

What's happening in NYC real estate February 2026

The short month of February is coming to an end, and it was quick and eventful. New Yorkers once again showed resilience, battling cold weather and snowstorms while keeping that New York-minute pace.

One thing is certain: everyone is ready for spring. Whenever it finally arrives, it will feel like a celebration. After a long winter, the city is more than ready for warmer weather and the chance to get outside and enjoy everything it has to offer. We endured the cold, so we've earned an early warm spring.

The real estate market is ready as well. There is a lot of pent-up buying demand, especially now that mortgage rates are at their lowest point in over three years. The challenge remains inventory. It will likely take a more meaningful drop in interest rates to motivate owners to sell. As we've discussed throughout this cycle, many sellers are hesitant to give up their low mortgage rates, knowing they would need to take on a higher one if they buy again. The demand is there. The question is whether sellers are ready to become buyers. Dare I say, are we entering a seller's market?

Inventory is low, but it typically rises in the coming months. Buyers, don't get fatigued. It can be frustrating watching the same listings grow stale while the good ones are sold quickly. Stay prepared. Stay alert. Keep your searches active. When the sun is out and the right apartment hits the market, it will be a great time to act. As you can probably tell, I'm optimistic about this spring.

Part of that optimism comes from the LivNY Team's recent momentum. Over the past month, we put all but one of our listings into contract, ranging from \$359,000 to \$6,995,000. The final listing now has an offer pending. We also represented multiple buyers in successful transactions. When the market shifts, it moves quickly. Preparation matters.

For years, the rent-versus-buy conversation hasn't strongly favored purchasing. But with rates easing, prices reasonable, and rents at record highs, it's worth revisiting. Despite the narrative about people leaving New York, demand to live here remains strong. Those who aren't ready to commit have pushed rental prices to new highs. If you see yourself here for the next few years, buying can be a smart long-term move. Your future self may thank you.

Our Spotlight this month is on off-market listings. In a low-inventory environment, many owners are willing to sell but haven't publicly listed. These opportunities exist — and we can help you find them.

On the market...



A Masterpiece Above Central Park - Sponsor Residence at 360 Central Park West

High atop the 15th floor of Rosario Candela's iconic 360 Central Park West, this newly renovated two-bedroom, two-bathroom residence offers a living experience defined by elegance, light, and sweeping natural beauty. From the moment you enter, the scale and refinement of this home reveal themselves - a grand 23 foot foyer opens into an airy, sunlit interior where Central Park stretches endlessly before you.

In contract...



360 Central Park West
Stunning Duplex



261 West 22nd Street
Lowest Priced 2 Bedroom



205 East 63rd Street
Land Lease!



205 Third Avenue
Gramercy Alcove Studio

SPOTLIGHT ON: Off-Market Listings



In a low-inventory environment like this, off-market opportunities become very important. And in New York City, there are more of them than most people realize.

There are a few reasons for that. Prices have largely leveled off, and once you factor in transaction costs, many owners feel the market doesn't quite justify selling publicly. Nobody in NYC likes to lose money. Between broker fees, transfer taxes, legal costs, and years of rising common charges and property taxes, sellers often feel they need a much higher number just to make it worthwhile.

At the same time, many owners choose to rent their apartments. Some appreciate the income, but many do not enjoy being landlords. They are motivated to sell eventually, just not motivated enough to list at today's market price. So they wait.

This creates a quiet layer of inventory across the city. Apartments that could trade, but aren't officially for sale. Accessing those opportunities usually requires knowing the individual owner or working with an agent who speaks to owners every day.

For buyers, this can be a real advantage. Off-market deals often mean less competition, more thoughtful negotiations, and the ability to structure terms that work for both sides. If you're serious about buying this year, it's

worth exploring what's not publicly listed. I'm always happy to help uncover those opportunities.

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