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**

Seller's Market vs. Buyer's Market

Inventory Levels:
Manhattan: In January 2025, Manhattan's housing inventory experienced a significant 17% decrease from December 2024, with active listings totaling 5,243, marking an 8.8% year-over-year decline.
New York City Overall: The total number of homes on the market has fallen to 14,840 units, a 3.5% year-over-year decline.

- Days on Market:
  - New York City: Homes are selling after an average of 90 days on the market, with a downward trend compared to the previous month and year.

Market Dynamics:
- Sale-to-List Price Ratio: In January 2025, properties in New York City sold for an average of 2.5% below the asking price, indicating a sale-to-list price ratio of 97.5%.

- Market Balance: The current conditions suggest that New York City is leaning towards a buyer's market, characterized by greater housing supply relative to demand.

Projections for Q2 2025:
- Inventory Trends: While inventory levels have been low, there are positive signs of growth. The market has been starved for inventory for three years, driving sales down to the lowest levels since the Financial Crisis of 2008-09. However, recent months have shown positive signs, and if this continues, 2025 sales are expected to be much stronger than the past year.

- Market Shift Potential: As inventory increases, the market may transition towards a more balanced state. Buyers could gain more negotiating power, especially in overvalued segments, while sellers may need to adjust pricing strategies to align with the evolving market dynamics.