



Q3 2025

Manhattan New Development Market Report

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Letter From Coury



COURY NAPIER
Director of Research

The new development market experienced a powerful upswing this quarter, as sales surged nearly 66 percent with several projects finally beginning to close on contracts signed months earlier. This wave of closings created striking year-over-year growth across much of Manhattan, with Midtown East standing out as the clear leader, posting a remarkable 232 percent increase and joining three other areas in delivering triple-digit gains. Strength was also evident at the top of the market, where sales above \$10 million more than doubled. At the same time, the overall median price for new development fell by about 21 percent, reflecting the growing influence of homes priced below \$1 million, which captured nearly a quarter of all market activity. Signed contracts added another layer of momentum, rising 16.7 percent overall, supported by stable pricing and robust demand for more accessible layouts. FiDi and Battery Park City saw contract activity more than double, fueled by a wave of new listings, while throughout the city studios and one-bedrooms, drew the most interest from buyers. Although challenges remain around affordability and inventory, the breadth of activity across neighborhoods and price ranges underscores the enduring appeal of Manhattan's new development pipeline.

Market Highlights:

Average Price

\$2,913,781

Year-Over-Year

-10.4%

Median Price

\$1,775,000

Year-Over-Year

-20.9%

Average PPSF

\$1,967

Year-Over-Year

-2.0%

27%

Share of Inventory
Over \$5M

13.0%

Share of Closings
Over \$5M

226

Average Days On
Market

6%

Average
Discount

Closed Sales

There were 534 new development sales during the third quarter of 2025, an increase of 65.8% year over year, and 18.9% quarter over quarter. A large number of sales in the Financial District and on the Upper West Side drove closings this quarter, with a more than 200% increase in activity in Lower Manhattan, and twice as many transactions throughout the Upper West Side. As in the wider general market, prices fell in the new development sector as well, with year-over-year decreases of 10.4% and 20.9% in average and median price, respectively. Studios and 1-bedrooms had the greatest improvement of any unit type, which was a primary factor in the price shift observed this quarter. Upper Manhattan and Downtown were the only two submarkets to experience a decline in sales compared to Q3 2024, falling 36.8% and 6.6%, respectively. Downtown continued to command the highest prices of any area, at \$2,265/SF on average.

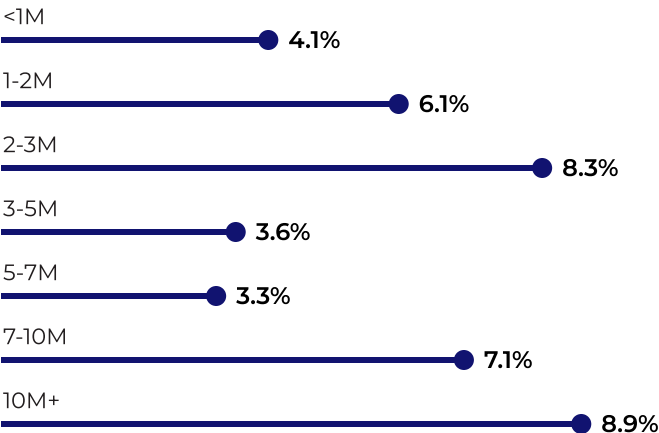
By Bed

					
	Studio	1 Bed	2 Bed	3 Bed	4+ Bed
% Units	11.1%	37.5%	28.1%	16.6%	6.7%
Average Discount	5%	4%	6%	7%	10%
Median Price	\$920,000	\$1,252,658	\$2,410,000	\$4,430,000	\$8,337,952
YoY	12.1%	-8.8%	-0.2%	9.8%	15.8%
Average Price	\$959,771	\$1,373,174	\$2,569,721	\$5,113,320	\$9,980,841
YoY	21.0%	-3.5%	-8.4%	16.0%	6.7%
Average PPSF	\$1,749	\$1,796	\$1,917	\$2,280	\$2,593
YoY	2.7%	-1.0%	-5.9%	9.1%	-0.1%
Average SF	566	777	1,331	2,118	3,633
YoY	20.4%	0.3%	-1.6%	4.3%	7.3%

