



# MADISON ADAMS™

## REAL ESTATE MARKET REPORT

### CARLSTADT

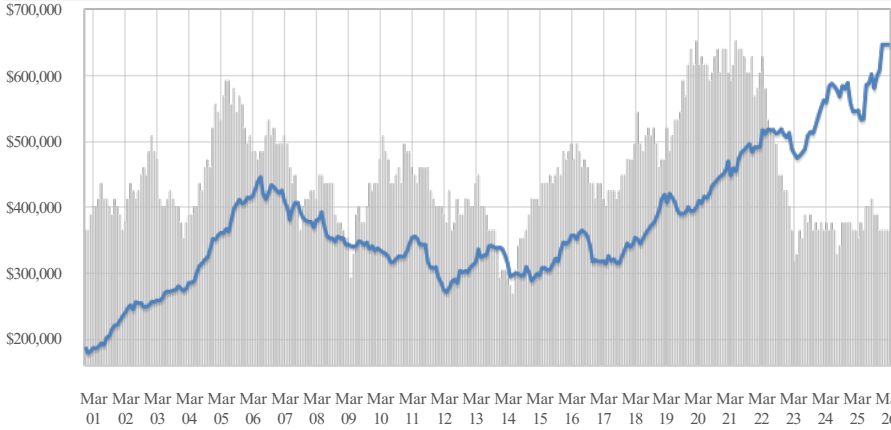
BERGEN COUNTY—NEW JERSEY—GOLD COAST ON THE HUDSON™

