

On the Market

with Manuel Vargas March 2006



cell: 917•559•2002

office: 718•406•8615

www.ISellNY.com
manuelbroker@aol.com

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**Congratulations
Coloring Contest Winners**

Dareen Mohamed, age 4 won one of the Toys R Us certificates, which she will be sharing with her little brother.

Understanding How The Valuation Of Your Residential Property Works. (*)

From the desk of Manuel Vargas, NY & FL Licensed Broker, CRS, CBR, CNCS, Bachelor of Science in RE (NYU), Magna Cum Laude.

There are three traditional approaches to the valuation of Real Property:

- The Income approach, in which investment real estate is valued for its income and expenses.
- The Cost approach, which finds the value as a result of adding the cost of the land plus construction costs. This is mainly used in new construction or unique properties (a museum or a church, for example).
- The Sales comparison approach, which is the method most commonly used to value residential property. Recent sales records of other similar properties (comparables or "comps") are selected and their values adjusted when comparing them to a subject property.

In the first place, it must be said that valuating Real Property is not an exact science. Selecting comparables and adjusting for differences is somewhat subjective and it explains why three licensed appraisers would come up with three slightly different values for the same property, but within a close range.

In the second place, homeowners must be aware of the fact that appraisals are only performed by licensed appraisers. A real estate broker performs market analysis or property evaluations that, depending on the expertise of the broker, may be as accurate as a bank appraisal or not. Furthermore, an experienced and active broker may have updated market information unavailable to most appraisers.

You should also beware of offers to value your property over the phone, "just driving by and looking at the outside" or through the Internet. These are highly inaccurate methods because the value of a property is affected by condition, layout, modifications and major renovations. Valuating it by looking at the outside is like selecting your spouse by looking at a picture. Valuating a house through the

Internet is like getting married through the Internet.

Finally, you should resist the temptation to regard the value of your property to be higher just because it's your property. For us homeowners, our house is obviously the best one because it's where we live, where we have put a lot of effort, love and attention, but this doesn't necessarily mean that our house is objectively better than a comparable property. For us, no house is comparable to ours, but for banks and potential buyers, this is what valuating is all about: comparing similar properties.

The comparable method: factors that determine value.

Location, location, location.

It is common knowledge that the single factor that exerts the most influence in property values is location. That is pretty easy to understand, but what are the rules and features of location that must be taken into account?

- When selecting comparable properties one of the main considerations is proximity of these comparables to the subject. Ideally, these comparables should not be more than 0.5 miles away from the subject property and they should absolutely be located within the same zip code.

- But there are aspects of location that are subtler. One of them is zoning. While some banks will not make residential loans in manufacturing districts, changes in zoning may dramatically affect best and highest use of a certain property, for better or for worse.

- The proximity to transportation and other amenities is an aspect of location important to both homeowners and potential tenants. This is key in our area since 75% of the properties have more than one residential unit.

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Como Funciona La Evaluacion De Su Casa? (*)

Desde la oficina de Manuel Vargas, NY & FL Licensed Broker, CRS, CBR, CNCS, Bachelor of Science in RE (NYU), Magna Cum Laude.

Los métodos más comunes para evaluar bienes raíces son los siguientes:

- El método de gastos e ingresos, utilizado más que todo para propiedad commercial o de inversión.
- El método de costos, en el cual se suman al valor del terreno, los costos de construcción. Este método se emplea principalmente en construcciones nuevas o para propiedades únicas, tales como un museo o una iglesia.
- El método de comparación de ventas, el cual es el método más común para evaluar propiedades residenciales. Consiste en escoger datos recientes de ventas de propiedades similares (comparables o "comps") cuyos valores se ajustan teniendo en cuenta las diferencias con la propiedad sujeto para calcular el valor de ésta.

En primer lugar debemos entender que evaluar bienes raíces no es una ciencia exacta. Selección comparables y ajustar su valor es una tarea subjetiva. Así se explica como 3 evaluadores licenciados pueden llegar a 3 valores diferentes para la misma propiedad, si bien dentro de un rango bastante aproximado.

