

# The Corcoran Report

1H | 2021 | LONG ISLAND CITY

*corcoran*



27-28 Thomson Avenue | \$1.495M | Web# 21056791

## Long Island City

The Long Island City real estate market in the First Half of 2021 had its best half-year period on record. Closings more than doubled year-over-year and exceeded the previous high set in the Second Half of 2019 by 64%. This was due to the record high number of new development closings that occurred, specifically at Skyline Tower. Confidence in the market, increased vaccination rates, and a still-low interest rate environment encouraged buyers to return. Additionally, abundant choice, particularly those with price adjustments, and the desire to upgrade or expand into larger residences spurred purchases. Upward pressure on prices created a sense of urgency and drove days on market 9% lower year-over-year.

Sales volume more than doubled last year's figure and was the highest in over a decade. Active listings were high due to an increase in new development listings. New developments had three times the number of active listings compared to this time last year.

Price statistics were mostly positive and trended upwards. Average price per square foot reached a record high. The upward trend in pricing was the result of the increase in sales of two bedroom homes, the rise in sponsor sales, and a shift away from smaller apartments priced under \$500K.

### Sales

468

+111% YEAR OVER YEAR

### Volume

\$509M

+117% YEAR OVER YEAR

### Inventory

260

+48% YEAR OVER YEAR

### Days on Market

106

-9% YEAR OVER YEAR

### Median Price

\$967K

+7% YEAR OVER YEAR

### Average PPSF

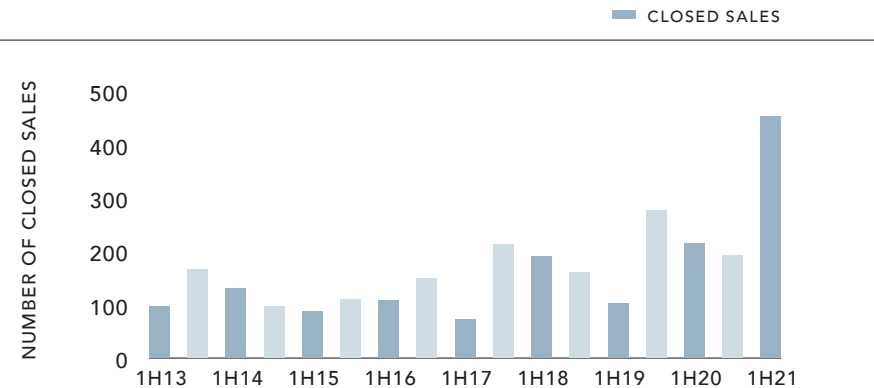
\$1,273

+3% YEAR OVER YEAR

## Total Sales

	1H21	1H20	%CHG (YR)	2H20	%CHG (HALF)
CLOSED SALES	468	222	111%	198	136%
SALES VOLUME	\$509M	\$235M	117%	\$199M	155%
DAYS ON MARKET	106	116	-9%	100	7%

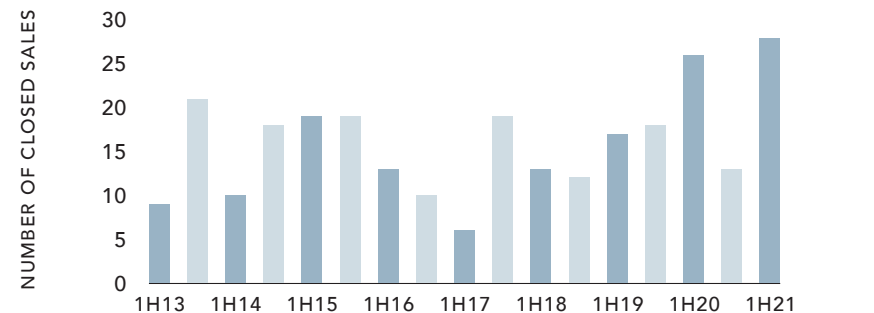
The number of closed sales more than doubled compared to a year ago. The record breaking 468 closings were heavily skewed by new developments which accounted for 77% of all closings in Long Island City. In particular, Skyline Tower accounted for over one-third of all new development closings and 28% of the entire Long Island City market. Nevertheless, without Skyline Tower closings would still have risen 51% year-over-year due to other new development properties, such as The Neighborly LIC and Prime LIC. Additionally, resale closings rose 168% versus an unusually slow First Half of 2020.



