

# ELLI MAN

## REPORT

# 4Q 2016

## NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

## DASHBOARD

year-over-year

### PRICES

Median Sales Price

**33.5%**

### SALES

Closed Sales

**31.9%**

### MARKETING TIME

Days on Market

**7** days

### NEGOTIABILITY

Listing Discount

**2.4%**

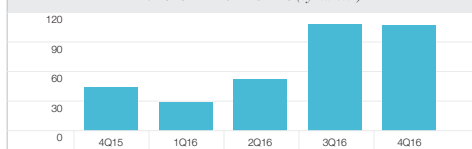
## NORTHWEST

- Sharp rise in price indicators
- Number of sales jumped
- Negotiability tightened further

## LONG ISLAND CITY

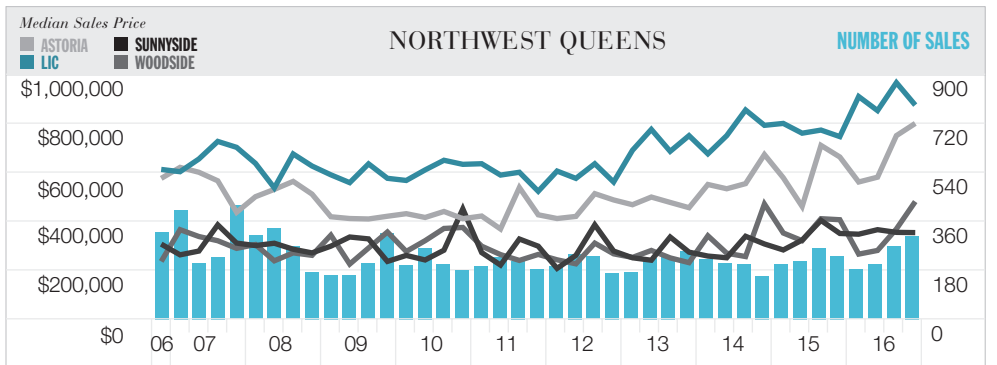
- Condo sales continued to surge
- Co-op prices moved lower
- 1-3 family price trends were mixed

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-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$831,977	0.4%	\$828,826	27.3%	\$653,514
Median Sales Price	\$794,072	10.1%	\$721,250	33.5%	\$595,000
Number of Sales (Closed)	306	15.0%	266	31.9%	232
Days on Market (From Last List Date)	70	-27.8%	97	11.1%	63
Listing Discount (From Last List Price)	-1.1%		1.2%		1.3%



The northwest region of Queens continued to experience a sharp year over year rise in price trend indicators. Median sales price jumped 33.5% to \$794,072 and average sales price increased 27.3% to \$831,977 respectively from the year ago quarter. The number of sales surged 31.9% to 306 from the year ago quarter. Listing discount, the percentage

difference between the list price at time of sale and the sales price, slipped to -1.1% from 1.3% as negotiability remained nominal. Days on market, the average number of days between the date of the last list price change and the contract date, edged up by 7 days to 70 days from the year ago quarter.

Long Island City Condos Market Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,083,093	5.7%	\$1,024,803	16.8%	\$927,407
Average Price Per Sq Ft	\$1,140	2.0%	\$1,118	0.0%	\$1,140
Median Sales Price	\$1,053,635	12.3%	\$938,441	24.0%	\$850,000
Number of Sales (Closed)	71	-11.3%	80	163.0%	27

Long Island City Co-Ops Market Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$521,200	22.9%	\$424,000	-5.2%	\$549,735
Median Sales Price	\$475,000	18.8%	\$400,000	-16.9%	\$571,500
Number of Sales (Closed)	15	114.3%	7	25.0%	12

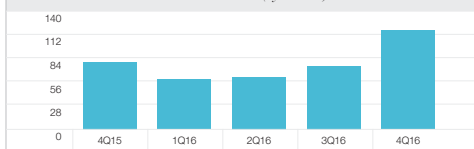
Long Island City 1-3 Family Market Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,184,639	-30.1%	\$1,695,238	10.0%	\$1,077,000
Average Price Per Sq Ft	\$541	-52.3%	\$1,133	68.5%	\$321
Median Sales Price	\$982,500	-16.0%	\$1,170,000	-17.1%	\$1,185,000
Number of Sales (Closed)	20	-4.8%	21	300.0%	5

## Queens Market by LOCATION

### ASTORIA

- Condo prices continued to rise
- Co-op price trend indicators declined
- 1-3 family sales slipped

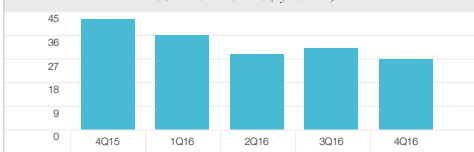
ASTORIA SALES (by number)



### SUNNYSIDE

- Co-op price trend indicators continued to rise
- 1-3 family price indicators moved higher

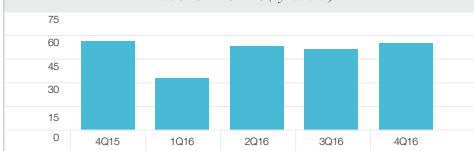
SUNNYSIDE SALES (by number)



### WOODSIDE

- Co-op price trend indicators surged
- 1-3 family price trend indicators also jumped

WOODSIDE SALES (by number)



Astoria Condos Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$821,120	15.3%	\$712,464	61.2%	\$509,303
Average Price per Sq Ft	\$880	-13.0%	\$1,011	40.1%	\$628
Median Sales Price	\$799,000	18.4%	\$675,000	52.4%	\$524,398
Number of Sales (Closed)	49	157.9%	19	133.3%	21

Astoria Co-Op Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$319,136	-11.4%	\$360,067	-9.8%	\$353,670
Median Sales Price	\$320,000	0.0%	\$320,000	-3.9%	\$333,028
Number of Sales (Closed)	25	19.0%	21	78.6%	14

Astoria 1-3 Family Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,056,317	-4.1%	\$1,102,020	8.0%	\$978,037
Average Price per Sq Ft	\$456	-18.1%	\$557	-3.6%	\$473
Median Sales Price	\$1,075,000	0.5%	\$1,070,000	19.4%	\$900,000
Number of Sales (Closed)	43	22.9%	35	-4.4%	45

Sunnyside Co-Op Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$323,156	4.9%	\$308,098	14.5%	\$282,331
Median Sales Price	\$320,000	6.6%	\$300,134	9.4%	\$292,500
Number of Sales (Closed)	14	-22.2%	18	-50.0%	28

Sunnyside 1-3 Family Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$993,688	0.3%	\$991,167	4.6%	\$949,708
Average Price per Sq Ft	\$596	13.5%	\$525	1.9%	\$585
Median Sales Price	\$966,000	-11.4%	\$1,090,000	2.2%	\$945,000
Number of Sales (Closed)	8	33.3%	6	-33.3%	12

Woodside Co-Op Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$339,190	13.6%	\$298,639	12.3%	\$302,065
Median Sales Price	\$346,500	21.4%	\$285,500	26.0%	\$275,000
Number of Sales (Closed)	18	-35.7%	28	-41.9%	31

Woodside 1-3 Family Matrix	4Q-2016	%Δ (QRT)	3Q-2016	%Δ (YR)	4Q-2015
Average Sales Price	\$1,076,526	35.1%	\$796,991	64.4%	\$655,000
Average Price per Sq Ft	\$424	5.2%	\$403	38.6%	\$306
Median Sales Price	\$980,000	16.7%	\$840,000	44.1%	\$680,000
Number of Sales (Closed)	19	11.8%	17	-9.5%	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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