

ELLI MAN

REPORT

4Q 2015

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

3.7%

SALES

Closed Sales

45.9%

MARKETING TIME

Days on Market

1 day

NEGOTIABILITY

Listing Discount

3.7%

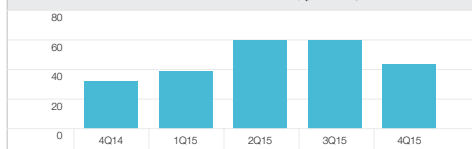
NORTHWEST

- Surge in number of sales
- Price indicators edged higher
- Listing discount tightened

LONG ISLAND CITY

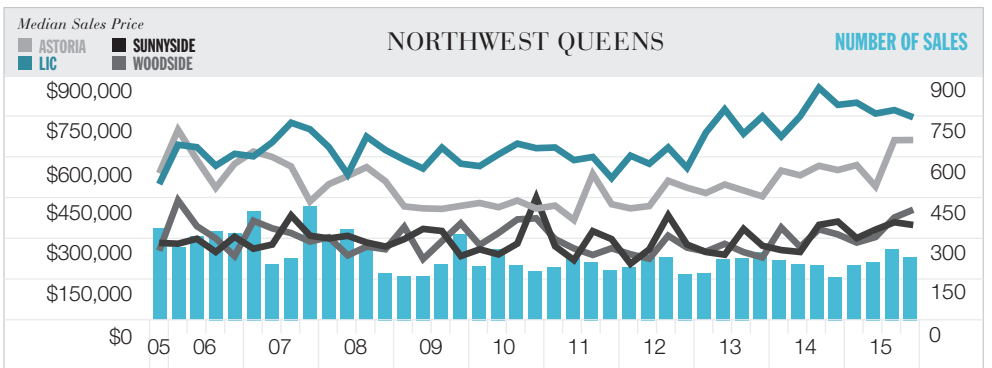
- Condo price per square foot jumped
- Condo sales rise sharply
- Co-op price indicators rise

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	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$653,514	-10.0%	\$725,953	3.7%	\$629,911
Median Sales Price	\$595,000	-4.0%	\$620,000	2.6%	\$580,000
Number of Sales (Closed)	232	-11.1%	261	45.9%	159
Days on Market (From Last List Date)	63	-33.2%	94	1.6%	62
Listing Discount (From Last List Price)	1.3%		2.1%		5.0%



Overall sales activity in the northwest region of Queens surged from the year ago quarter. There were 232 sales, up 45.9% from the year ago quarter with all four neighborhoods – Long Island City, Astoria, Sunnyside and Woodside – seeing large gains. Median sales price for the region edged 2.6% higher to \$595,000 over the

same period. Median sales price for the overall market in Sunnyside increased 14% for the largest year-over-year gain for a neighborhood in the region. Median sales price for the overall market in Woodside fell 13.7% for the largest year-over-year decline for a northwest Queens neighborhood.

Long Island City Condos Market Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$927,407	5.9%	\$875,719	-1.1%	\$937,933
Average Price Per Sq Ft	\$1,140	12.6%	\$1,013	23.6%	\$923
Median Sales Price	\$850,000	7.5%	\$790,500	7.0%	\$794,235
Number of Sales (Closed)	27	-30.8%	39	42.1%	19

Long Island City Co-Ops Market Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$549,735	17.2%	\$469,060	10.7%	\$496,643
Median Sales Price	\$571,500	-3.1%	\$590,000	57.9%	\$362,000
Number of Sales (Closed)	12	9.1%	11	71.4%	7

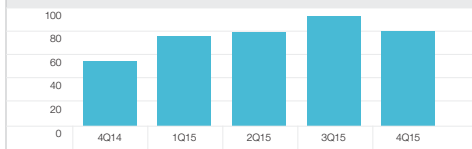
Long Island City 1-3 Family Market Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$1,077,000	-32.4%	\$1,594,000	-2.2%	\$1,100,750
Average Price Per Sq Ft	\$321	-54.3%	\$701	-48.0%	\$618
Median Sales Price	\$1,185,000	-18.3%	\$1,450,000	23.5%	\$959,750
Number of Sales (Closed)	5	-50.0%	10	-16.7%	6

Queens Market by LOCATION

ASTORIA

- 1-3 Family median price posts modest gain
- Co-op median price with largest gain of all types
- Condo median price rises sharply

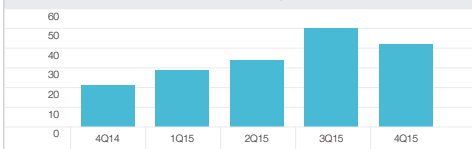
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op sales more than double
- 1-3 Family median price was stable
- Median price for co-ops surge

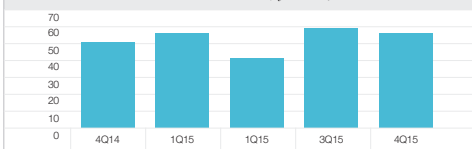
SUNNYSIDE SALES (by number)



WOODSIDE

- 1-3 Family sales were flat
- Co-op median sales price jumped
- Co-op sales saw pronounced rise

WOODSIDE SALES (by number)



Astoria Condos Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$509,303	6.5%	\$478,372	0.6%	\$506,092
Average Price per Sq Ft	\$628	-6.0%	\$668	-9.7%	\$695
Median Sales Price	\$524,398	5.0%	\$499,395	15.8%	\$453,000
Number of Sales (Closed)	21	40.0%	15	61.5%	13

Astoria Co-Op Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$353,670	-7.0%	\$380,248	26.7%	\$279,136
Median Sales Price	\$333,028	0.9%	\$330,000	21.3%	\$274,491
Number of Sales (Closed)	14	-39.1%	23	16.7%	12

Astoria 1-3 Family Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$978,037	0.0%	\$977,677	14.9%	\$851,455
Average Price per Sq Ft	\$473	2.3%	\$462	18.5%	\$399
Median Sales Price	\$900,000	0.0%	\$900,000	5.9%	\$850,000
Number of Sales (Closed)	45	-18.2%	55	50.0%	30

Sunnyside Co-Op Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$282,331	7.6%	\$262,365	19.3%	\$236,692
Median Sales Price	\$292,500	16.6%	\$250,875	37.6%	\$212,500
Number of Sales (Closed)	28	16.7%	24	133.3%	12

Sunnyside 1-3 Family Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$949,708	-14.4%	\$1,109,725	-44.9%	\$1,722,250
Average Price per Sq Ft	\$585	42.6%	\$411	-35.5%	\$907
Median Sales Price	\$945,000	-4.3%	\$987,500	0.6%	\$939,500
Number of Sales (Closed)	12	-40.0%	20	200.0%	4

Woodside Co-Op Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$302,065	9.3%	\$276,296	38.5%	\$218,037
Median Sales Price	\$275,000	5.8%	\$260,000	30.3%	\$211,000
Number of Sales (Closed)	31	-3.1%	32	55.0%	20

Woodside 1-3 Family Matrix	4Q-2015	%Δ (QRT)	3Q-2015	%Δ (YR)	4Q-2014
Average Sales Price	\$655,000	-36.0%	\$1,022,730	-14.6%	\$766,667
Average Price per Sq Ft	\$306	-20.3%	\$383	-10.5%	\$341
Median Sales Price	\$680,000	-28.4%	\$950,000	-6.8%	\$730,000
Number of Sales (Closed)	21	-19.2%	26	0.0%	21

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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