## Co-op Sales

	1H21	1H20	%CHG (YR)	2H20	%CHG (HALF)
CLOSED SALES	28	26	8%	13	115%
MARKET SHARE	6%	12%	-6%	7%	-1%
DAYS ON MARKET	88	52	69%	77	14%

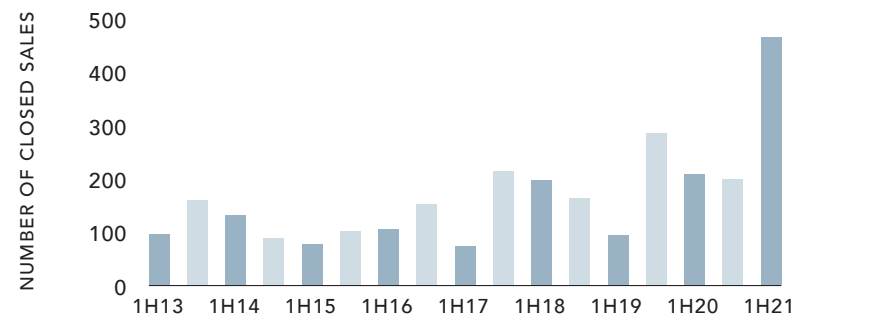
Co-ops historically comprise a small portion of overall sales in Long Island City. However, the 28 sales during the First Half of 2021 marked an 8% increase. The annual increase was muted due to a strong First Half of 2020 when closings commenced at The Independent LIC, a new development co-op. However, with The Independent LIC now being 65% sold, the increase in co-op closings was led by Citylights, which claimed over one-third of sales.



## Condo Sales

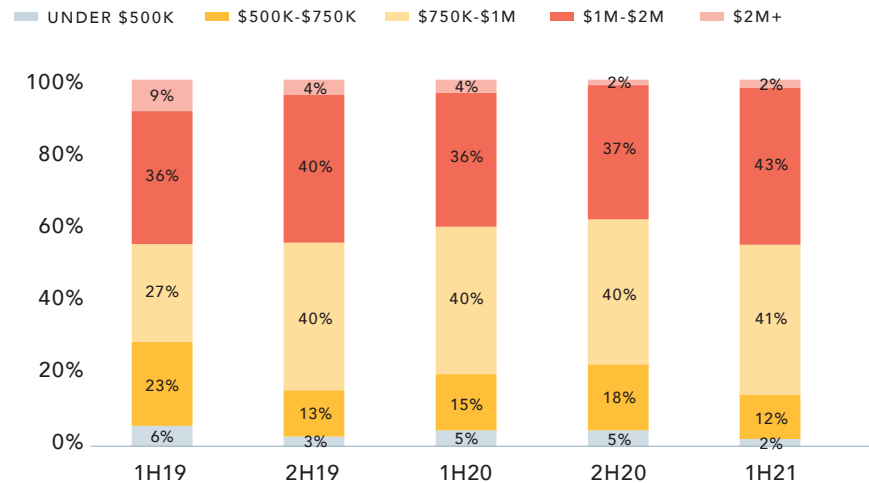
	1H21	1H20	%CHG (YR)	2H20	%CHG (HALF)
CLOSED SALES	440	196	124%	185	138%
MARKET SHARE	94%	88%	6%	93%	0.6%
DAYS ON MARKET	113	160	-29%	103	10%

Condo sales increased a staggering 124% compared to a year ago to 440 closings, exceeding all previous records. In the First Half of 2021 there were 361 new development condo closings, 98% higher than the First Half of 2020. Skyline Tower, The Neighborly LIC, and Prime LIC accounted for 68% of new development sales. Resale condo sales also expanded significantly from only 29 during this time last year to 80 during the First Half of 2021, a 176% increase.