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

#### SALES

■ AVG SALE

■ NUMBER OF SALES



### HOME SALES & MARKET TRENDS

12 MONTH MOVING AVG  
 As of 03/31/26

**PRICES**  
 Average Sale

**\$647,332**

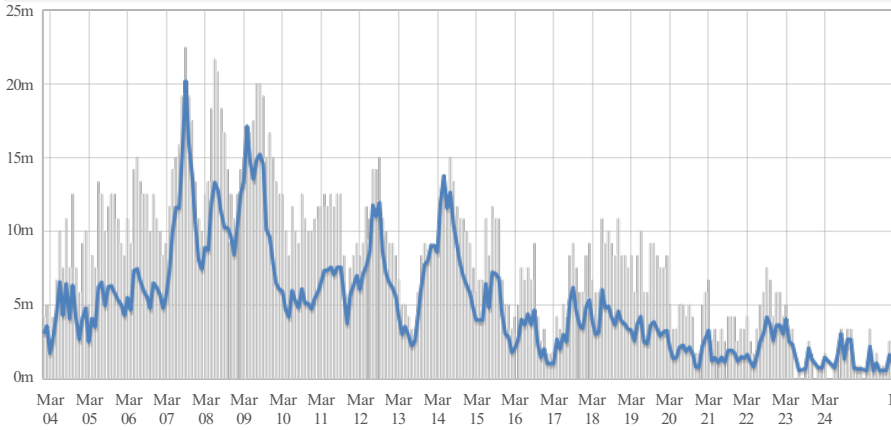
**UNITS SOLD**  
 12 Months

**17**

#### SUPPLY

■ ABSORPTION RATE

■ NUMBER OF ACTIVE



**ACTIVE**  
 March

**2**

**ABSORPTION**  
 Months

**1.1**

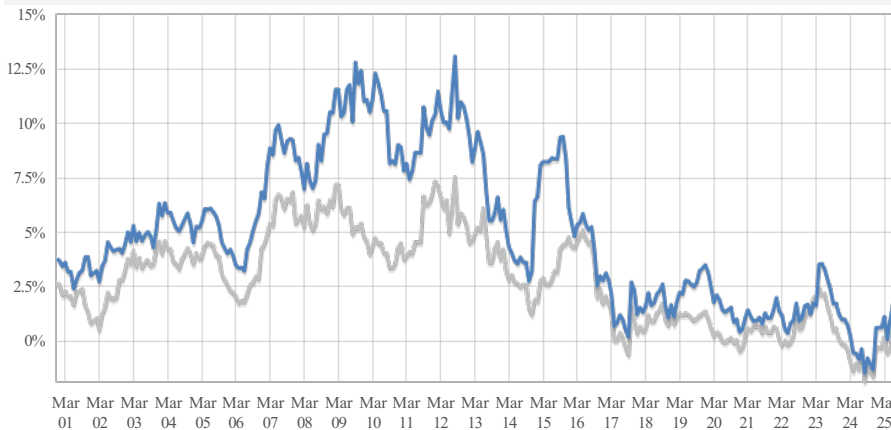
**ORIG DISCOUNT**  
 From First List Price

