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THE **ZWEBEN** TEAM

Featured Listings by The Zweben Team

Joe and Jane,

It would be our honor to feature your home and get incredible results. Contact us today to discuss.



ACTIVE



34 WEST 89TH STREET

6 beds | 7 full 2 half baths | Listed for \$6,999,999



ACTIVE



194 RIVERSIDE DRIVE #4B

2 beds | 2 baths | Listed for \$1,650,000

www.zwebenteam.com



Prepared Especially for Joe and Jane Smith

UPPER WEST SIDE



Lower Mortgage Rates, More Listings: A Brighter Future for NYC Real Estate

As we wrap up the year with our final quarterly report, the winds of change are blowing through the New York housing market. With both inflation and labor cooling off, the Federal Reserve has begun a cycle of interest-rate cuts that are expected to continue through next year, reversing the trend that has constrained our real estate market since 2022. As mortgage rates dip and new listings start to rise, a StreetEasy analysis has declared that "the worst times are behind us for NYC home buyers."



Looking Ahead

What can we expect for the rest of the year and into 2025? While we are not in the predictions business (our crystal ball is in the shop), and truly anything can happen, we're on track for a gradual return to a healthier housing market barring any unforeseen events. This means more options for first-time buyers and anyone looking to upgrade, right-size, or get a change of scenery. Even for cash buyers who are less sensitive to rates, this is a welcome development.

Your Real Estate Journey

As always, your real estate decisions are deeply personal and go beyond just numbers. When you have questions or feel ready to make a move, we're here to help you make thoughtful choices that are strategic for your finances and empowering for your desired lifestyle. **Reach out and let's schedule a private consultation to discuss your unique situation and goals.**

Subscribe To The Zweben Team Newsletter

Experience a monthly dose of handpicked content from The Zweben Team, showcasing exclusive property listings, market updates and a little foodie fun.



UPPER WEST SIDE

Monthly Comparison · June 1st, 2024 through August 31st, 2024

This market report was created especially for you because we feel you deserve to know what's happening in the Upper West Side community and have access to agents with experience, knowledge and resources to get exceptional results for you.

CONDOS



New Listings

492

August

584 June | 527 July



Median Asking Price

\$2,682,500

August

\$2,495,000 June | \$2,585,000 July



Total Sales

67

August

105 June | 90 July



Median Sales Price

\$1,400,000

August

\$1,675,000 June | \$1,630,783 July



Median Days on Market

91

August

78 June | 82 July

CO-OPS



New Listings

518

August

624 June | 578 July



Median Asking Price

\$999,999

August

\$1,175,000 June | \$1,112,000 July



Total Sales

101

August

109 June | 121 July



Median Sales Price

\$935,000

August

\$945,000 June | \$999,000 July



Median Days on Market

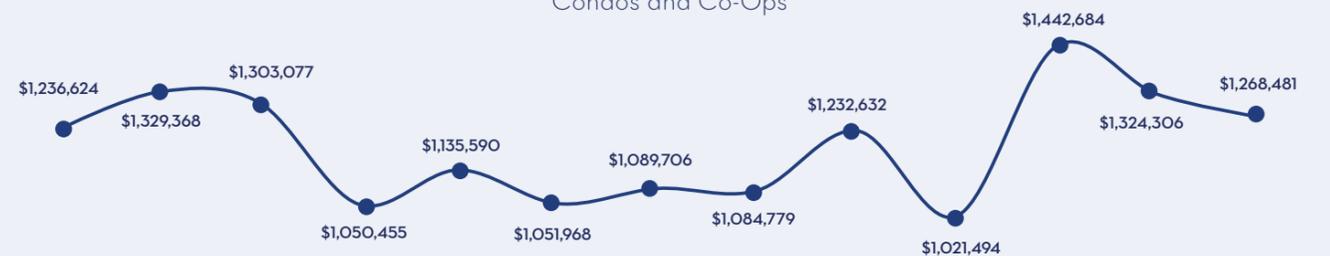
98

August

56 June | 69 July

MEDIAN SALES PRICE TREND

Condos and Co-Ops



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