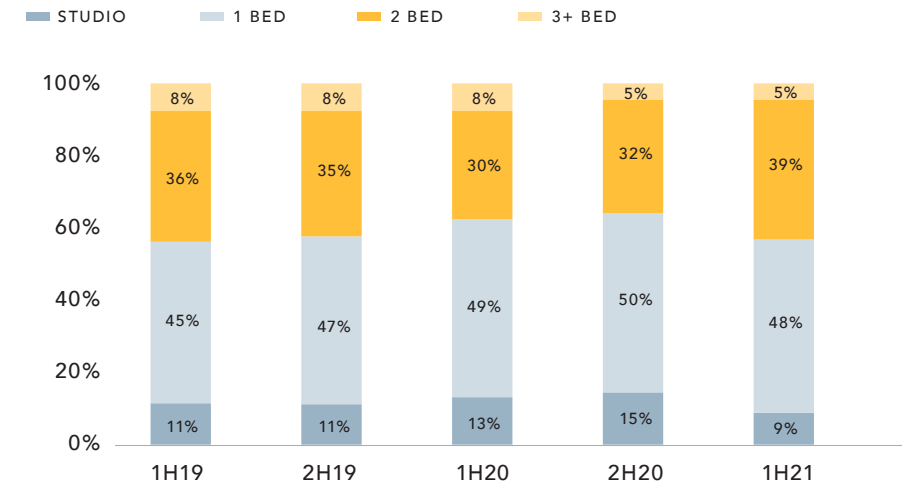
# Market Share of Sales

## Market Share by Price Range



The market share of sales in both segments under \$750K shrank, as did the market share of sales over \$2M+. The contraction of these segments allowed the market share of closings between \$750K to \$2M to reach its highest market share in over a decade. The \$1M to \$2M market share reached its highest since the Second Half of 2017.

## Market Share by Bedroom Type



The portion of buyers transacting on two bedroom apartments rose to its highest since the Second Half of 2017. A quarter of these closings were two bedrooms at Skyline Tower. This expansion caused the contraction of all other bedroom types. Studios fell to their lowest market share in three-and-a-half years. While one bedrooms continue to comprise the most market share, the market share of one bedroom sales shrunk from 49% to 48% year-over-year. The market share of three plus bedrooms fell 3% annually due to limited inventory.

# Inventory

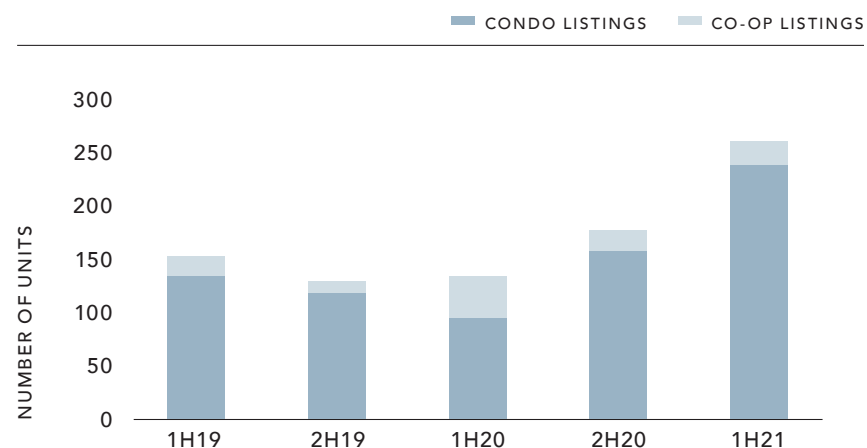
Inventory in Long Island City reached 260 actively listed units. This figure was 94% higher than a year ago, when inventory was artificially low while in-person showings were suspended. All bedroom types and all price ranges over \$500K experienced an uptick in active listings. Notably, studios had the largest annual gain as slower sales caused supply to pile up.

With the co-op market experiencing a year-over-year decline in inventory, inventory rose due to the condo market. New development co-op listings also fell slightly due to absorption at The Independent LIC.

Active listings rose within four of the five price ranges. Active listings between \$500K to \$750K had the highest percent annual increase, 133%. The uptick was led by listings at Skyline Tower and Star Tower.

