

Odds of Selling in Manhattan

What sellers need to know about market timing & pricing

Analysis: May 11, [2026](#) | Data Source: Compass Search | Listings: April 2025 · October 2025 · February 2026

THE BOTTOM LINE

**Pricing WITH the market is not optional
— it's everything.**

1-Bedroom Condos

44%

did NOT sell after 1 year

2-Bedroom Condos

60%

did NOT sell after 3 months

3-Bedroom Condos

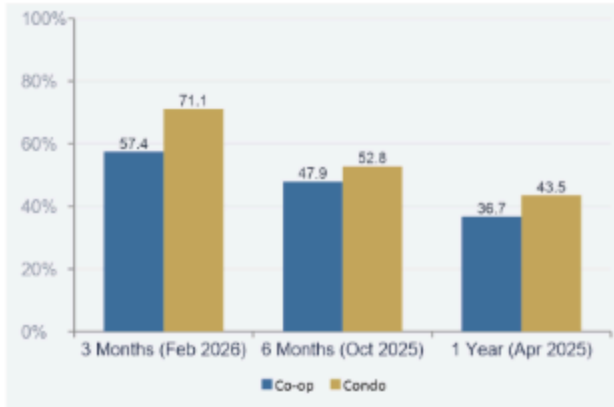
59%

did NOT sell after 3 months

Overpriced listings stall, go stale, and ultimately sell for less — or don't sell at all.

1-BEDROOM APARTMENTS

Odds of NOT Selling — Each Bar Tracks a Separate Listing Cohort



CO-OP — Listed Apr 2025

420 listed
6 still active • 148 withdrawn
Did NOT sell after 1 year:

36.7%

CONDO — Listed Apr 2025

310 listed
7 still active • 128 withdrawn
Did NOT sell after 1 year:

43.5%

2-BEDROOM APARTMENTS

Odds of NOT Selling — Each Bar Tracks a Separate Listing Cohort



CO-OP — Listed Apr 2025

343 listed
11 still active • 108 withdrawn
Did NOT sell after 1 year:

34.7%

CONDO — Listed Apr 2025

384 listed
17 still active • 183 withdrawn
Did NOT sell after 1 year:

52.1%

3-BEDROOM APARTMENTS

Odds of NOT Selling — Each Bar Tracks a Separate Listing Cohort



CO-OP — Listed Apr 2025

166 listed
8 still active • 50 withdrawn
Did NOT sell after 1 year:

34.9%

CONDO — Listed Apr 2025

192 listed
11 still active • 89 withdrawn
Did NOT sell after 1 year:

52.1%

FOR YOUR LISTING APPOINTMENTS

Use These Words

“

"Half the market doesn't sell. My job is to make sure you're not in that half."

“

"Overpricing doesn't mean you'll sell for more — it means you may not sell at all."

“

"The first 30 days determine whether you sell — or sit."

“

"We don't get a second first impression in Manhattan."

CONDO SELLERS SPECIFICALLY: "Condos have the highest failure rates in Manhattan right now — buyers have options and are far more selective."

PRICE IT RIGHT. SELL IT.

Your pricing conversation changes everything.

Share these numbers with your sellers before they anchor to an aspirational price.

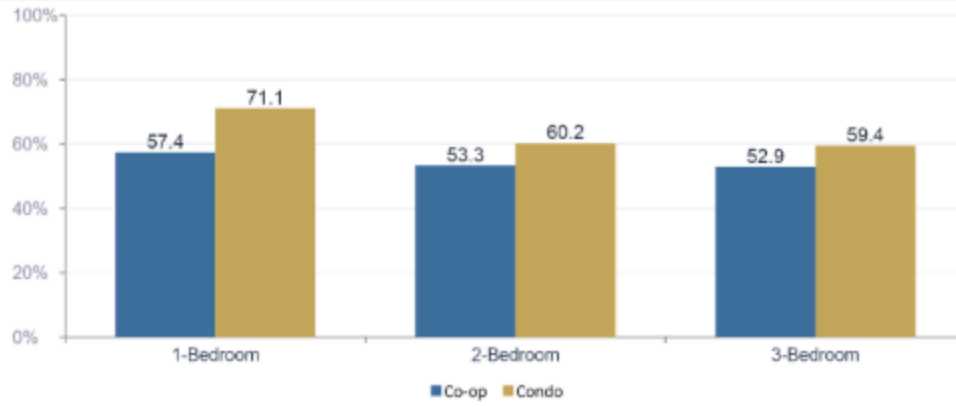
The Manhattan data is clear: properties priced with the market sell. Those priced above it too often don't.

How do YOUR odds compare? Calculate: # listings taken + # sold — and show sellers why your approach wins.

Data source: Compass Search • Analysis by Fitiz • May 2026

AFTER JUST 3 MONTHS ON THE MARKET

% of Manhattan Listings That Did NOT Sell (Feb 2026 cohort)



WHAT THIS MEANS FOR YOUR SELLERS

Use these numbers in every seller consultation

01 The market sends a clear signal

More than half of overpriced listings never sell — they expire, get withdrawn, and often cost the seller time and money.

02 Time on market works against sellers

Odds worsen steadily: a listing that doesn't sell in 3 months is harder to sell at 6 months, and harder still at 12.

03 Condos face steeper headwinds than co-ops

Across all bedroom sizes, condos consistently show higher "not selling" odds — up to 69% after 3 months for 3-bedrooms.

04 Your personal odds matter

Compare YOUR listings-to-sales ratio against these market averages. Highlight how strong pricing strategy dramatically improves outcomes.

“

The biggest risk is not to sell it below your expectations.

The biggest risk is not to sell it at all.

A MESSAGE FOR YOUR SELLERS

TIMING IS EVERYTHING

