



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.

