recommended approach is to price for certainty, optimize for speed, clean execution, and a higher probability of contract by pricing into the most active segment of buyer demand. 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.

# 49

### 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.

# 65

### ELEVATED MISPRICING RISK

Overpricing is often punished. Pricing needs to be precise to avoid staying on the market longer and price reductions before the property sells.

## 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 FOR CERTAINTY

Market is more price-sensitive and/or overpricing penalty is high. Pricing for speed and certainty reduces the chance of reductions later.