En segundo lugar los propietarios deben saber que los aválúos realizados for evaluadores licenciados ("appraisers") no pueden ser realizados por personas que son tan sólo corredores ("brokers") de bienes raíces. Los corredores de bienes raíces pueden llegar a conclusiones similares haciendo análisis del mercado y a veces cuentan con información a cerca de la oferta y la demanda que puede que no esté disponible para muchos evaluadores licenciados.

También es importante aceptar que los aválúos ofrecidos por el internet, por teléfono o mirando la propiedad por fuera, son muy poco

acertados. Esto se debe a que el valor de una propiedad depende de su condición, la distribución de sus cuartos y de modificaciones y renovaciones mayores. Avaluar una propiedad mirándola desde afuera es como elegir a su esposo/esposa mirando una foto. Y avaluar una casa a través del Internet es como casarse por el Internet...

Finalmente, resistase a la tentación de pensar que su casa vale más tan sólo porque es su casa. Para los que somos dueños, nuestra casa es la mejor porque es donde vivimos, porque hemos puesto mucho esfuerzo, cariño y cuidado en ella, pero esto no significa que nuestra casa es objetivamente superior a una propiedad comparable. Para nosotros, ninguna casa es comparable a la nuestra, pero para los bancos y los compradores potenciales, de esto se trata el aválúo de una propiedad: de compararla con propiedades similares.

El método comparativo: factores que influyen en el valor de la propiedad.

Localización, localización, localización.

Es bien sabido que el factor que más influye en el valor de una propiedad es su localización. Es algo muy fácil de entender, pero cuáles son las reglas y las características de la localización que hay que tener pendientes?

- Cuando se seleccionan propiedades comparables, lo más importante es que estén suficientemente cerca a la propiedad sujeto. Idealmente no más lejos de 0.5 millas y definitivamente localizadas en su mismo distrito postal.

- Hay aspectos de la localización que son más sutiles. Uno de ellos es la clasificación de zona ("zoning"). Mientras que ciertos bancos no

sigue en la pag. 2

Understanding How The Valuation Of Your Residential Property Works. (*)

continued from front cover

• Negative features of location could be determinant: noise, pollution, unsightly views, a bad traffic pattern, etc. We must remember that a well-informed buyer will definitely ponder all of these. The successful sale of a property is more determined by the realistic pricing of the property rather than affected by these negative features. In other words, we can change the price of real estate, but we can't change its location.

Time of sale.

Fannie Mae appraisers are generally required to find comparable sales that are not older than six months. When looking at records of sales in your area, make sure that they correspond to the most recent sales (look at our public record pages inside this issue for last December and January sales). The market changes monthly and you must be sensitive to its changes. If supply is higher now than when the comparable sales happened, allow for an adjustment when pricing your property.

Type of property.

Evidently, you want to compare your property with similar properties. You should be looking at a minimum of three "comps" that have the same number of families, construction, lot size, etc. than yours. You know the saying, "you can't compare apples with oranges." In an attempt to justify exorbitant asking prices, you could hear things like "oh well, if a one-family sells for \$500,000, my two-family home is a good deal at \$875,000." As you may agree, it doesn't work like that...

The comparable properties should be of the same construction, number of stories and approximate square footage than yours. Some times this proves to be a difficult task and the selection of comparable sales requires a reasonable and reasoning mind. For example, you may describe the number of rooms in a property, which is important information, but not as revealing as square footage.

A good exercise is to calculate the price per square foot of the subject and compare it to the market's average. If there is a big discrepancy, chances are that the subject may not sell at the inflated price.

Supply and demand also determine what types of property are most desirable; these varies according to the times and to trends. In a hot market, buyers may be willing to appreciate 2-bedroom units because 3-bedroom units are not affordable; by contrast, in a cooling market, choosier buyers will demand the 3-bedroom units that can be easily found because of the surplus inventory and the 2-bedroom units will have to adjust their values beyond per square foot expectations.

