

ELLI MAN

REPORT

Q3 2017

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

5.5%

SALES

Closed Sales

4.9%

MARKETING TIME

Days on Market

23 days

NEGOTIABILITY

Listing Discount

0.1%

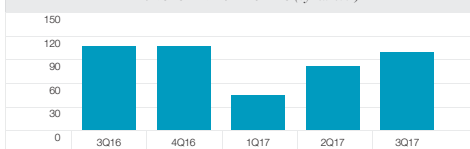
NORTHWEST

- Price trend indicators were mixed
- Number of sales expanded
- Days on market fell

LONG ISLAND CITY

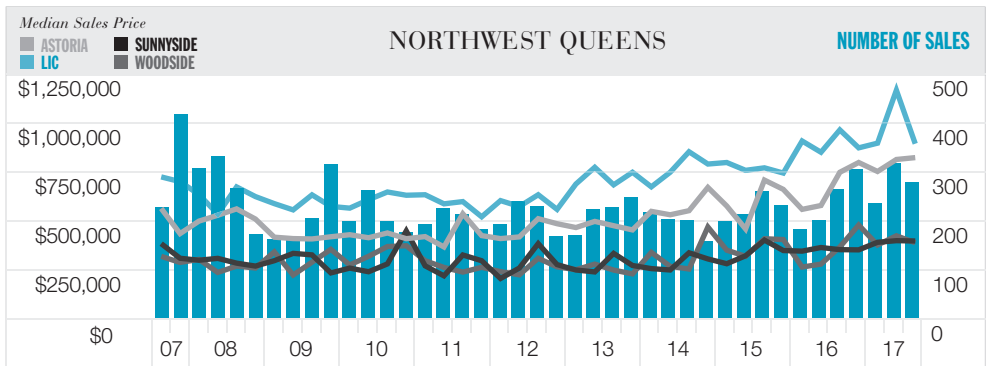
- Condo sales moved higher
- Co-op price trends jumped
- 1-3 family sales fell sharply

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	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$813,745	-7.3%	\$878,264	-1.8%	\$828,826
Median Sales Price	\$760,846	-5.5%	\$805,339	5.5%	\$721,250
Number of Sales (Closed)	279	-12.3%	318	4.9%	266
Days on Market (From Last List Date)	74	-47.1%	140	-23.7%	97
Listing Discount (From Last List Price)	1.3%		0.5%		1.2%



The northwest region of Queens, including the neighborhoods of Long Island City, Astoria, Sunnyside and Woodside, saw a modest year over year gain in sales, mixed price trends with limited negotiability and shorter marketing times. Median sales price increased 5.5% to \$760,846 and average sales price slipped

1.8% to \$813,745 respectively from the year ago quarter. The number of sales increased 4.9% to 279 over the same period. Marketing time was 23.7% faster, falling to 74 days while negotiability saw a nominal gain to 1.3% respectively from the year ago quarter.

Long Island City Condos Market Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$999,579	-15.9%	\$1,187,936	-2.5%	\$1,024,803
Average Price Per Sq Ft	\$1,184	-0.3%	\$1,188	5.9%	\$1,118
Median Sales Price	\$920,000	-21.7%	\$1,175,000	-2.0%	\$938,441
Number of Sales (Closed)	83	20.3%	69	3.8%	80

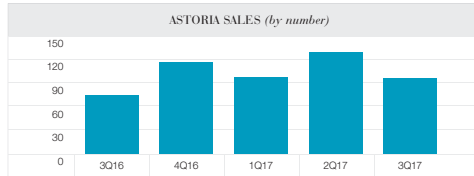
Long Island City Co-Ops Market Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$615,471	15.4%	\$533,333	45.2%	\$424,000
Median Sales Price	\$625,000	12.6%	\$555,000	56.3%	\$400,000
Number of Sales (Closed)	11	266.7%	3	57.1%	7

Long Island City 1-3 Family Market Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$1,169,667	-5.2%	\$1,234,000	-31.0%	\$1,695,238
Average Price Per Sq Ft	\$449	-20.5%	\$565	-60.4%	\$1,133
Median Sales Price	\$1,057,500	-16.2%	\$1,262,500	-9.6%	\$1,170,000
Number of Sales (Closed)	6	-40.0%	10	-71.4%	21

Queens Market by **LOCATION**

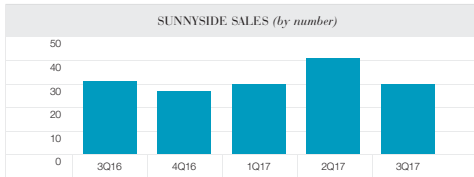
ASTORIA

- Condo price trend indicators were mixed
- Co-op sales declined as prices increased
- 1-3 family price trends were mixed as sales jumped



SUNNYSIDE

- Co-op price trend indicators were mixed
- 1-3 family sales edged higher



WOODSIDE

- Co-op sales and prices continued to move higher
- 1-3 family price trends expanded as sales slipped



Astoria Condos Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$716,151	-6.1%	\$762,316	0.5%	\$712,464
Average Price per Sq Ft	\$725	-26.2%	\$982	-28.3%	\$1,011
Median Sales Price	\$661,023	-11.3%	\$745,601	-2.1%	\$675,000
Number of Sales (Closed)	32	-43.9%	57	68.4%	19
Astoria Co-Op Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$384,300	-61.3%	\$993,865	6.7%	\$360,067
Median Sales Price	\$365,000	15.9%	\$315,000	14.1%	\$320,000
Number of Sales (Closed)	16	-5.9%	17	-23.8%	21
Astoria 1-3 Family Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$1,165,647	4.1%	\$1,119,336	5.8%	\$1,102,020
Average Price per Sq Ft	\$530	9.5%	\$484	-4.8%	\$557
Median Sales Price	\$1,050,000	5.7%	\$993,500	-1.9%	\$1,070,000
Number of Sales (Closed)	49	-12.5%	56	40.0%	35
Sunnyside Co-Op Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$307,240	-5.3%	\$324,387	-0.3%	\$308,098
Median Sales Price	\$329,222	2.1%	\$322,500	9.7%	\$300,134
Number of Sales (Closed)	18	-25.0%	24	0.0%	18
Sunnyside 1-3 Family Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$1,049,938	-7.8%	\$1,139,250	5.9%	\$991,167
Average Price per Sq Ft	\$668	2.1%	\$654	27.2%	\$525
Median Sales Price	\$1,024,750	-8.9%	\$1,125,000	-6.0%	\$1,090,000
Number of Sales (Closed)	8	-33.3%	12	33.3%	6
Woodside Co-Op Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$334,509	1.2%	\$330,519	12.0%	\$298,639
Median Sales Price	\$350,000	7.2%	\$326,500	22.6%	\$285,500
Number of Sales (Closed)	29	-14.7%	34	3.6%	28
Woodside 1-3 Family Matrix	Q3-2017	%Δ (QRT)	Q2-2017	%Δ (YR)	Q3-2016
Average Sales Price	\$983,919	11.3%	\$883,838	23.5%	\$796,991
Average Price per Sq Ft	\$503	31.0%	\$384	24.8%	\$403
Median Sales Price	\$860,000	-2.7%	\$884,000	2.4%	\$840,000
Number of Sales (Closed)	15	-25.0%	20	-11.8%	17

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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