

ELLI MAN

REPORT

2Q 2016

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

21.1%

SALES

Closed Sales

6.1%

MARKETING TIME

Days on Market

5 days

NEGOTIABILITY

Listing Discount

0.2%

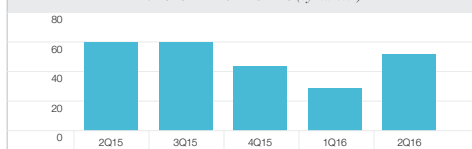
NORTHWEST

- Sharp price gains
- Number of sales declined
- Marketing time edged higher

LONG ISLAND CITY

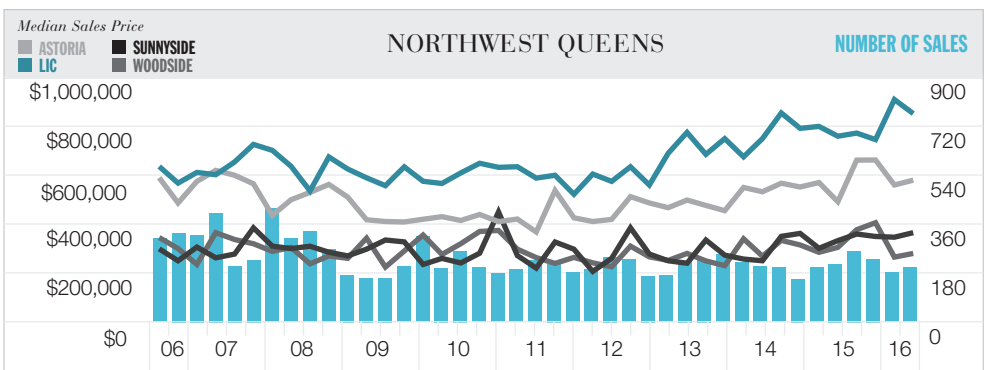
- Condo price indicators mixed
- Co-op prices remain volatile
- 1-3 family price indicators surge

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	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$654,112	-2.2%	\$669,022	13.2%	\$577,841
Median Sales Price	\$580,000	3.5%	\$560,222	21.1%	\$479,000
Number of Sales (Closed)	201	9.8%	183	-6.1%	214
Days on Market (From Last List Date)	91	51.7%	60	5.8%	86
Listing Discount (From Last List Price)	1.2%		2.8%		1.4%



Northwest Queens price indicators showed double-digit price gains from the year ago quarter. Median sales price increased 21.1% to \$580,000 and average sales price rose 13.2% to \$654,112 respectively from the year ago quarter. The number of sales declined 6.1% to 201 sales over the same period. Days on market,

the average number of days between the date of the last list price change and the contract date, slowed by 5 days, rising to 91 days from the year ago quarter. Listing discount, the percentage difference between the list price at time of sale and the sales price, edged lower to 1.2% from 1.4% as negotiability remained limited.

Long Island City Condos Market Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$1,028,814	-2.5%	\$1,055,533	1.6%	\$1,012,620
Average Price Per Sq Ft	\$1,086	0.4%	\$1,082	15.3%	\$942
Median Sales Price	\$940,000	3.9%	\$905,000	-5.8%	\$998,000
Number of Sales (Closed)	34	70.0%	20	-12.8%	39

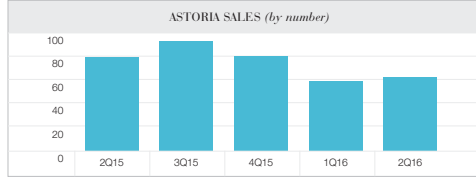
Long Island City Co-Ops Market Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$465,053	-31.8%	\$682,279	0.3%	\$463,732
Median Sales Price	\$308,815	-53.9%	\$670,000	-33.6%	\$465,000
Number of Sales (Closed)	12	140.0%	5	-20.0%	15

Long Island City 1-3 Family Market Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$1,234,087	9.6%	\$1,126,250	102.3%	\$610,000
Average Price Per Sq Ft	\$652	-11.4%	\$736	52.3%	\$428
Median Sales Price	\$1,072,500	-4.9%	\$1,127,500	82.6%	\$587,500
Number of Sales (Closed)	6	50.0%	4	0.0%	6

Queens Market by **LOCATION**

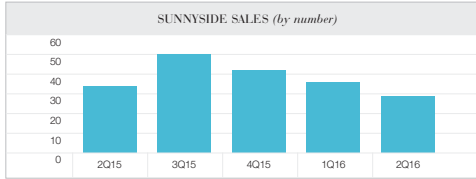
ASTORIA

- Condo price trend indicators were mixed
- Co-op price indicators and sales fell
- 1-3 family price indicators and sales moved higher



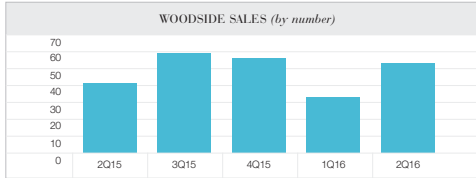
SUNNYSIDE

- Co-op price indicators continued to rise
- 1-3 family price indicators increased



WOODSIDE

- Co-op price indicators rose
- 1-3 family price indicators increased



Astoria Condos Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$480,722	-12.0%	\$546,086	-11.7%	\$544,727
Average Price per Sq Ft	\$775	-13.1%	\$892	2.2%	\$758
Median Sales Price	\$452,250	-17.8%	\$550,000	-11.1%	\$508,925
Number of Sales (Closed)	14	-12.5%	16	-30.0%	20

Astoria Co-Op Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$268,162	-9.5%	\$296,274	-26.9%	\$366,623
Median Sales Price	\$230,000	-20.7%	\$290,000	-39.9%	\$382,500
Number of Sales (Closed)	19	11.8%	17	-45.7%	35

Astoria 1-3 Family Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$966,296	-2.1%	\$986,640	13.4%	\$852,125
Average Price per Sq Ft	\$416	-14.6%	\$487	8.1%	\$385
Median Sales Price	\$960,000	0.0%	\$960,000	18.5%	\$810,000
Number of Sales (Closed)	29	11.5%	26	20.8%	24

Sunnyside Co-Op Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$301,087	0.8%	\$298,569	14.5%	\$262,874
Median Sales Price	\$315,000	8.6%	\$290,000	32.1%	\$238,500
Number of Sales (Closed)	19	-17.4%	23	-13.6%	22

Sunnyside 1-3 Family Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$1,012,250	1.5%	\$996,857	24.8%	\$810,857
Average Price per Sq Ft	\$598	7.0%	\$559	13.5%	\$527
Median Sales Price	\$990,000	5.9%	\$935,000	14.9%	\$861,500
Number of Sales (Closed)	8	14.3%	7	14.3%	7

Woodside Co-Op Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$266,129	5.3%	\$252,846	5.2%	\$252,967
Median Sales Price	\$249,000	-3.7%	\$258,500	7.8%	\$231,000
Number of Sales (Closed)	31	19.2%	26	29.2%	24

Woodside 1-3 Family Matrix	2Q-2016	%Δ (QRT)	1Q-2016	%Δ (YR)	2Q-2015
Average Sales Price	\$703,118	-4.0%	\$732,675	16.9%	\$601,615
Average Price per Sq Ft	\$314	-28.0%	\$436	19.4%	\$263
Median Sales Price	\$763,000	3.1%	\$740,000	23.5%	\$618,000
Number of Sales (Closed)	17	142.9%	7	30.8%	13

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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