Other factors: age and condition, amenities.

As a rule of thumb, homeowners should compare houses that are in the same age group (one could imagine the following groups: properties in their teens, in their twenties and thirties and, mature properties). Age is very related to condition and appraisers have a term for age related defects called "functional obsolescence". This applies to features that are now considered a defect (lead piping or a railroad layout, for example) even though they are not illegal. However, age per se is not a defect; many times, the condition of a property has to do with the way it has been maintained and treated. In other cases, like the major systems, bathrooms and kitchens, new is obviously more efficient, durable and eye pleasing than old.

On the other hand, condition has its limits at increasing property values. Fannie Mae appraisers have rules regarding how much can a property be favored over other comparables because of condition. In other words, and to put it very graphically, not because you refurbish a bathroom with gold fixtures is the value of your home going to be dramatically different to the market average. Think of the condition of your home as the model year of a car: a potential buyer will mostly consider the age, the miles and the functionality of the vehicle and pleasingly regard the custom stereo as a "freebie". Good average condition is a common expectation of buyers, in other words they take it for granted! Luxury conditions are a nice lure, but they often do not bring the same amount of dollars they cost. Finally, poor conditions are penalized by buyers who must add to the cost of renovations, the headache of dealing with them.

The value of certain amenities varies from market to market. In

some areas, a full finished basement is a must. In others, it is parking. Pool or no pool, corner or middle of the block, the best way to judge these features is to walk in the shoes of a potential buyer. Just make sure that you are objectively comparing your home to others. We often downgrade the value of things we don't have and emphasize the value of things we have; it's human nature. A good tip: keep it real. Pricing your home more accurately and marketing it exhaustively will lead to a higher price, in less time and without headaches.

A word on the veracity of information and the reputation of the sources.

Even though it is understandable that some homeowners will refuse to reveal the final sales price of their homes, we can't excuse so called professionals that pull prices out of thin air. Very simply, do not take either opinion. The only certainty of a sales price is to see the public records of sales (as published right here in "On the Market") or like the appraisers are required to do by law, to get a copy of the HUD statement from a property closing. Don't go by what "Paul or John said Mary sold her house for;" verify it. Even Multiple Listing Service records have flaws and hype. Sometimes, closing costs have been included in the sale of the property making the final price higher. Sometimes a property sold for less because the homeowner was not advised professionally. Sometimes the price has been inflated in a speculative sale. Get a good sample of the market, deal with reputable sources or simply call me if you want to verify a sales price. My information is accurate; I will only ask for a cup of coffee. Thanks for your patronage!

(*) Call me if you need to value commercial property. In our next issue of "On the Market," we will talk about the affordability test of multifamily property.

Como Funciona La Evaluacion De Su Casa? (*)

viene de la pag. 1

financian propiedades en distritos de manufactura, cambios en el "zoning" pueden afectar positiva o negativamente el valor de la propiedad en gran medida.

• La cercanía al transporte y otras atracciones es un aspecto importante de la localización tanto para dueños como para inquilinos. Esto es clave en un área como la nuestra donde 75% de las propiedades tienen varias unidades.

• Características negativas de la localización pueden llegar a ser determinantes: el ruido, la contaminación, vistas indeseables, el tráfico, etc. Debemos recordar que un comprador bien informado considerará todos estos factores. La venta exitosa de una propiedad depende más del precio realista de la misma que de los factores negativos de la localización. En otras palabras, podemos cambiar el precio de una propiedad raíz pero no su localización.

La fecha de venta.

Los evaluadores aprobados por Fannie Mae están normalmente obligados a buscar ventas de menos de hace seis meses. Cuando Ud. considere datos de ventas en su área, preocúpese por conseguir las ventas más recientes (mire por ejemplo nuestras páginas de "public records" para Diciembre y Enero). El mercado cambia constantemente y Ud. debe estar al tanto de estos cambios. Si la oferta de casas aumenta, sea un poco más flexible a la hora de ponerle precio a su propiedad.

Tipo de propiedad.