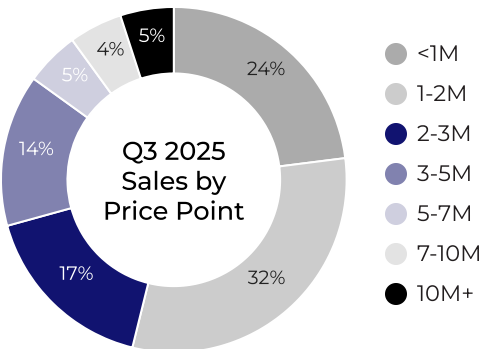
By Location

	Upper Manhattan	Upper East Side	Upper West Side	Billionaire's Row	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	4.5%	11.4%	18.9%	1.1%	21.2%	5.4%	21.5%	15.9%
Average Discount	4%	6%	3%	15%	5%	12%	5%	8%
Median Price	\$1,312,500	\$3,348,477	\$1,600,000	\$5,198,831	\$1,415,221	\$1,400,000	\$2,432,526	\$1,750,000
YoY	4.5%	19.4%	-27.6%	-	-28.8%	-22.9%	-13.5%	13.6%
Average Price	\$1,619,434	\$4,194,891	\$3,140,597	\$6,603,979	\$1,967,307	\$2,136,589	\$3,756,409	\$2,213,250
YoY	8.8%	-7.0%	6.9%	-	-17.1%	-18.1%	-12.2%	12.3%
Average PPSF	\$1,358	\$2,132	\$1,877	\$3,505	\$2,084	\$1,534	\$2,265	\$1,726
YoY	-3.0%	3.2%	1.1%	-	6.3%	-12.8%	-4.4%	4.2%
Average SF	1,143	2,006	1,382	1,819	934	1,476	1,583	1,229
YoY	7.5%	-1.6%	-3.6%	-	-25.0%	10.3%	4.5%	2.1%