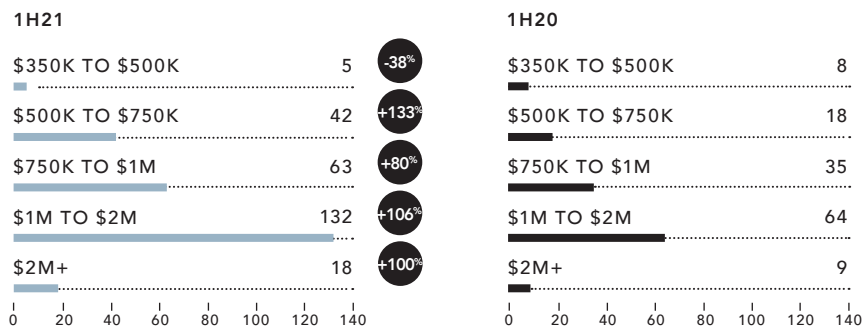
As is typical, one and two bedrooms have by far the highest number of active listings on the market. On a percentage basis, studios had the greatest increase at 146%. Half of the studio inventory resides in Skyline Tower.

	1H21	1H20	%CHG (YR)	2H20	%CHG (HALF)
CO-OP INVENTORY	22	39	-44%	19	16%
CONDO INVENTORY	238	95	151%	157	52%
TOTAL INVENTORY	260	134	94%	176	48%

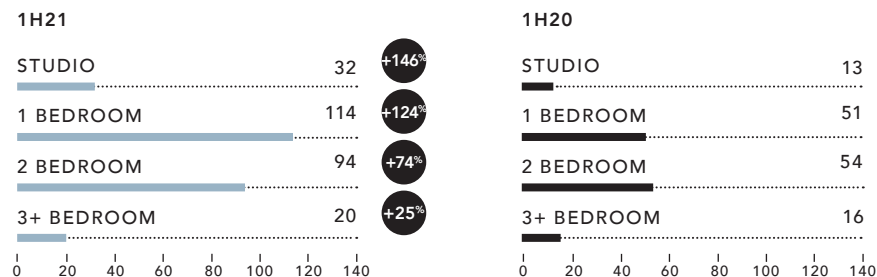


## Distribution of Active Listings % CHANGE (YEAR-OVER-YEAR) 1H21 1H20

### BY PRICE RANGE



### BY BEDROOM TYPE





# Prices

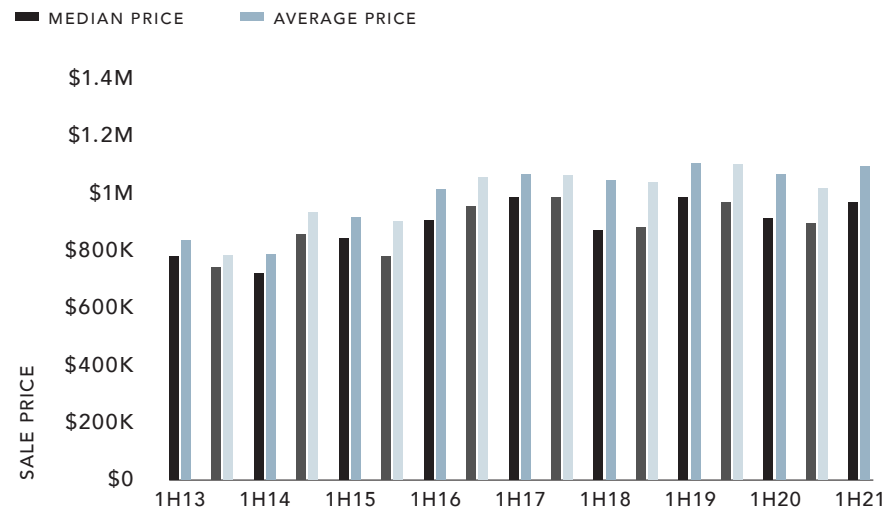
Average and median price statistics rose by single-digits year-over-year. Price per square foot figures diverged, with average price per square foot increasing marginally while median price per square foot fell slightly.

Average and median price climbed versus last year as the market share of closings shifted towards two bedrooms. Average price reached \$1.088M, the third highest figure seen in any half year period. In addition to the market share reduction of deals under \$500K, an increase in new development closings drove median price up to a near record level.

