

MARKET PERSPECTIVES

SPRING 2025



THE FIRST QUARTER OF 2025 SAW A SLOWING IN THE MARKET, LARGELY DUE TO THE ERRATIC NATURE OF THE GOVERNMENT CAUSING UNCERTAINTY FOR BOTH BUYERS AND SELLERS.

These are our observations from the quarter:

- Supply continued to be very low, with a challenging listing environment and buyers exercising caution. The anticipated increase in listings did not happen. Brokers are experiencing few inquiries and poor open house attendance.
- Prices remained relatively stable for those properties that entered contract. There were fewer instances of competitive bidding than in the previous quarter as buyers worried about possible drops in the market yet to come.
- The rise in consumer confidence we saw in 2024 has disappeared. Fear of a recession reduced personal spending to a great extent.
- As we predicted at the end of the previous quarter, mortgage rates declined, though the anticipated increase in activity did not happen, due to the other factors affecting the market.
- We also predicted the economic growth would continue in 2025, but this now seems unlikely.
- Record Wall St. bonuses of \$47,000,000,000 were paid in the first quarter.
- There were 1,980 closed sales, down sharply from 2,700 in the previous quarter.
- The luxury market continued to remain strong.
- Average listing discount was 7%.
- Average days on market was 74.



Frederick Wohlfarth
Licensed Real Estate Broker
Wohlfarth & Associates, Inc.
C: 917.882.0815
O: 212.666.1600
E: rick@wohlfarth.com