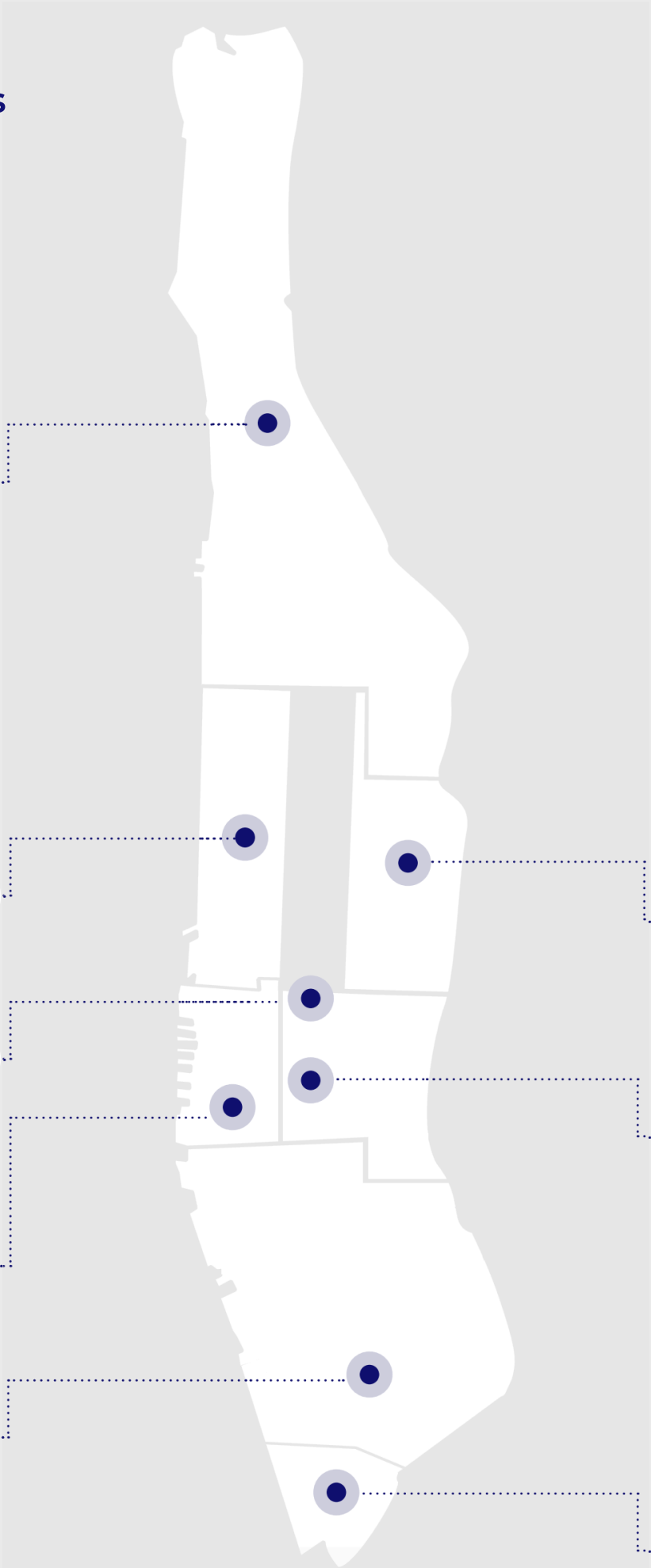
Discount Rate



By Price



Closed Sales



Upper Manhattan



Upper West Side



Upper East Side



Billionaire's Row



Midtown East



Midtown West



Downtown



Lower Manhattan



Contracts Signed

There were 405 new development contracts signed during Q3 2025, a year-over-year increase of 16.7%, and only 0.7% of seasonal change from last quarter, indicating a strong market as we move toward the end of the year. While the median price saw limited change, the average price declined 7.7% compared to Q3 2024, indicating that new development sellers are adjusting their expectations, mirroring the overall market's behavior. Submarket performance was mixed, with large improvements in contract activity seen on the Upper West Side, Midtown West, Downtown, and Lower Manhattan, while the remaining areas saw a decline. The largest change in affordability was in Lower Manhattan, with a 10.9% increase in average price per square foot year over year. Most transactions were located Downtown, which saw a 42.4% increase compared to Q3 2024, though the average price of these units was down 18.5%. Interestingly, 2-bedrooms proved less popular amongst buyers this quarter, with only 0.8% growth, while all other unit types saw double-digit upward movement in activity.

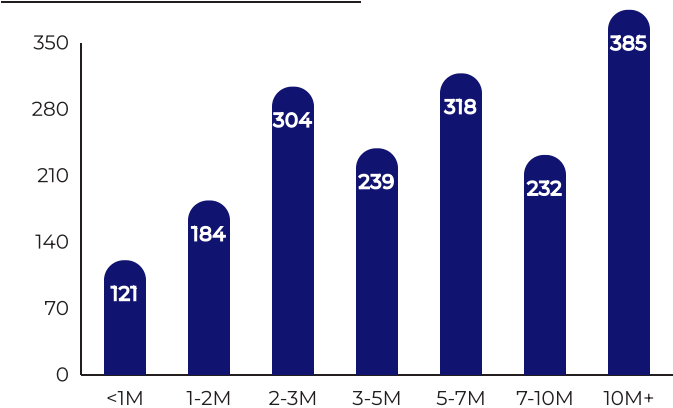
By Bed

	 Studio	 1 Bed	 2 Bed	 3 Bed	 4+ Bed
% Units	9.9%	36.3%	29.6%	15.8%	8.4%
Average Discount	3%	2%	3%	7%	6%
Median Price	\$885,000	\$1,395,000	\$2,625,000	\$4,442,500	\$8,497,500
YoY	-6.8%	-0.1%	9.4%	-1.2%	-0.6%
Average Price	\$902,772	\$1,535,996	\$2,872,051	\$5,295,824	\$9,796,176
YoY	-5.9%	5.9%	2.3%	-15.9%	-12.6%
Average PPSF	\$1,714	\$2,054	\$2,110	\$2,288	\$2,871
YoY	-7.6%	8.4%	-1.1%	-6.4%	-4.3%
Average SF	542	770	1,377	2,170	3,269
YoY	2.5%	1.9%	7.2%	-3.7%	-5.6%

