

ELLI MAN

REPORT

3Q 2016

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

↑ 17.3%

SALES

Closed Sales

↑ 2.3%

MARKETING TIME

Days on Market

↑ 1 day

NEGOTIABILITY

Listing Discount

↓ 0.6%

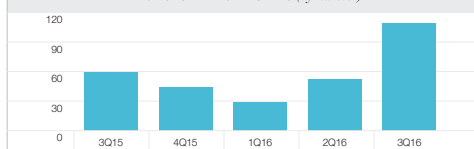
NORTHWEST

- Surge in price trend indicators
- Number of sales edged higher
- Negotiability declined

LONG ISLAND CITY

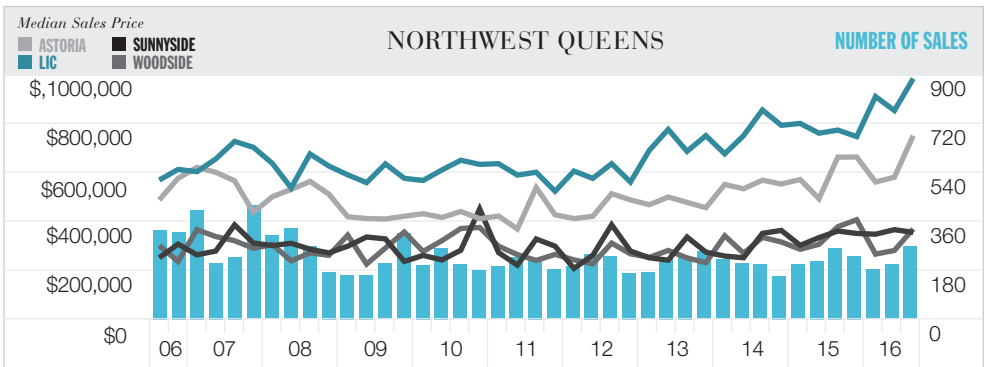
- Condo sales more than doubled
- Co-op prices declined
- 1-3 family sales surged

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	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$831,340	27.1%	\$654,112	14.5%	\$725,953
Median Sales Price	\$727,500	25.4%	\$580,000	17.3%	\$620,000
Number of Sales (Closed)	267	32.8%	201	2.3%	261
Days on Market (From Last List Date)	95	4.4%	91	1.1%	94
Listing Discount (From Last List Price)	1.5%		1.2%		2.1%



Housing prices in the northwest region of Queens continued to show double-digit price increases from the year ago quarter. Median sales price jumped 17.3% to \$727,500 and average sales price increased 14.5% to \$831,340 respectively from the prior year quarter. The number of sales edged 2.3% higher to 267 over the same period. Listing discount, the percentage difference

between the list price at time of sale and the sales price, slipped to 1.5% from 2.1% as negotiability remained limited. Days on market, the average number of days between the date of the last list price change and the contract date, increased nominally by 1 day to 95 days from the year ago quarter.

Long Island City Condos Market Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$1,024,803	-0.4%	\$1,028,814	17.0%	\$875,719
Average Price Per Sq Ft	\$1,118	2.9%	\$1,086	10.4%	\$1,013
Median Sales Price	\$938,441	-0.2%	\$940,000	18.7%	\$790,500
Number of Sales (Closed)	80	135.3%	34	105.1%	39

Long Island City Co-Ops Market Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$424,000	-8.8%	\$465,053	-9.6%	\$469,060
Median Sales Price	\$400,000	29.5%	\$308,815	-32.2%	\$590,000
Number of Sales (Closed)	7	-41.7%	12	-36.4%	11

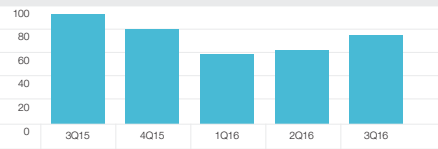
Long Island City 1-3 Family Market Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$1,709,524	38.5%	\$1,234,087	7.2%	\$1,594,000
Average Price Per Sq Ft	\$1,093	67.6%	\$652	55.9%	\$701
Median Sales Price	\$1,170,000	9.1%	\$1,072,500	-19.3%	\$1,450,000
Number of Sales (Closed)	21	250.0%	6	110.0%	10

Queens Market by LOCATION

ASTORIA

- Condo price trend indicators jumped
- Both co-op price trend indicators and sales fell
- 1-3 family price indicators surged

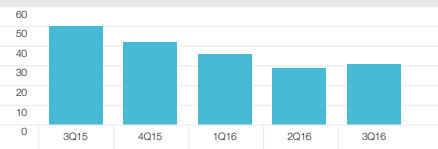
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op price trend indicators saw double-digit gains
- 1-3 family price indicators were mixed

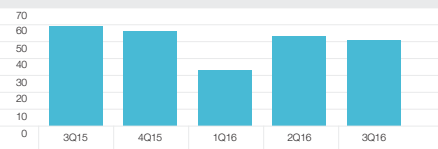
SUNNYSIDE SALES (by number)



WOODSIDE

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

WOODSIDE SALES (by number)



Astoria Condos Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$712,464	48.2%	\$480,722	48.9%	\$478,372
Average Price per Sq Ft	\$1,011	30.5%	\$775	51.3%	\$668
Median Sales Price	\$675,000	49.3%	\$452,250	35.2%	\$499,395
Number of Sales (Closed)	19	35.7%	14	26.7%	15

Astoria Co-Op Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$360,067	34.3%	\$268,162	-5.3%	\$380,248
Median Sales Price	\$320,000	39.1%	\$230,000	-3.0%	\$330,000
Number of Sales (Closed)	21	10.5%	19	-8.7%	23

Astoria 1-3 Family Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$1,102,020	14.0%	\$966,296	12.7%	\$977,677
Average Price per Sq Ft	\$557	33.9%	\$416	20.6%	\$462
Median Sales Price	\$1,070,000	11.5%	\$960,000	18.9%	\$900,000
Number of Sales (Closed)	35	20.7%	29	-36.4%	55

Sunnyside Co-Op Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$308,098	2.3%	\$301,087	17.4%	\$262,365
Median Sales Price	\$300,134	-4.7%	\$315,000	19.6%	\$250,875
Number of Sales (Closed)	18	-5.3%	19	-25.0%	24

Sunnyside 1-3 Family Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$929,400	-8.2%	\$1,012,250	-16.2%	\$1,109,725
Average Price per Sq Ft	\$525	-12.2%	\$598	27.7%	\$411
Median Sales Price	\$980,000	-1.0%	\$990,000	-0.8%	\$987,500
Number of Sales (Closed)	5	-37.5%	8	-75.0%	20

Woodside Co-Op Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$298,639	12.2%	\$266,129	8.1%	\$276,296
Median Sales Price	\$285,500	14.7%	\$249,000	9.8%	\$260,000
Number of Sales (Closed)	28	-9.7%	31	-12.5%	32

Woodside 1-3 Family Matrix	3Q-2016	%Δ (QRT)	2Q-2016	%Δ (YR)	3Q-2015
Average Sales Price	\$723,368	2.9%	\$703,118	-29.3%	\$1,022,730
Average Price per Sq Ft	\$403	28.3%	\$314	5.2%	\$383
Median Sales Price	\$670,000	-12.2%	\$763,000	-29.5%	\$950,000
Number of Sales (Closed)	11	-35.3%	17	-57.7%	26

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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