May 8, 2025

Jessica Levine Team
At Douglas Elliman

May Momentum: NYC Real Estate Sees Lift as Buyers Come Back

As we enter the heart of the spring real estate market, real estate in NYC is showing signs of renewal. Listings are up, deals are happening, and buyers—previously sidelined by higher interest rates and economic uncertainty—are stepping back in with purpose.

A Market On the Move in Manhattan

Across the Big Apple's most iconic borough, the median asking price for homes reached $1.1 million in April, up 7.3% year over year. The number of homes entering contract climbed to 2,177, an 8.8% year-over-year gain, marking the seventh straight month of rising contract activity.

The luxury market in Manhattan continues to make strides, with contracts signed for homes over $4 million making notable gains the entire month of April, despite stock market volatility and inflation concerns. With more buyers appearing, pricing right is especially important in a market that is gaining momentum but still sensitive to overpricing.

Home Prices Are Rising—And So Is Inventory

The median sale price for all homes in NYC jumped 10% in Q1 of 2025, rising from $698,000 to $768,000. Manhattan led that increase, fueled by larger unit sales and strong momentum in both co-op and condo markets.

The good news for buyers happens to be that inventory is expanding. Citywide, there were 16,311 homes on the market in March; that's 11.9% higher than a year ago. This shift is helping bring balance to the real estate market and may give buyers more options while also encouraging sellers to price strategically.

Rentals Hold Near Record Highs

Manhattan rentals remain near peak levels, with net effective median rent hitting a record $4,471 in April—a 9.9% increase year over year. While the overall median rent dipped slightly from March's all-time high, it still stands at $4,495, the second-highest in history. With the vacancy rate holding at 2.43%—tighter than the decade Q1 average—renters are finding fewer deals and facing continued pricing pressure.

What to Watch As We Near Summer

As market activity continues rising and inventory recovers, the second half of Q2 will likely reveal just how much pent-up demand is still waiting in the NYC market. Luxury buyers are already acting decisively, and mid-market buyers are warming up.

If you're ready to make your move, reach out to our team for more insights on the market.

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

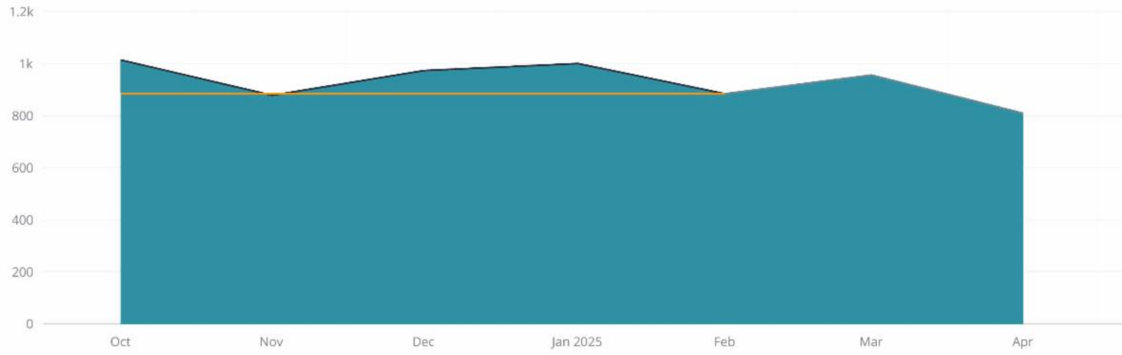
The Market at a Glance

Monthly Closed Sales

Showing Monthly Closed Sales for any bedroom configuration in All Manhattan for all prices