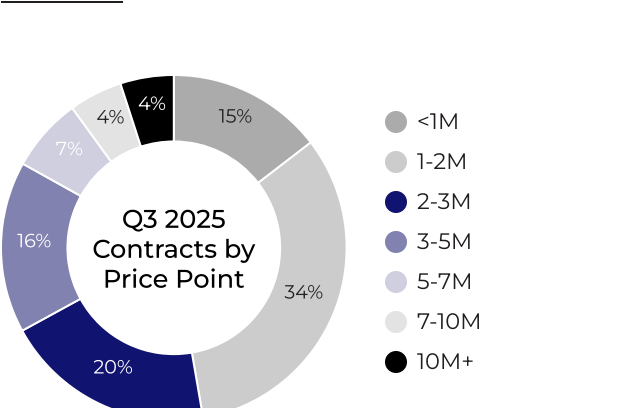
By Location

	Upper Manhattan	Upper East Side	Upper West Side	Billionaire's Row	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	6.2%	6.9%	15.3%	1.5%	20.0%	9.1%	23.2%	17.8%
Average Discount	3%	4%	3%	4%	3%	7%	3%	5%
Median Price	\$923,000	\$3,927,500	\$1,555,000	\$16,625,000	\$1,875,000	\$1,650,000	\$2,575,000	\$2,025,000
YoY	6.2%	31.8%	-61.1%	-15.8%	-8.4%	57.9%	-2.6%	35.5%
Average Price	\$1,313,720	\$5,583,682	\$2,735,079	\$15,276,667	\$2,779,031	\$3,180,297	\$3,298,730	\$2,434,403
YoY	-4.4%	-1.3%	-41.0%	-17.8%	2.3%	46.9%	-18.5%	24.2%
Average PPSF	\$1,336	\$2,350	\$1,819	\$4,277	\$2,429	\$1,974	\$2,495	\$1,825
YoY	-1.6%	2.2%	-18.7%	-11.6%	5.4%	9.5%	-0.1%	10.9%
Average SF	903	2,392	1,311	3,447	1,111	1,463	1,427	1,267
YoY	-5.7%	10.6%	-31.5%	-10.4%	5.5%	43.3%	-2.7%	12.5%

Average Days on Market



By Price



Active Listings

There were 787 active new development units listed at the end of the third quarter of 2025, a 6.5% increase year over year and a 1.5% increase from last quarter. Though the average list price remained effectively unchanged, the median price declined 8.2% to \$2,750,000. Most properties for sale were listed between \$1M and \$2M, with 28.0% market share. The \$1M and under bracket saw a significant increase in active listings, soaring nearly 51% year over year, and decreasing in average and median price by 5.3% and 9.8%, respectively. Midtown East held the majority of inventory, with 23.8% market share, and improved affordability, with a 5.0% decrease in average price per square foot compared to Q3 2024. Downtown followed closely with 22.2% of active listings, and while the average and median price fell significantly, the properties were actually more expensive than those on the market last year, due to a 13.0% lower average square footage. New listings during the quarter were up slightly by 3.7% year over year, with significant growth in Midtown West and Lower Manhattan, though Downtown still accounted for the largest market share.

By Bed

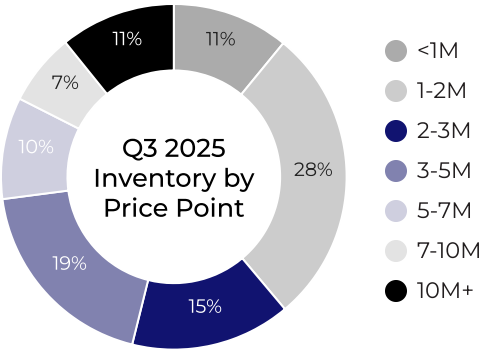
	 Studio	 1 Bed	 2 Bed	 3 Bed	 4+ Bed
% Units	4.5%	25.4%	32.1%	20.2%	17.9%
Average Discount	0%	0%	0%	0%	0%
Median Price	\$898,000	\$1,285,000	\$2,500,000	\$4,685,000	\$9,750,000
YoY	-9.7%	-14.0%	-9.7%	5.5%	-2.3%
Average Price	\$1,014,057	\$1,426,218	\$2,891,661	\$5,848,272	\$15,202,168
YoY	-7.7%	-17.3%	-8.1%	-9.8%	7.9%
Average PPSF	\$1,924	\$1,862	\$2,104	\$2,536	\$3,683
YoY	-4.5%	-9.4%	-3.2%	-2.1%	9.3%
Average SF	539	786	1,344	2,158	3,908
YoY	-3.9%	-4.4%	-5.1%	-3.0%	3.4%