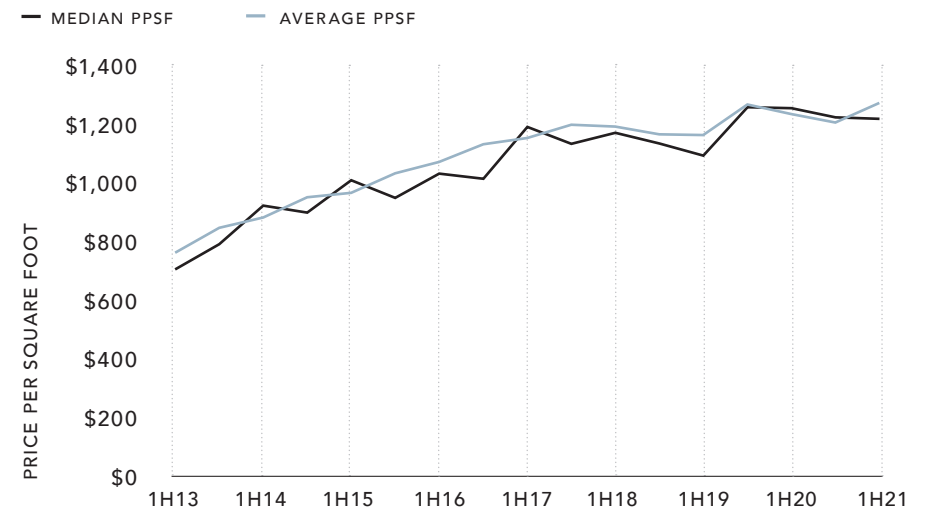
Average price per square foot increased 3% to \$1,273, reaching its highest price in over a decade. This high was reached due to a shift towards new development closings. However, median price per square foot fell 3% compared to last year's figure, which was the second highest on record.

	1H21	1H20	%CHG (YR)	2H20	%CHG (HALF)
MEDIAN PRICE	\$967K	\$908K	7%	\$889K	9%
AVERAGE PRICE	\$1.088M	\$1.058M	3%	\$1.007M	8%
MEDIAN PPSF	\$1,218	\$1,255	-3%	\$1,224	0%
AVERAGE PPSF	\$1,273	\$1,234	3%	\$1,204	6%

## Median and Average Price



## Median and Average Price Per Square Foot



# Co-op and Condo Prices

## Co-op Prices

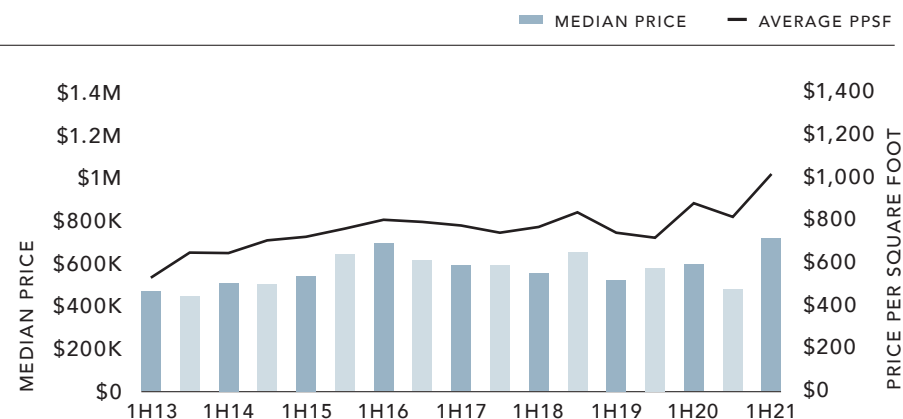
PRICES	1H21	1H20	%CHG (YR)	2H20	%CHG (HALF)
MEDIAN PRICE	\$728K	\$605K	20%	\$485K	50%
AVERAGE PRICE	\$916K	\$629K	46%	\$567K	62%
MEDIAN PPSF	\$856	\$864	-1%	\$693	24%
AVERAGE PPSF	\$1,035	\$896	16%	\$831	25%
MEDIAN PRICE BY BEDROOM					
STUDIO	\$480K	\$454K	6%	\$480K	0%
1 BEDROOM	\$530K	\$618K	-14%	\$548K	-3%
2 BEDROOM	\$1.375M	\$746K	84%	\$725K	90%
3+ BEDROOM	\$2.025M	NA	NA	NA	NA

