

HEIRESS PROPERTY
ADVISOR



HEIRESS PROPERTY ADVISOR
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Q1 2025 NYC REAL ESTATE MARKET REPORT

SALES & MARKETING

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As a Brooklyn native and real estate expert, I provide in-depth market analysis tailored for buyers, sellers, and investors navigating NYC's evolving landscape. This report delivers data-driven insights, strategic projections, and expert recommendations to help you stay ahead in today's market.

- **Quarter 1**
- **Quarter 2**
- **Quarter 3**
- **Quarter 4**

INTEREST RATES & BUYER ACTIVITY

Buyer Activity Trends:

- **Increased Contract Activity:** In Manhattan, contract activity surged by 157% for townhouses, indicating buyers are capitalizing on adjusted price points.
- **Shift in Property Preferences:** While overall prices are rising, there's a notable slowdown in contract activity, with a 17% drop in the number of contracts signed in January compared to the previous year

Projections for Q2 2025:

- **Interest Rate Stability:** Forecasters, including Fannie Mae and the Mortgage Bankers Association, predict that the 30-year mortgage rate will remain at or above 6.5% throughout 2025.
- **Buyer Market Dynamics:** With stable interest rates and increasing inventory, buyers may find more negotiating power, especially in overvalued segments.

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30-YEAR FIXED-RATE MORTGAGE: AS OF FEBRUARY 25, 2025, THE AVERAGE RATE IS 6.924%, REFLECTING A SLIGHT DECREASE OF 0.017% FROM THE PREVIOUS WEEK.

15-YEAR FIXED-RATE MORTGAGE: CURRENTLY AVERAGING 6.346%, A DECREASE OF 0.02% FROM LAST WEEK.