By Location

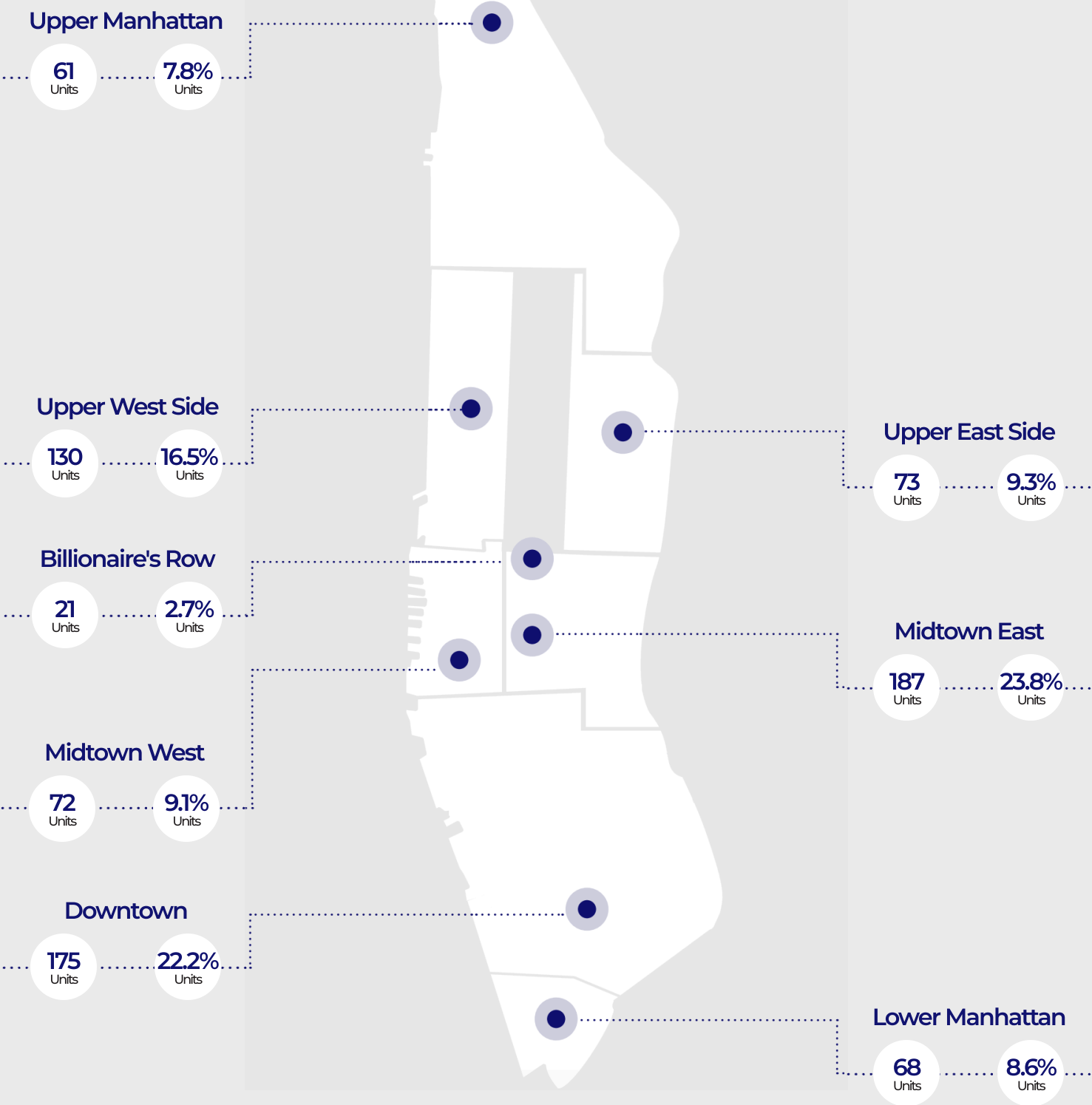
	Upper Manhattan	Upper East Side	Upper West Side	Billionaire's Row	Midtown East	Midtown West	Downtown	Lower Manhattan
% Units	7.8%	9.3%	16.5%	2.7%	23.8%	9.1%	22.2%	8.6%
Median Price	\$1,175,000	\$5,100,000	\$3,325,000	\$15,420,000	\$2,000,000	\$1,955,000	\$3,495,000	\$1,857,500
YoY	7.8%	16.8%	-1.8%	-1.1%	-13.4%	-21.6%	-12.5%	-5.5%
Average Price	\$1,540,352	\$6,202,397	\$6,612,052	\$25,169,048	\$4,229,170	\$3,185,292	\$5,452,360	\$3,018,143
YoY	-3.2%	-4.3%	13.3%	38.4%	7.8%	-22.3%	-17.8%	23.9%
Average PPSF	\$1,269	\$2,309	\$2,492	\$5,067	\$2,404	\$2,052	\$2,824	\$1,844
YoY	-5.6%	-4.5%	5.5%	4.1%	-5.0%	-7.2%	4.1%	-5.8%
Average SF	1,173	2,606	2,094	4,205	1,526	1,446	1,859	1,413
YoY	4.8%	5.8%	2.0%	22.6%	9.8%	-11.2%	-13.0%	15.8%

Months of Supply

By Price



Active Listings



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