During the First Half of 2021, average and median sale price rose by 46% to \$916K and 20% to \$728K, respectively. This increase was driven by a growth in the share of two bedroom sales over \$1M. Average price per square foot rose by double-digits as buyer preference shifted in favor of residences along Center Boulevard with water views. Median price per square foot was the only price figure to experience a

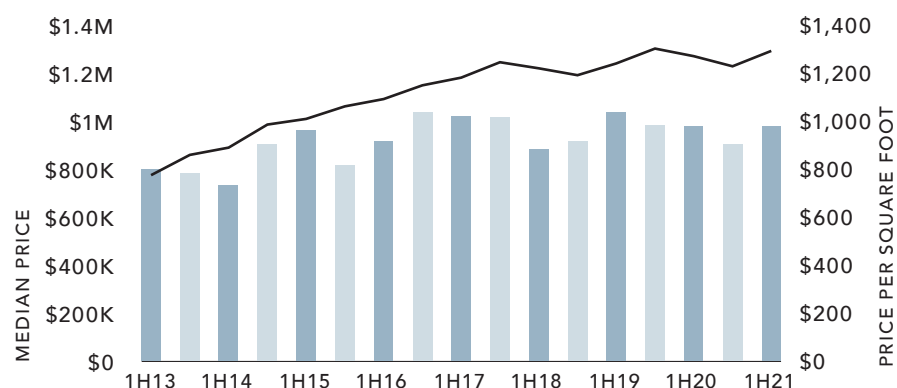
## Condo Prices

PRICES	1H21	1H20	%CHG (YR)	2H20	%CHG (HALF)
MEDIAN PRICE	\$975K	\$978K	0%	\$902K	8%
AVERAGE PRICE	\$1.098M	\$1.115M	-1%	\$1.038M	6%
MEDIAN PPSF	\$1,233	\$1,328	-7%	\$1,222	1%
AVERAGE PPSF	\$1,288	\$1,266	2%	\$1,224	5%
MEDIAN PRICE BY BEDROOM					
STUDIO	\$633K	\$640K	-1%	\$675K	-6%
1 BEDROOM	\$875K	\$875K	0%	\$835K	5%
2 BEDROOM	\$1.310M	\$1.293M	1%	\$1.293M	1%
3+ BEDROOM	\$1.860M	\$1.920M	-3%	\$1.862M	0%

Average sale price for condos dipped 1% annually and median sale price remained flat. The sale price decline was due to new development closings at The Neighborly, where all contracts were signed post-Covid. Excluding closings at The Neighborly, both average and median sale price would be up year-over-year. Average price per square foot rose



drop year-over-year, though it was just 1%. Median price rose for all bedroom types except for one bedrooms. Two bedroom median price rose 84% annually as buyers gravitated towards two bedroom purchases with larger interior square footage compared to last year, causing a 500% increase in the number of two bedroom resale closings over \$1M.



2% to \$1,288, the second highest in over a decade. Three-plus bedrooms experienced the greatest decrease in median price, down 3%. This drop was exaggerated by several penthouse sales over \$2M at QNS44 last year.

# Methodology

The Corcoran Report was Manhattan's very first market study of residential sale trends. For 40 years, we have pioneered making this information available to you and your customers in a straightforward and easy-to-understand way.

## METRICS

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**CLOSED** figures for the current half are based on reported transactions at the time the report is prepared.

**DAYS ON MARKET** averages how long a unit takes to sell and is calculated from subtracting list date from contract date. Units on the market longer than three years and shorter than one day are considered outliers and removed from the data to prevent significant skewing. New developments are excluded because many available, unsold units are held off the market for long periods of time.

**AVERAGE PRICE PER SQUARE FOOT** is the average price divided by the average square footage.

**MEDIAN PRICE AND PRICE PER SQUARE FOOT** are the middle or midpoint price where half of sales fall below and half fall above this number.

**INVENTORY** is a count of all currently listed units at the end of the half. It does not include unsold yet unlisted units in new developments ("shadow" inventory).

## SOURCE

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Figures in this report are based on publicly reported closed sales information via the Automated City Register Information System (ACRIS), an independent research firm, as well as from Corcoran's proprietary listings database.

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