

May 4, 2022



NYC Market Holding Strong as Rates Rise!

For now, it's safe to say that despite inflation concerns, stock market swings, and rising interest rates hitting the nation, NYC remains a real estate standout. In Manhattan, demand has been strong for luxury properties, residential sales have smashed dollar records, and the borough reached its highest quarterly sales total in history: 3,585 properties during the first quarter of 2022. As for rentals, monthly rates have continued to skyrocket across the city and vacancies are at record lows.

So what's next for NYC amid changing fiscal sentiment? Here are a few things to keep your eye on:

- **The 30-year mortgage rate is climbing (although still historically low).** After the Fed raised the short-term benchmark interest rate by a quarter-percentage point in March and indicated subsequent rate hikes could be a half-percentage point each, the market reacted quickly and raised 30-year mortgage rates. April ended with the national average hitting 5.11 percent, the highest it's been since 2011, barring two days in 2018. Later today, the Fed meets, and besides an anticipated half-percentage point May rate hike, investors fear hikes could go even higher when the Fed meets in June and months beyond. Across the nation, higher mortgage rates mean less purchasing power. And with inventories at historic lows, homebuyers must now navigate the priciest housing market in recorded history. For NYC, despite cash buyers making up a sizable portion of real estate sales (especially in

Manhattan), striking a deal could be tougher; negotiations in the luxury market are currently at 0 percent for the first time since 2014.

- **Renters are getting priced out of the market.** It's perhaps a perfect storm of New Yorkers returning home post-pandemic and deal-seekers attempting to nab apartments before summer, but finding a rental in the city is kind of like trying to find a spot to eat on a busy Open Street. Manhattan rental statistics have changed significantly since the first quarter of 2021. In a quarter-to-quarter comparison, available inventory decreased over 50 percent, prices went up over \$1,000 per month, and concessions lowered from over 40 percent to just above 13 percent. Across the nation, renters have been feeling the pinch too; on average, rent is up 17 percent in major U.S. cities from a year ago. Where does this leave potential renters? Some will shift to a buyer mentality—and fast. Before the rates go up.
- **Everyone loves Big Apple life.** Even with inflation at 40-year highs, people want their feet planted in NYC. Many residents who left the city at the height of the pandemic are back, working hybrid and splitting time between the office and home. Others have decided to move in pied-à-terre enjoying work and leisure here when they're not enjoying work and leisure in another state or country.

A Few Parting Thoughts ...

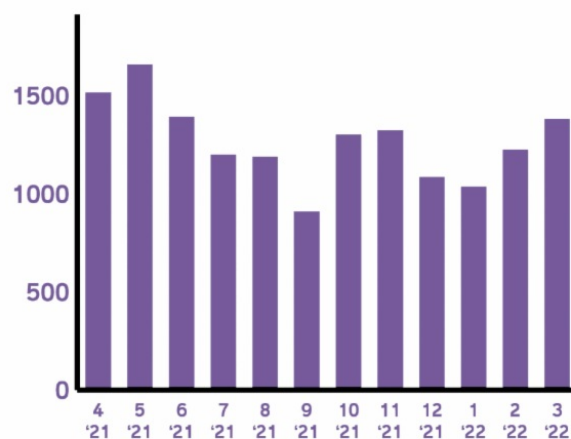
While it's likely the Fed will raise interest rates six more times this year and a half-percentage point today, it's not likely we'll see the real estate bubble of 2008 all over again. Home values are high, and mortgage financing is more secure than a decade ago—two important considerations for gauging overall market health.

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

The Market at a Glance

Contracts Signed / Accepted Offer Over the Past 12 Months

These numbers are offers accepted and contracts signed this month. This represents a look into the Manhattan Real Estate Market.



Fun Reads

Here are a few fun articles worth sharing.

Heading to the Berkshires?

New Yorkers will be able to ride the rails straight to the Berkshires this summer! For many years, the best option for New Yorkers wanting to travel to Western Massachusetts by train was to travel to a nearby station—such as the one in Hudson. Now, it will be possible to take a train right into the heart of the Berkshires.

By Will Gleason, TimeOut New York



Top Garden Trends of 2022

As summer approaches, the drive to be outside is high. Here are the hottest gardening trends in 2022 that will help you make the most of your outdoor spaces and enjoy the great outdoors.

By Leanne Potts, Better Homes & Gardens



Happening Around NYC

Met Gala 2022

The first Monday in May is always the most glamorous in NYC as it's the annual Met Gala and this year's was no exception. The theme was Gilded Glamour and celebrities didn't disappoint. Missed out on the coverage? [Click here](#) to see all the amazing looks!



Free NY Philharmonic Concerts!

After a two-year hiatus, free concerts from the New York Philharmonic are back this summer. Kicking off on June 14 through 17, the free series will be conducted by music director Jaap van Zweden. A total of four outdoor concerts across different parks comprise the exciting lineup. [Click here](#) for more information.



Featured Rental Listings

In addition to the high volume of sales, we also actively manage a large portfolio of rental properties. Here are a few highlighted rentals from this past month.

322 West 57th Street, 33H
\$12,500 per month

Spectacular High Floor with Park and City Views!!
Beautiful two bedroom (convertible three), 2.5
bathroom at The Sheffield, a world-renowned luxury
building two blocks from Columbus Circle/Central



Park/Time Warner Center. This apartment features picture-perfect interiors and incredible views from every room, including over-sized windows, marble baths, modern kitchen appliances, electronic shades, custom-fitted closets and much more. [Click here](#) for more information.

345 E. 50th Street, TH1B
\$12,500 per month



A garden-lovers dream with 2877 sq.ft of living space, 3 bedrooms, 3 bathrooms and an expansive 936 sq.ft lush landscaped garden with BBQ grill & fire pit. You will enjoy open views of the tranquil garden from every part of this home and enjoy townhouse living with the functionality of full services that include: a 24-hour concierge, a gym, a yoga room, and private storage space. [Click here](#) for more information.

225 Fifth Avenue, 6H
\$7,100 per month

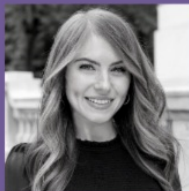


This pre-war, sun flooded residence faces West overlooking Fifth Avenue. Featuring an open chef's kitchen with Viking and Bosch appliances, hardwood floors throughout, a newly honed marble bathroom and new double vanity, along with 10 ft ceilings and in-unit washer/dryer, this apartment is not to be missed.. [Click here](#) for more information.

The Team



Jessica Levine
 Licensed Associate Real Estate Broker



Alexa Caruso
 Licensed Real Estate Salesperson



Benjamin Dorman
 Licensed Real Estate Salesperson



Jessica Escobar
 Licensed Real Estate Salesperson



Ariel Frankel
 Licensed Real Estate Salesperson

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](#)

Douglas Elliman | 575 Madison Avenue, New York, NY 10022

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