**1.1%**

#### DISCOUNT RATE

■ ORIG DISCOUNT

■ DISCOUNT

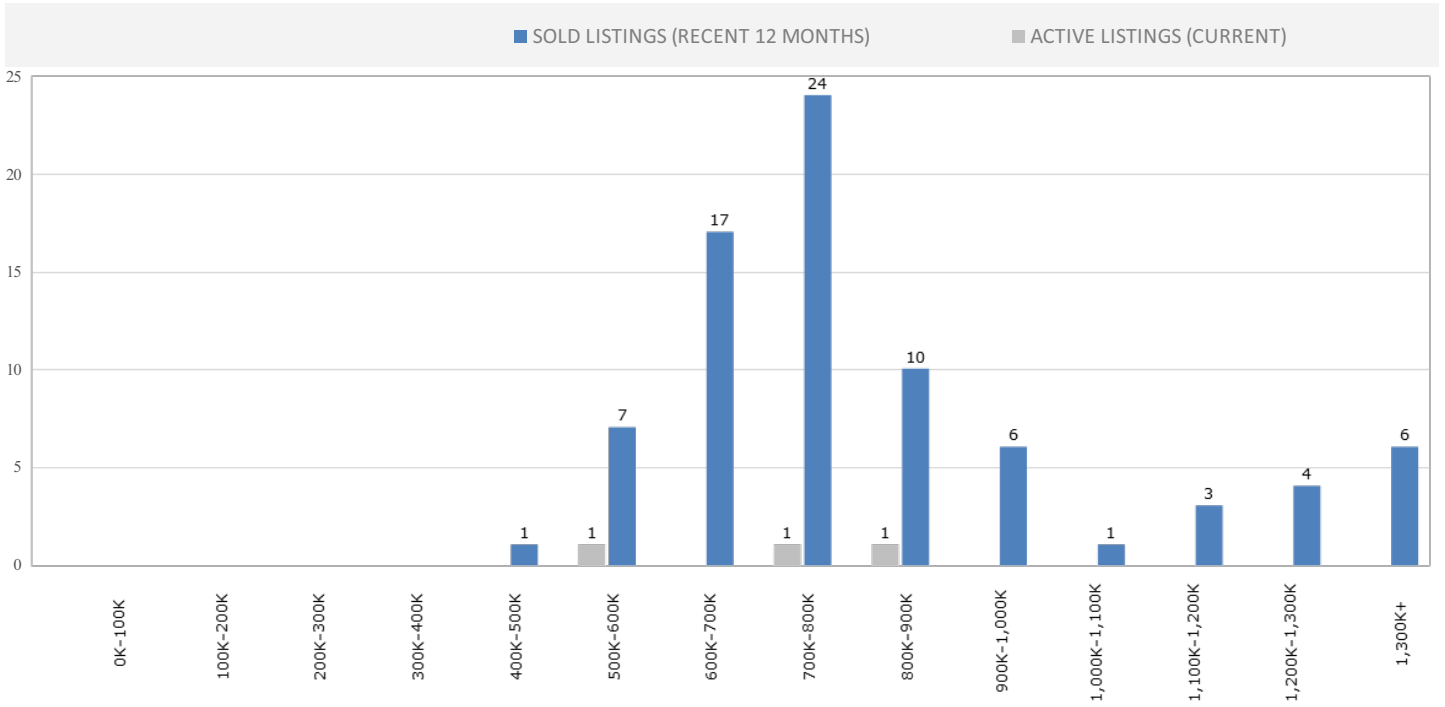


**DISCOUNT**  
 From Last List Price

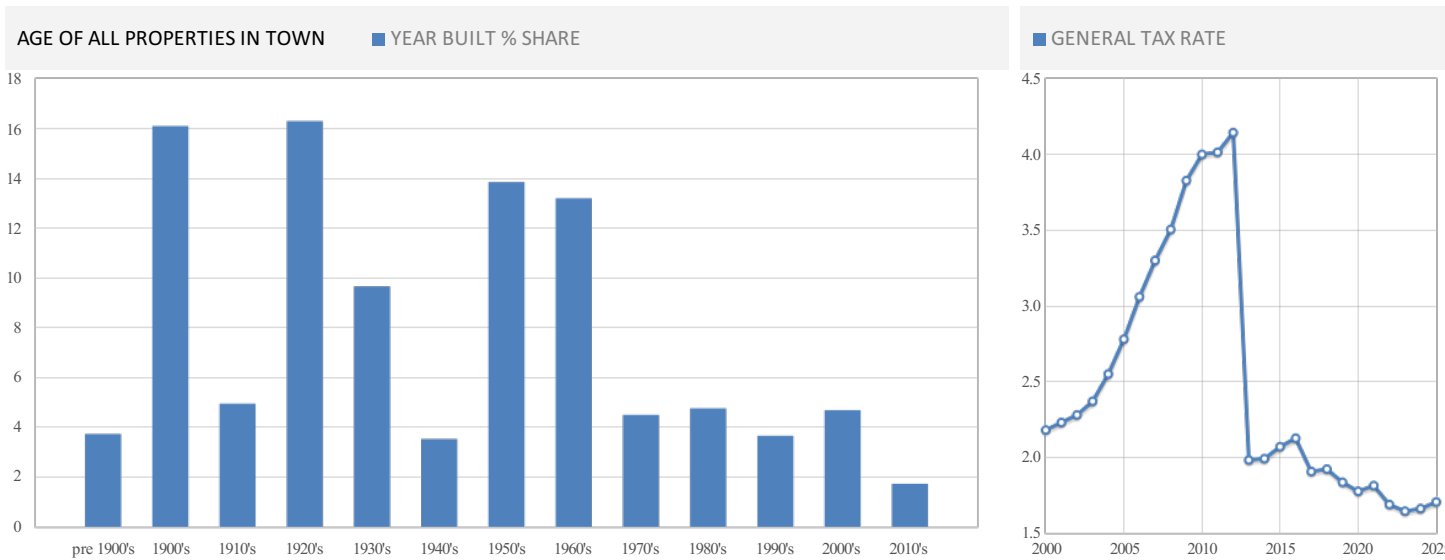
**-0.5%**

#### TOWN STATS

|                           |        |
|---------------------------|--------|
| Population                | 6,127  |
| Total Housing Units       | 2,495  |
| Single Family Homes       | 1,555  |
| General Tax Rate (2025)   | 1.705% |
| Effective Tax Rate (2025) | 1.681% |



## 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** - Carlstadt is clearly a stronger seller market, with demand outpacing supply and buyers competing for the best homes. 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 hold price, but stay within a tight, market-clearing range, aim for precision and avoid testing above what buyers will accept. 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.

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### STRONG SELLER'S MARKET

Buyers are competing and homes move quickly. Sellers can usually hold firmer on price and terms.

## 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.

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### 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).



### 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.



### HOLD PRICE BUT STAY WITHIN RANGE

Market is strong but overpricing gets punished. Sellers can be confident only if they price inside the most active demand range. Starting too high increases the risk of staying on the market longer and price reductions.