

ELLI MAN

REPORT

Q4 2017

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

0.2%

SALES

Closed Sales

6.5%

MARKETING TIME

Days on Market

49 days

NEGOTIABILITY

Listing Discount

2.6%

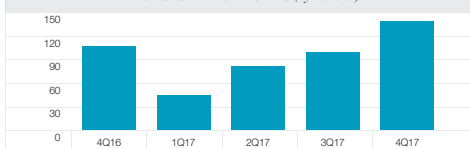
NORTHWEST

- Price trend indicators slipped
- More sales but longer marketing times
- Negotiability remained unusually tight

LONG ISLAND CITY

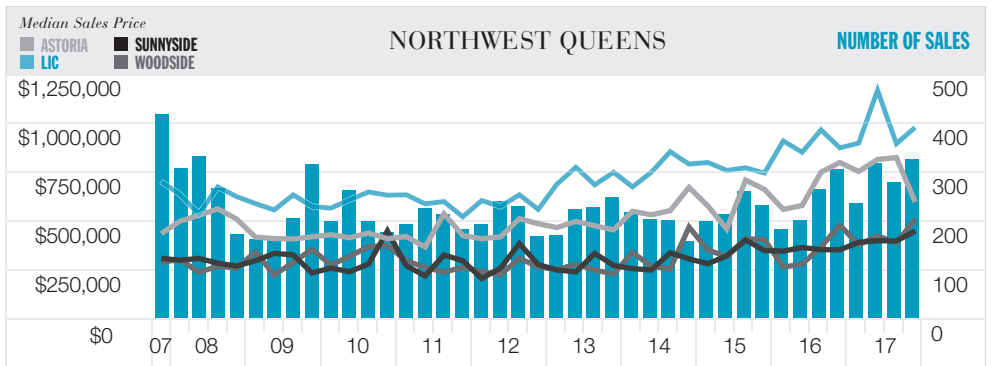
- Condo sales surged
- Co-op price trends were mixed
- 1-3 family prices jumped

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	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$828,323	1.8%	\$813,745	-0.4%	\$831,977
Median Sales Price	\$792,500	4.2%	\$760,846	-0.2%	\$794,072
Number of Sales (Closed)	326	16.8%	279	6.5%	306
Days on Market (From Last List Date)	119	60.8%	74	70.0%	70
Listing Discount (From Last List Price)	1.5%		1.3%		-1.1%



The housing market of the northwest region of Queens, including the neighborhoods of Long Island City, Astoria, Sunnyside and Woodside, showed rising sales with nominal declines in the price trend indicators. Median sales price slipped 0.2% to \$792,500 and average sales price slipped 0.4% to \$828,323 respectively from the year ago quarter. The number of sales

continued to rise, up 6.5% to 326 sales over the same period. Marketing time jumped but negotiability remained unusually tight. Days on market retrenched to 119 days, up sharply from 70 days and listing discount edged higher to 1.5% from a -1.1% average above the last list price respectively from the year ago quarter.

Long Island City Condos Market Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,102,680	10.3%	\$999,579	1.8%	\$1,083,093
Average Price Per Sq Ft	\$1,259	6.3%	\$1,184	10.4%	\$1,140
Median Sales Price	\$998,000	8.5%	\$920,000	-5.3%	\$1,053,635
Number of Sales (Closed)	119	43.4%	83	67.6%	71

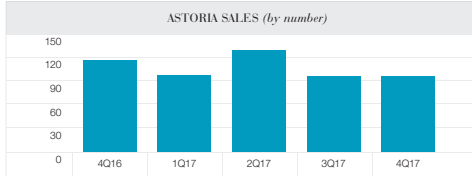
Long Island City Co-Ops Market Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$507,557	-17.5%	\$615,471	-2.6%	\$521,200
Median Sales Price	\$513,000	-17.9%	\$625,000	8.0%	\$475,000
Number of Sales (Closed)	14	27.3%	11	-6.7%	15

Long Island City 1-3 Family Market Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,438,833	23.0%	\$1,169,667	21.5%	\$1,184,639
Average Price Per Sq Ft	\$800	78.2%	\$449	47.9%	\$541
Median Sales Price	\$1,442,500	36.4%	\$1,057,500	46.8%	\$982,500
Number of Sales (Closed)	6	0.0%	6	-70.0%	20

Queens Market by LOCATION

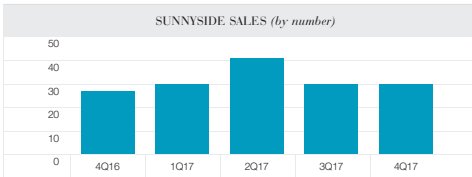
ASTORIA

- Condo prices and sales declined
- Co-op prices and sales expanded
- 1-3 family price trends rose as sales slid



SUNNYSIDE

- Co-op prices and sales expanded
- 1-3 family prices declined as sales surged



WOODSIDE

- Co-op prices were mixed as sales jumped
- 1-3 family remained mixed as sales increased



Astoria Condos Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$606,260	-15.3%	\$716,151	-26.2%	\$821,120
Average Price per Sq Ft	\$874	20.6%	\$725	-0.7%	\$880
Median Sales Price	\$612,500	-7.3%	\$661,023	-23.3%	\$799,000
Number of Sales (Closed)	20	-37.5%	32	-59.2%	49
Astoria Co-Op Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$363,550	-5.4%	\$384,300	13.9%	\$319,136
Median Sales Price	\$349,239	-4.3%	\$365,000	9.1%	\$320,000
Number of Sales (Closed)	36	125.0%	16	44.0%	25
Astoria 1-3 Family Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$1,069,513	-8.2%	\$1,165,647	1.2%	\$1,056,317
Average Price per Sq Ft	\$594	12.1%	\$530	30.3%	\$456
Median Sales Price	\$1,132,500	7.9%	\$1,050,000	5.3%	\$1,075,000
Number of Sales (Closed)	40	-18.4%	49	-7.0%	43
Sunnyside Co-Op Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$354,141	15.3%	\$307,240	9.6%	\$323,156
Median Sales Price	\$324,750	-1.4%	\$329,222	1.5%	\$320,000
Number of Sales (Closed)	16	-11.1%	18	14.3%	14
Sunnyside 1-3 Family Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$878,099	-16.4%	\$1,049,938	-11.6%	\$993,688
Average Price per Sq Ft	\$398	-40.4%	\$668	-33.2%	\$596
Median Sales Price	\$900,000	-12.2%	\$1,024,750	-6.8%	\$966,000
Number of Sales (Closed)	11	37.5%	8	37.5%	8
Woodside Co-Op Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$343,131	2.6%	\$334,509	1.2%	\$339,190
Median Sales Price	\$334,500	-4.4%	\$350,000	-3.5%	\$346,500
Number of Sales (Closed)	24	-17.2%	29	33.3%	18
Woodside 1-3 Family Matrix	Q4-2017	%Δ (QRT)	Q3-2017	%Δ (YR)	Q4-2016
Average Sales Price	\$987,818	0.4%	\$983,919	-8.2%	\$1,076,526
Average Price per Sq Ft	\$489	-2.8%	\$503	15.3%	\$424
Median Sales Price	\$990,000	15.1%	\$860,000	1.0%	\$980,000
Number of Sales (Closed)	22	46.7%	15	15.8%	19

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 Real Estate
Appraisers & Consultants
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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