

ELLI MAN

REPORT

Q2 2017

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

38.9%

SALES

Closed Sales

58.2%

MARKETING TIME

Days on Market

49 days

NEGOTIABILITY

Listing Discount

0.7%

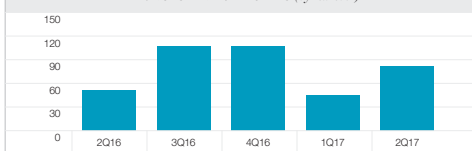
NORTHWEST

- Price trend indicators rose sharply
- Number of sales surged
- Negotiability tightened

LONG ISLAND CITY

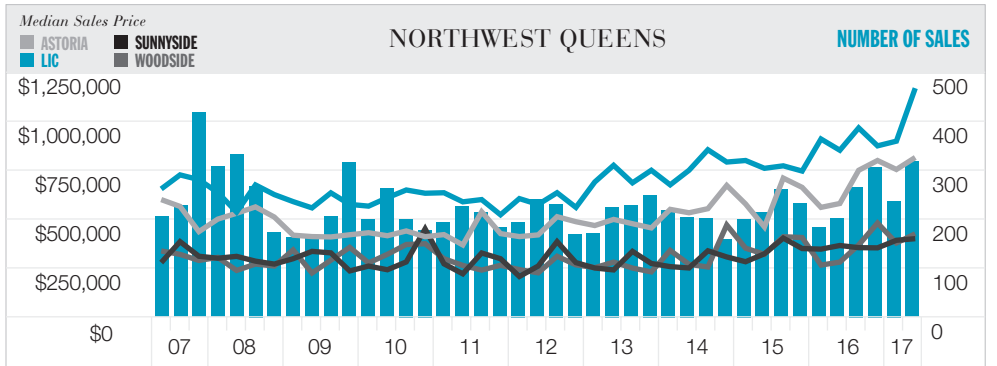
- Condo price trend indicators rose
- Co-op prices increased
- 1-3 family sales expanded

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	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$878,264	6.7%	\$823,119	34.3%	\$654,112
Median Sales Price	\$805,339	20.2%	\$670,000	38.9%	\$580,000
Number of Sales (Closed)	318	34.2%	237	58.2%	201
Days on Market (From Last List Date)	140	37.3%	102	53.8%	91
Listing Discount (From Last List Price)	0.5%		1.0%		1.2%



Price trend indicators and sales in the northwest region of Queens, including the neighborhoods of Long Island City, Astoria, Sunnyside and Woodside, rose sharply from the year ago quarter. There were 318 sales, more than 58.2% higher than the same period a year ago. Median sales price surged 38.9% to \$805,339 over the same period. Listing discount, the percentage difference between the list price at time of sale

and the sales price, slipped to 0.5% from 1.2% in the year ago quarter as negotiability remains limited. Days on market, the average number of days between the date of the last list price change and the contract date, was 140 days up by nearly two months as older listings were sold off within the brisk market conditions.

Long Island City Condos Market Matrix	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,187,936	18.8%	\$999,977	15.5%	\$1,028,814
Average Price Per Sq Ft	\$1,188	6.5%	\$1,115	9.4%	\$1,086
Median Sales Price	\$1,175,000	31.1%	\$896,060	25.0%	\$940,000
Number of Sales (Closed)	69	155.6%	27	102.9%	34

Long Island City Co-Ops Market Matrix	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$533,333	5.9%	\$503,500	14.7%	\$465,053
Median Sales Price	\$555,000	14.4%	\$485,000	79.7%	\$308,815
Number of Sales (Closed)	3	-40.0%	5	-75.0%	12

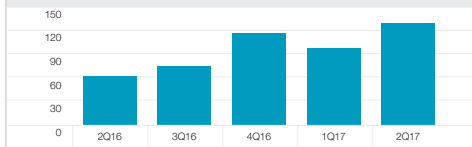
Long Island City 1-3 Family Market Matrix	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,234,000	-38.4%	\$2,004,615	0.0%	\$1,234,087
Average Price Per Sq Ft	\$565	-24.4%	\$747	-13.3%	\$652
Median Sales Price	\$1,262,500	-4.7%	\$1,325,000	17.7%	\$1,072,500
Number of Sales (Closed)	10	-23.1%	13	66.7%	6

