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At Douglas Elliman

Low Inventory, High Demand and What It Means for You

March has arrived, signaling the first signs of spring and the typical seasonal boost in real estate activity. However, with home inventory still tight, this year's market looks quite different, especially as rental demand surges and prices climb.

In Manhattan, median rent rose to $4,350 in January, with newly signed leases up 27.1% year over year. This wave of activity has led to busy open houses, bidding wars, and a competitive sentiment among renters—things we don't typically see this early.

On the sales front, tight home inventory continues to shape the market, making it critical for sellers to enter the season with a well-planned strategy. Competitively priced homes are attracting interest and offers, while overpriced properties or those needing renovation are seeing considerably less movement. Overall, buyers are seeking value and are being highly selective, a trend not to ignore if you are a seller.

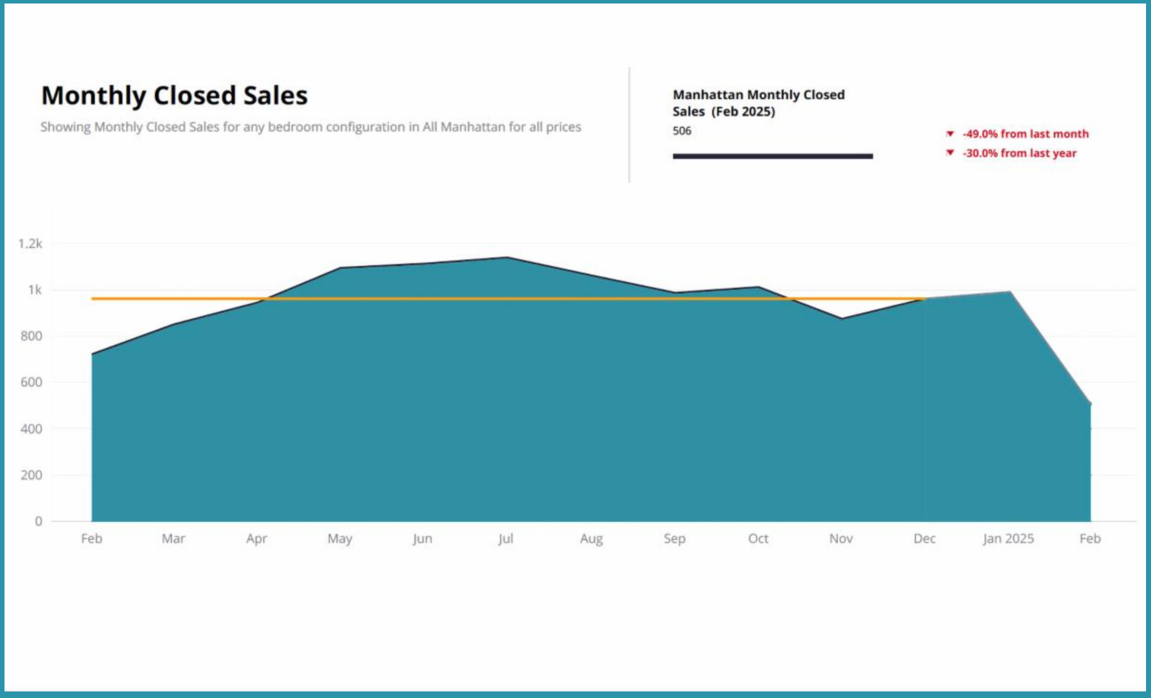
One of the most striking trends so far this season is the continued strength of the luxury market. The first two months of 2025 saw notable increases in sales for homes over $4 million, with 41 contracts signed the week of February 10-16—the highest weekly volume on record since May 2022. High-net-worth buyers remain active, seizing opportunities in this segment despite broader market challenges.

As we move into spring, experts are anticipating that mortgage rates will shift slightly downward and the Federal Reserve isn't expected to cut benchmark interest rates until at least June or the second half of the year. Given these conditions, buyers are recognizing that mortgage rates may not drop significantly, leading them to move forward with purchase decisions—albeit cautiously.

If you're thinking about selling your NYC property, now is an opportune time to enter the market with a strategic sales framework. Price competitively to ensure buyers see value in your home, and as always, work with an experienced broker who can guide you through the nuances of this ever-evolving landscape.

*check out the underlined words for helpful links and references.

The Market at a Glance



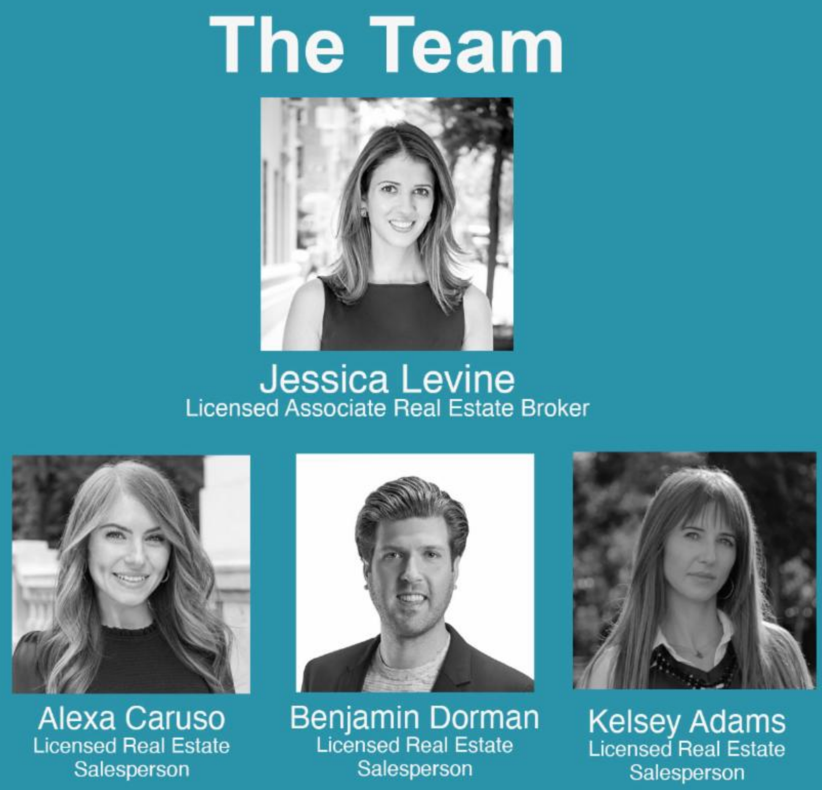
Fun Reads

Art in the City

Spring has sprung and with it comes art exhibitions in NYC. There are lots of great new showings beginning this month with plenty more to come. If you're looking for something to do or just love the art scene, **click here** to find out exciting opportunities to walk on the artful side this spring.

In Bloom

The New York Botanical Garden is bringing back its incredible orchid show and this year they are focusing on Mexican Modernism. Every year the show really is incredible, and this year is going to be amazing too. You won't want to miss out. Make sure and click this link **here** for more information.



We are always looking to partner with other realtors and currently have partnerships globally and internationally! For more information, email us.

Check Out All Our Current Listings