Manhattan Monthly Closed Sales (Apr 2025)
812

▼ -15.3% from last month
▲ -% from last year



Monthly Contract Activity

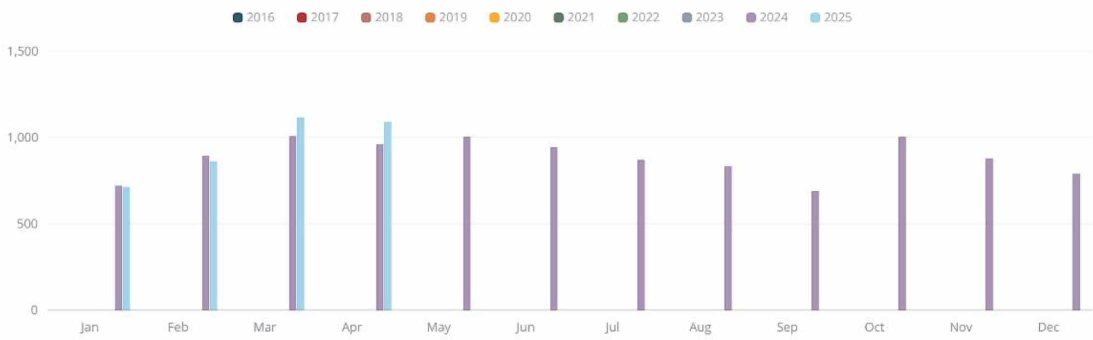
Showing Monthly Contract Activity for any bedroom configuration in All Manhattan for all prices

Manhattan Monthly Contract Activity (Apr 2025)
1089

▼ -2.3% from last month
▲ -% from last year

Rolling Seasonal Averages (Apr 2025)
1089

▼ -6.0% from last month
▲ -% from last year



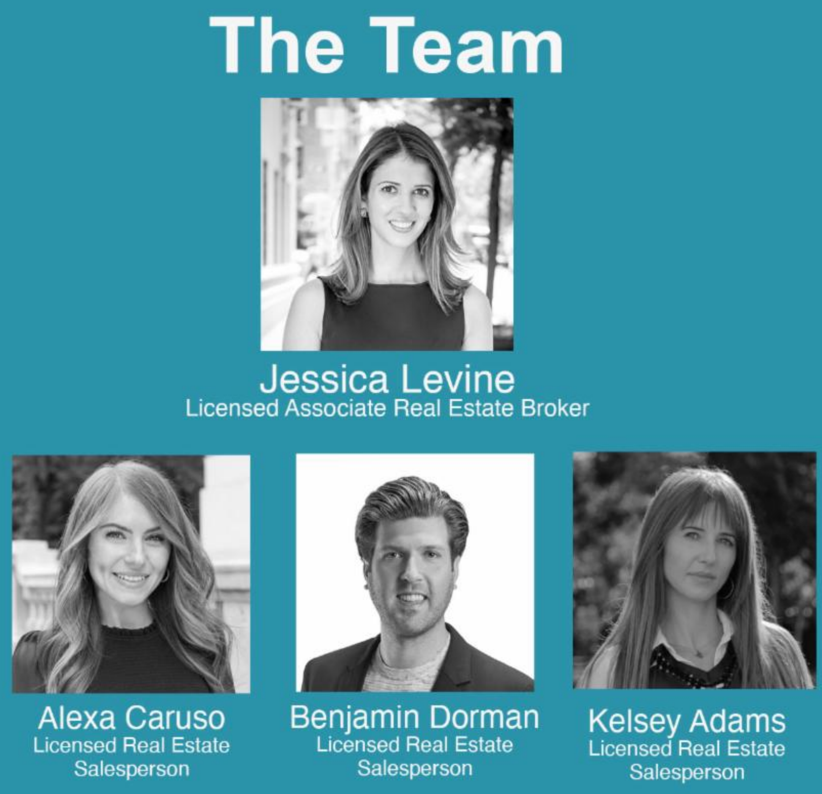
Fun Reads

Happy to Be in NYC

Did you know NYC is among the happiest cities in the world? Created by the London-based Institute for Quality of Life, the annual index evaluates 200 cities worldwide across six major categories believed to have the most direct impact on overall happiness: governance, environment, economy, mobility, citizen well-being and health. This year NYC is number 17! Click here for more info.

The Sun Is Shining

Manhattanhenge is coming back! Happening four times this summer, you can check out this natural phenomenon throughout NYC. Mark your calendars: The 2025 dates are set for Wednesday, May 28 and Thursday, May 29; and again on Friday, July 11 and Saturday, July 12. Click here for more information and to learn about the next event.



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