

MARKET PERSPECTIVES

FALL 2026



THE THIRD QUARTER OF 2026 WAS CHARACTERIZED BY A LACK OF SUPPLY OF AVAILABLE LISTINGS AND NEW DEVELOPMENT INVENTORY. BUYERS ARE COMPETING FOR A SHRINKING POOL OF HOMES, WHICH WILL SUPPORT PRICING AND INTENSIFY COMPETITION GOING FORWARD.

Here is what we observed in this quarter:

- Sustained pricing resilience driven by structural inventory deficits in all categories, even as buyers contend with higher borrowing costs and the possibility of a pied-a-terre tax, which is adding uncertainty, particularity in the upper end of the market.
- The demand in NYC was still very much there, and buyers moved quickly and decisively. Well-priced units are drawing a lot of quick decisions; even unrenovated units are moving if priced right. Midterm elections have put ONLY SOME buyers on the sidelines.
- Both the Upper East and Upper West sides were particularly strong, with multiple offers on several West side units. Upper East has more inventory and lower prices.
- Mortgage rates had stabilized but since the recent Fed increase are now around 7%+.
- Active inventory was restrained across all boroughs, down by roughly 10%-12% year-over-year.
- Closed sales rose roughly 10% year-over-year; one of the strongest quarters since 2022.
- The average time on the market was 90 days, a 13% year-over-year decrease.
- Signed contracts were down by 6% year-over-year due to limited inventory, mortgage rates, and policy changes.
- The rental market was fiercely competitive, with tight inventory driving high rents across all boroughs.



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