Queens Market by LOCATION

ASTORIA

- Condo price trend indicators expanded
- Co-op sales slipped
- 1-3 family sales surged

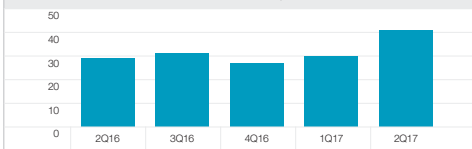
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op price trend indicators moved higher
- 1-3 family sales expanded

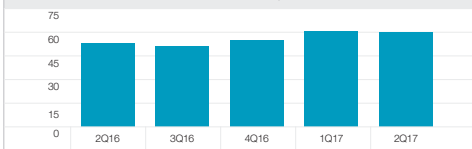
SUNNYSIDE SALES (by number)



WOODSIDE

- Co-op sales and prices continued to rise
- 1-3 family median sales and prices rose sharply

WOODSIDE SALES (by number)



Astoria Condos Matrix					
	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$762,316	26.6%	\$602,264	58.6%	\$480,722
Average Price per Sq Ft	\$982	10.8%	\$886	26.7%	\$775
Median Sales Price	\$745,601	14.7%	\$650,000	64.9%	\$452,250
Number of Sales (Closed)	57	128.0%	25	307.1%	14
Astoria Co-Op Matrix					
	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$993,865	170.0%	\$368,128	270.6%	\$268,162
Median Sales Price	\$315,000	-8.7%	\$345,012	37.0%	\$230,000
Number of Sales (Closed)	17	-22.7%	22	-10.5%	19
Astoria 1-3 Family Matrix					
	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,119,336	-5.1%	\$1,179,946	15.8%	\$966,296
Average Price per Sq Ft	\$484	-4.5%	\$507	16.3%	\$416
Median Sales Price	\$993,500	-13.6%	\$1,150,000	3.5%	\$960,000
Number of Sales (Closed)	56	9.8%	51	93.1%	29
Sunnyside Co-Op Matrix					
	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$324,387	2.6%	\$316,279	7.7%	\$301,087
Median Sales Price	\$322,500	19.4%	\$270,000	2.4%	\$315,000
Number of Sales (Closed)	24	26.3%	19	26.3%	19
Sunnyside 1-3 Family Matrix					
	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$1,139,250	30.5%	\$872,857	12.5%	\$1,012,250
Average Price per Sq Ft	\$654	9.9%	\$595	9.4%	\$598
Median Sales Price	\$1,125,000	25.0%	\$900,000	13.6%	\$990,000
Number of Sales (Closed)	12	71.4%	7	50.0%	8
Woodside Co-Op Matrix					
	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$330,519	10.3%	\$299,588	24.2%	\$266,129
Median Sales Price	\$326,500	15.2%	\$283,500	31.1%	\$249,000
Number of Sales (Closed)	34	-5.6%	36	9.7%	31
Woodside 1-3 Family Matrix					
	Q2-2017	%Δ (QRT)	Q1-2017	%Δ (YR)	Q2-2016
Average Sales Price	\$883,838	-5.9%	\$938,833	25.7%	\$703,118
Average Price per Sq Ft	\$384	-4.0%	\$400	22.3%	\$314
Median Sales Price	\$884,000	-3.1%	\$912,000	15.9%	\$763,000
Number of Sales (Closed)	20	11.1%	18	17.6%	17

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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DOUGLAS ELLIMAN
REAL ESTATE
575 Madison Avenue
New York, NY 10022
212.891.7000
elliman.com

MILLER SAMUEL INC.
REAL ESTATE APPRAISERS
21 West 38th Street
New York, NY 10018
212.768.8100
millersamuel.com

QUEENS OFFICE 36-29 Bell Blvd 718.631.8900 • 47-37 Vernon Blvd 917.386.6164

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