

ELLI MAN

REPORT

1Q 2017

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

↑
19.6%

SALES

Closed Sales

↑
29.5%

MARKETING TIME

Days on Market

↑
42 days

NEGOTIABILITY

Listing Discount

↓
1.8%

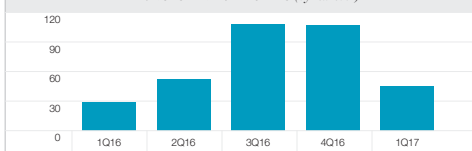
NORTHWEST

- Price trend indicators moved higher
- Number of sales rose sharply
- Marketing time expanded

LONG ISLAND CITY

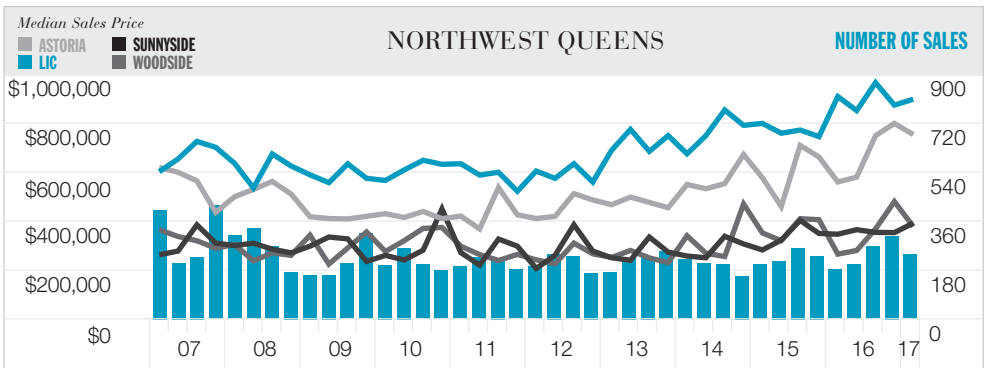
- Condo price trend indicators mixed
- Co-op prices continued to fall
- 1-3 family sales size surged

LONG ISLAND CITY SALES (by number)



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Northwest Queens Market Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$823,119	-1.1%	\$831,977	23.0%	\$669,022
Median Sales Price	\$670,000	-15.6%	\$794,072	19.6%	\$560,222
Number of Sales (Closed)	237	-22.5%	306	29.5%	183
Days on Market (From Last List Date)	102	45.7%	70	70.0%	60
Listing Discount (From Last List Price)	1.0%		-1.1%		2.8%



The northwest region of Queens, including the neighborhoods of Long Island City, Astoria, Sunnyside and Woodside, showed sharp gains in price trend indicators and the number of sales. Median sales price rose 19.6% to \$670,000 and average sales price increased 23% to \$823,119 respectively from the prior year quarter. There were 237 sales, up 29.5% from the same period last year. Days on market, the average number

of days between the date of the last list price change and the contract date, expanded by more than a month to 102 days from the year ago quarter. Listing discount, the percentage difference between the list price at time of sale and the sales price, slipped to 1% from 2.8% in the year ago quarter as negotiability remained nominal.

Long Island City Condos Market Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$999,977	-7.7%	\$1,083,093	-5.3%	\$1,055,533
Average Price Per Sq Ft	\$1,115	-2.2%	\$1,140	3.0%	\$1,082
Median Sales Price	\$896,060	-15.0%	\$1,053,635	-1.0%	\$905,000
Number of Sales (Closed)	27	-62.0%	71	35.0%	20

Long Island City Co-Ops Market Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$503,500	-3.4%	\$521,200	-26.2%	\$682,279
Median Sales Price	\$485,000	2.1%	\$475,000	-27.6%	\$670,000
Number of Sales (Closed)	5	-66.7%	15	0.0%	5

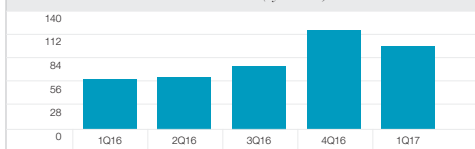
Long Island City 1-3 Family Market Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$2,004,615	69.2%	\$1,184,639	78.0%	\$1,126,250
Average Price Per Sq Ft	\$747	38.1%	\$541	1.5%	\$736
Median Sales Price	\$1,325,000	34.9%	\$982,500	17.5%	\$1,127,500
Number of Sales (Closed)	13	-35.0%	20	225.0%	4

