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REAL ESTATE PREDICTIONS FOR 2025

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What Buyers, Sellers, and Investors Can Expect

As we look ahead to 2025, the real estate market is poised for significant transformations. Shifts in technology, lifestyle preferences, and economic factors will play pivotal roles in shaping the year ahead.

Economic factors, including mortgage rates, will heavily influence market activity. Buyers will need to navigate carefully to identify opportunities, while sellers will benefit from adapting to new buyer priorities. Investors, meanwhile, will need to stay agile, focusing on markets that show resilience and growth potential.

Higher Interest Rates but Stabilized Prices

While mortgage rates may remain elevated compared to pre-pandemic levels, home prices are expected to stabilize. This balance will make the market more approachable for first-time buyers and those considering downsizing.

Tip for Buyers: Focus on long-term affordability and lock in rates early to avoid further increases.

Heightened Competition in the Market

As the market stabilizes, inventory levels are expected to rise, giving buyers more options. Sellers will need to focus on making their properties stand out. This shift means pricing homes competitively and emphasizing unique features will be more important than ever to capture buyer attention, especially in neighborhoods with similar properties. Professional staging and high-quality photography will become essential tools to create a lasting first impression.



Increased competition among listings in 2025 will give buyers more options but also require quick decision-making for desirable properties. While a broader selection may make it easier to find the perfect home, well-priced homes will still attract bidding wars and sell quickly. Buyers should be pre-approved for financing and work with a skilled agent to navigate the market and secure the best deals.

Selling “As-Is” Will Require Transparency

While there will always be a market for fixer-uppers, buyers in 2025 will expect detailed disclosures and transparency about property conditions. Sellers looking to list “as-is” properties should be prepared to provide comprehensive information upfront to avoid delays or lost deals



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Rise of Community-Oriented Developments



As lifestyle preferences shift, demand for community-centric developments is growing. Mixed-use properties that combine residential, retail, and recreational spaces are becoming popular, with 54% of homebuyers seeking proximity to essential services, according to a 2023 National Association of Realtors report. A 2022 Urban Land Institute study found 61% of millennials prefer mixed-use areas. These developments offer convenience, support local businesses, and reduce traffic, making them an appealing investment.