

What's happening in NYC real estate

October 2025

Happy Halloween! Here in New York City, we have one of the best Halloween parades around, and it's a great time to get into the spooky spirit. Fall in the city is always special — fun and foliage — it's hard not to love it.

The real estate market, however, has gotten a bit spooked with the mayoral election underway. It's the talk of the town, and most expect we'll soon be saying "Mayor Mamdani." Nothing is official until the votes are in, but the betting markets seem sure of it.

No one really knows what policies will follow or how they'll affect real estate, and I won't pretend to. But most people buy when everything feels positive — when friends are buying, when the energy is upbeat, when confidence is high. People move in waves.

Right now, though, with election uncertainty, higher rates, carrying costs, and limited affordable inventory, we're in a true buyers' market. Sellers understand it but struggle to accept it. It's tough to draw strong offers, and buyers hold the cards.

Today's buyers are either purchasing high-end pied-à-terres or making their first purchase. Both want something unique with low carrying costs. No one wants a second home with high expenses, and first-time buyers won't stretch if the math doesn't work — they'll just keep renting.

Still, it's a great time to find a deal. Competition is light, the election will be behind us soon, and mortgage rates are at their lowest point in years. If you've ever thought about buying a place in New York City, this could be the time to do it. Once you buy, your friends will be asking how you got such a great apartment.

Our Spotlight this month is on a special home we just listed at 4621 Waldo Avenue in Riverdale, NY. It checks every box for value, charm, and location — and gives a glimpse into one of the city's most desirable suburban neighborhoods. We just released it to the public, so if you'd like the marketing email, let me know. Better yet, let's schedule a showing.

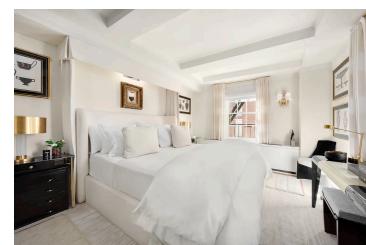
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261 West 22nd Street
Lowest Priced 2 Bedroom

141 East 3rd Street
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261 West 22nd Street
Bring your Architect

SPOTLIGHT ON: 4261 Waldo Avenue - Fieldston in Riverdale



For many New Yorkers, Riverdale has become the ultimate “best of both worlds” neighborhood — city access with a suburban heartbeat. Just north of Manhattan, this pocket of the Bronx offers space, greenery, and architectural character that’s hard to find anywhere else in the five boroughs. It’s quiet, tree-lined, and full of pre-war homes that feel more like estates than houses. Yet, a quick drive or train ride brings you right back into Midtown. For buyers craving privacy without giving up proximity, Riverdale has quietly become the smart move.

Fieldston, one of Riverdale’s most exclusive enclaves, embodies that lifestyle perfectly — private roads, historic architecture, and homes built with permanence in mind. Our newest listing, 4621 Waldo Avenue, captures that spirit completely. Designed in 1928 by the renowned Dwight James Baum — the architect behind many of Riverdale’s most beautiful residences — this Mediterranean Revival estate sits atop the neighborhood’s highest hill, offering both grandeur and calm.

Spanning more than 8,200 square feet, the home features six bedrooms, six-and-a-half bathrooms, and a layout that feels both stately and livable. Every detail reflects its historic pedigree — from the stucco façade and clay tile roof to arched casement windows and original Italian ceramic fireplaces — while thoughtful updates, like modern systems, new lighting, and a Centri-Pro water filtration system, make it truly move-in ready. With a two-car garage, a separate in-law suite, and multiple terraced gardens, this property offers both elegance and space — something increasingly rare so close to the city.

Riverdale has always attracted buyers who value design, history, and a sense of escape. With its timeless architecture, natural beauty, and easy access to Manhattan, it’s no wonder more people are heading north. If you’d like me to send the full

marketing email or arrange a private showing of 4621 Waldo Avenue, let me know — I'd be happy to share more about what makes this home, and this neighborhood, so special.

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