Queens Market by LOCATION

ASTORIA

- Condo median price jumped
- Co-op price trend indicators rose
- 1-3 family sales nearly doubled

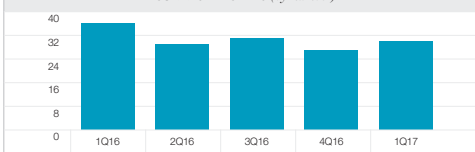
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op price trend indicators were mixed
- 1-3 family median sales price declined

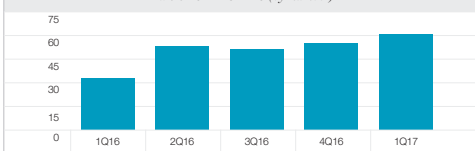
SUNNYSIDE SALES (by number)



WOODSIDE

- Co-op sales and prices rose sharply
- 1-3 family median sales price increased as sales doubled

WOODSIDE SALES (by number)



Astoria Condos Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$602,264	-26.7%	\$821,120	10.3%	\$546,086
Average Price per Sq Ft	\$886	0.7%	\$880	-0.7%	\$892
Median Sales Price	\$650,000	-18.6%	\$799,000	18.2%	\$550,000
Number of Sales (Closed)	25	-49.0%	49	56.3%	16
Astoria Co-Op Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$368,128	15.4%	\$319,136	24.3%	\$296,274
Median Sales Price	\$345,012	7.8%	\$320,000	19.0%	\$290,000
Number of Sales (Closed)	22	-12.0%	25	29.4%	17
Astoria 1-3 Family Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$1,179,946	11.7%	\$1,056,317	19.6%	\$986,640
Average Price per Sq Ft	\$507	11.2%	\$456	4.1%	\$487
Median Sales Price	\$1,150,000	7.0%	\$1,075,000	19.8%	\$960,000
Number of Sales (Closed)	51	18.6%	43	96.2%	26
Sunnyside Co-Op Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$316,279	-2.1%	\$323,156	5.9%	\$298,569
Median Sales Price	\$270,000	-15.6%	\$320,000	-6.9%	\$290,000
Number of Sales (Closed)	19	35.7%	14	-17.4%	23
Sunnyside 1-3 Family Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$872,857	-12.2%	\$993,688	-12.4%	\$996,857
Average Price per Sq Ft	\$595	-0.2%	\$596	6.4%	\$559
Median Sales Price	\$900,000	-6.8%	\$966,000	-3.7%	\$935,000
Number of Sales (Closed)	7	-12.5%	8	0.0%	7
Woodside Co-Op Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$299,588	-11.7%	\$339,190	18.5%	\$252,846
Median Sales Price	\$283,500	-18.2%	\$346,500	9.7%	\$258,500
Number of Sales (Closed)	36	100.0%	18	38.5%	26
Woodside 1-3 Family Matrix	1Q-2017	%Δ (QRT)	4Q-2016	%Δ (YR)	1Q-2016
Average Sales Price	\$938,833	-12.8%	\$1,076,526	28.1%	\$732,675
Average Price per Sq Ft	\$400	-5.7%	\$424	-8.3%	\$436
Median Sales Price	\$912,000	-6.9%	\$980,000	23.2%	\$740,000
Number of Sales (Closed)	18	-5.3%	19	157.1%	7

NEIGHBORHOODS OF QUEENS

CENTRAL

Bellerose
Briarwood
Floral Park
Forest Hills
Fresh Meadows
Glen Oaks
Hillcrest

Hollis Hills
Holliswood
Jamaica Estates
Jamaica Hills
Kew Gardens
Queens Village
Rego Park

NORTHEAST

Bayside
Beechhurst
College Point
Douglaston
Flushing North
Flushing South
Little Neck
Oakland Gardens
Whitestone

NORTHWEST

Astoria
Long Island City
Sunnyside
Woodside

SOUTH

Airport JFK
Cambria Heights
Hollis
Howard Beach
Jamaica
Jamaica Bay
Laurelton
Ozone Park

Richmond Hill
Rosedale
So. Jamaica Bay
South Jamaica
South Ozone Park
Springfield Gardens
St. Albans
Woodhaven

WEST

Airport LaGuardia
Corona
East Elmhurst
Elmhurst
Flushing Meadow Park
Glendale
Jackson Heights
Maspeth
Middle Village
Ridgewood

ROCKAWAY

Arverne
Belle Harbor
Broad Channel
Far Rockaway
Hammels
Nesponsit
Rockaway Park

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