

What's happening in NYC real estate April 2025

The sun is shining, flowers are blooming, pollen is flying through the air, so spring is officially here!

April kicked off the spring in a wild way. We had a dramatic "Liberation Day" which really set the tone for the month. Since that moment everyone has been wishing those tariffs were an April Fools joke!

There has been a lot of uncertainty in global markets and no one knows what is next. So, it does make it very challenging for individuals, businesses, and even countries to prepare for the future. Only time will tell how this all shakes out. If history is an indicator we have short term pain for long term gains. In the long run markets go up, so take advantage of the opportunities.

Meanwhile, the New York City real estate market has been on a big rebound. Days on market decreased, monthly contract activity increased, and prices are up. An interesting statistic is that price cuts are also up. So even prices are getting cut from aspirational list prices, the overall sales price is still high. That is pretty specific to New York. Only in this city will there be price cuts that still have high price sales.

Unfortunately, the momentum slowed down a bit over the past few weeks as there were holidays mixed with the uncertainty. The upcoming weeks will be very indicative of the success of the spring selling season. We will be keeping a close eye on the market and hope to be adding many sales to the statistics!

We have a lot of inventory for sale right now and there are great deals on the market. There is no better time to get out and take a look at all the beautiful apartments in this great city!

The Spotlight this month is on a great article I read this month in the Financial Times on the New York City market. It's always good to get a global perspective on our city.

360 Central Park West 8/9D

A Candela Duplex with Breathtaking Central Park Views

We are proud to present a meticulously renovated duplex at Candela's iconic 360 Central Park West, a residence that reinterprets the timeless elegance of pre-war design for the modern era. Crafted by the acclaimed design firm CetraRuddy, this home represents a rare opportunity to experience unparalleled sophistication and luxury.

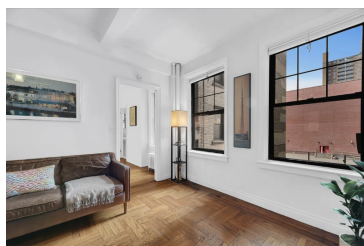
This residence is bathed in natural light from both the northern and eastern exposures, offering sweeping panoramic views of Central Park and the city skyline beyond.



On the market...



261 West 22nd Street
Inexpensive Chelsea 2 Bed



141 East 3rd Street
Quintessential East Village



220 Madison Avenue
Midtown Studio



360 Central Park West
Brand New Sponsor Unit



875 West End Avenue
Stunning 3 Bed/ 3.5 Bath



360 Central Park West
Designer Dream Home



38 Delancey
High Floor w/ Views!



38 Delancey
Outdoor Oasis



38 Delancey
Best Deal Ever!

SPOTLIGHT ON: A brand new start of it!



This article puts data behind what so many of us in the field already know — New Yorkers are coming back. And not just for the weekend. They're selling in the suburbs, trading quiet for vibrancy, and re-anchoring their lives in the city. The buyers I'm working with aren't just browsing — they're serious, fast-moving, and often coming in with all cash.

You can feel it across the city: full restaurants, packed theaters, crowded sidewalks. There's a sense that people are done waiting. Many who left during the pandemic are realizing that life outside the city doesn't quite match what they gave up. The energy that makes New York feel like New York is pulling them back in — and for many, that means finding a home here again.

But even with the momentum, there's tension. Interest rates are creeping up. Tariffs and construction costs are starting to spook buyers who were open to renovation. And while demand is rising, inventory — especially for quality, turnkey homes — is still tight.

There's no question the market has reawakened. The only question now is how long the window stays open before uncertainty slows things down.

ERIC BOTTOMLEY

Licensed Real Estate Salesperson

M: 203.943.0395 / EricB@ARGO.com

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