MADISON ADAMS™
UNION CITY

SINGLE-FAMILY HOMES MARKET REPORT

HUDSON COUNTY — NEW JERSEY

07 | 2026

MARKET TRENDS

As of 07/31/26

MARKET SNAPSHOT

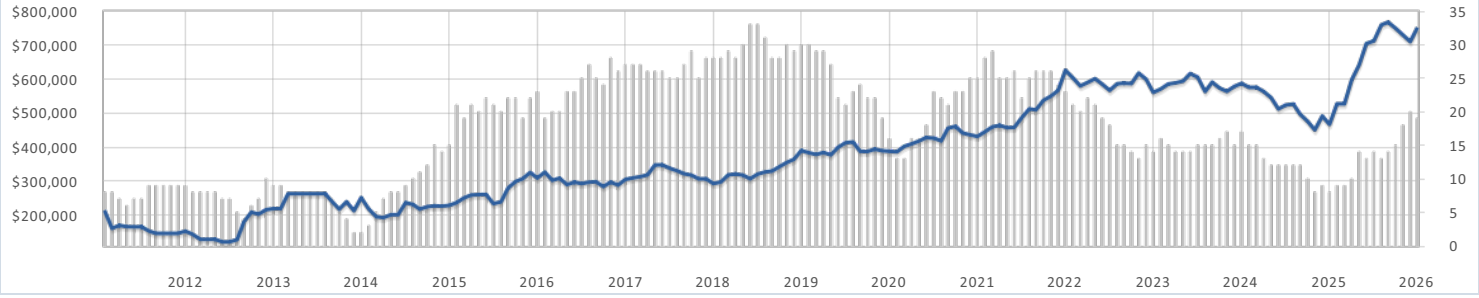
AVERAGE SALE PRICE	HOMES SOLD (12 MONTHS)	ACTIVE LISTINGS (JULY)	MONTHS OF SUPPLY	DISCOUNT FROM ORIGINAL LIST PRICE	DISCOUNT FROM FINAL LIST PRICE
$752,128 ▲	19 ▲	0 ▼	1.0 ▼	0.4% ▼	0.2% ▼
vs. Jul. 2025 12-month	vs. Jul. 2025 12-month	vs. Jul. 2025	vs. Jul. 2025	vs. Jul. 2025 12-month	vs. Jul. 2025 12-month

15-YEAR MARKET TRENDS

Historical data retained internally; public report shows the most decision-relevant period.

SALES & PRICE TREND

15-year rolling window | 12-month rolling measures



INVENTORY & MONTHS OF SUPPLY

15-year rolling window

DISCOUNT RATE

15-year rolling window

TOWN STATS

Population	66,375
Total Housing Units	27,442
Single-Family Homes	1,292
General Tax Rate (2025)	1.848%
Average Tax Bill (2025)	$9,383

Source: Garden State MLS (market activity); New Jersey Department of the Treasury, Division of Taxation (tax statistics).
Data deemed reliable but not guaranteed.

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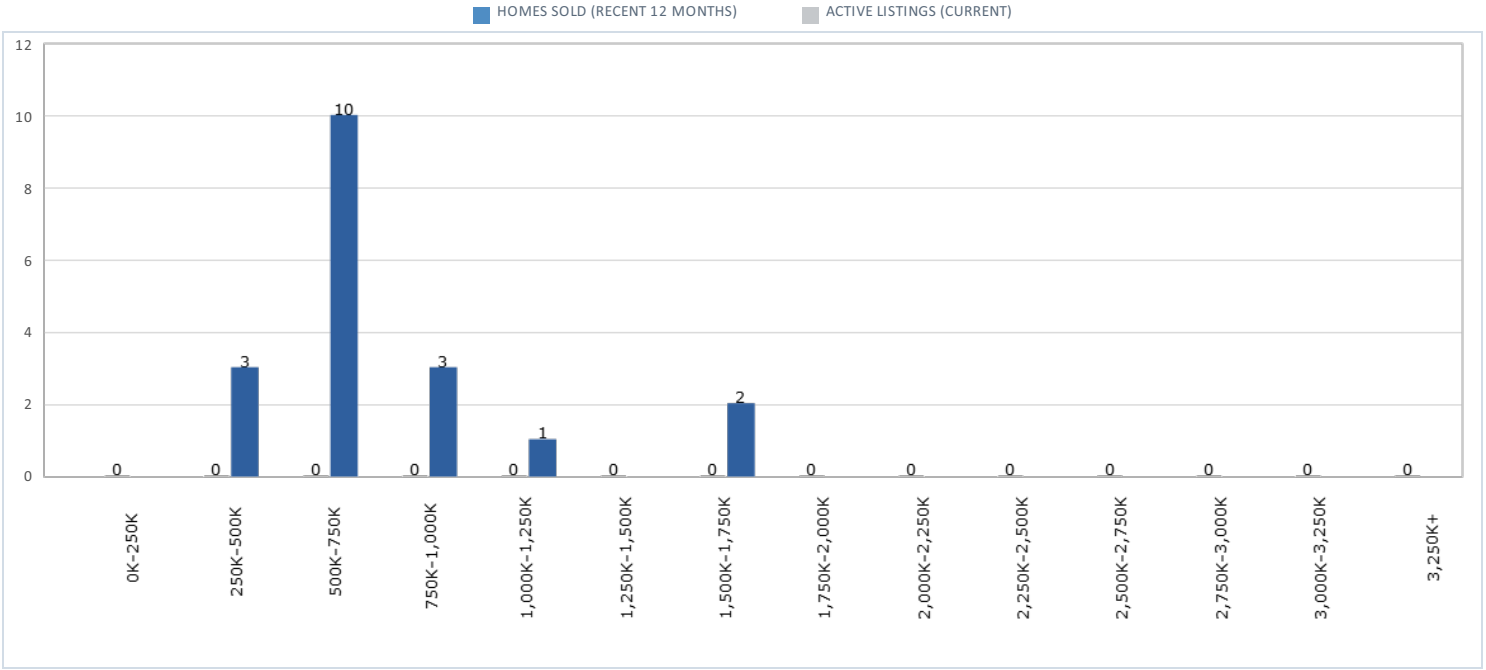
MARKET LIQUIDITY

As of 07/31/26

MARKET LIQUIDITY BY PRICE RANGE

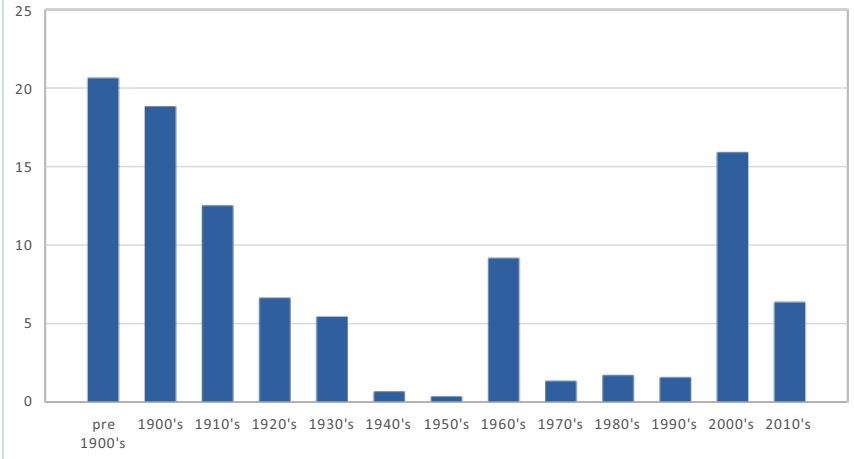
JULY 2026



TOWN CONTEXT

AGE OF HOUSING STOCK

SHARE OF ALL PROPERTIES IN TOWN



PROPERTY TAX SNAPSHOT

2025

Average Tax Bill (2025)	$9,383
General Tax Rate (2025)	1.848%
Population	66,375
Total Housing Units	27,442
Single-Family Homes	1,292

For rankings and long-term tax history, see the dedicated property-tax research.

Explore Union City Property Tax Research >

Source: Garden State MLS (market activity); New Jersey Department of the Treasury, Division of Taxation (tax statistics).
Data deemed reliable but not guaranteed.

SELLER GUIDANCE

ABOUT SELLER GUIDANCE
Uses current market indicators to help you price, position, and negotiate with confidence.

MARKET LEVERAGE
Balanced.

PRICING RISK
Low, but price sensitivity remains.

RECOMMENDED STRATEGY
Price Right and Expect Normal Negotiation.

MARKET LEVERAGE INDEX (MLI)
A 1–100 score showing how much negotiating power sellers have right now.

57

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

MISPRICING RISK INDEX (MRI)
A 1–100 score estimating how likely a home is to remain on the market longer and require price reductions if listed above current market value.

14

VERY LOW MISPRICING RISK
The market is highly forgiving. Well-presented homes can often hold the price without the need for reductions.

DISCOUNT CLIMATE INDICATOR (DCI)
Shows whether homes are typically selling below (discounts) or at/above (premiums) the final asking price.

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)
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.

Source: Madison Adams internal market analysis.
Data deemed reliable but not guaranteed.