Evidentemente, Ud. debe comparar su propiedad con propiedades similares. Al menos considere 3 "comps" que sean del mismo número de familias, del mismo material de construcción, mismo lote, etc. que su propiedad. Como dicen por ahí "no se pueden comparar manzanas con naranjas." En un intento de justificar cifras exorbitantes puede que Ud. oiga razones como la siguiente: "si una casa de una familia vale \$500,000 entonces mi casa de dos familias es una ganga en \$875,000". Como podrá imaginarse, las cosas no funcionan así.

Las propiedades comparables deben ser de construcción similar, del mismo número de pisos y del mismo tamaño en pies cuadrados que la suya. La selección de estos comparables no es tan fácil y requiere una mente lógica y razonable. Por ejemplo, pueda que Ud. describa el número total de cuartos en su casa, lo cual es una valiosa información pero no tan reveladora como el tamaño de la misma en pies cuadrados. Un buen ejercicio de evaluación consiste en calcular el precio de su propiedad por pie cuadrado y compararlo con el promedio del mercado. Si hay una gran diferencia es posible que la propiedad sujeto no se venda a ese elevado precio.

La oferta y la demanda también determinan qué tipos de propiedades son más buscadas; esto varía según la época y las tendencias de moda. En un mercado activo, los compradores se

conformarán con unidades de 2 dormitorios porque las de 3 son carísimas; por el contrario, en un mercado lento, los compradores se vuelven más exigentes y elegirán las unidades de 3 dormitorios que abundan en el mercado haciendo que las unidades de 2 dormitorios no se vendan o bajen mucho más de precio que lo indicado por su tamaño en pies cuadrados.

Otros factores: edad, condición y otros atractivos.

Como norma general, los dueños deben comparar su casa con casas que son más o menos de la misma edad (o al menos, en el mismo rango: casas en los 20's, en los 30's y 40's y finalmente casas más "maduras"). La edad está muy relacionada con la condición y los evaluadores tienen un término para los defectos relacionados con la edad: "funcionalidad obsoleta". Este término alude a características de la casa, que aunque no son ilegales, la hacen hoy día menos funcional (por ejemplo, tuberías de plomo o cuartos a los que hay que pasar caminando a través de otros cuartos). Sin embargo la edad por sí sola no es un defecto; en muchos casos la condición de la propiedad depende del mantenimiento y cuidado que se le haya dado. En otros casos, como con los sistemas mecánicos mayores, los baños y las cocinas, es obvio que lo nuevo es más eficiente, duradero y grato a la vista que lo viejo.

Por otra parte, la condición tampoco aumenta el precio sin limitaciones. Los evaluadores de Fannie Mae tienen normas en cuanto al aumento en precio que se le puede asignar a una propiedad por tener condición superior a las propiedades comparables. En otras palabras, y para ponerlo de una manera muy gráfica: aunque Ud. revista su baño de oro, el valor de su casa no va a ser dramáticamente diferente al promedio del mercado. Es como cuando uno hace tasar un carro usado: se le mira el modelo, las millas, la condición general, pero el equipo de sonido de lujo que Ud. le puso, no vale todo lo que Ud. pagó por él. Una condición general buena es una expectativa normal de los compradores de bienes raíces. El lujo es un atractivo definitivo pero no resulta en un aumento de precio equivalente a su costo. Y reciprocamente, la mala condición de una propiedad penaliza el precio de ésta pues los compradores tienen que añadir al precio de las renovaciones, el dolor de cabeza que éstas conllevan.

El valor de ciertos extras varía de mercado a mercado. En ciertas áreas un sótano terminado no es un lujo sino una necesidad. En otras áreas lo mismo pasa con los parqueaderos. Pero en definitiva, haya piscina o no, esté su casa en la mitad del bloque o en la esquina, la mejor manera de juzgar estos extras es ponerse en el lugar de sus compradores potenciales. Asegúrese de que está comparando su casa objetivamente con otras. A veces minimizamos el valor de las cosas que no tiene nuestra casa y exageramos el valor de lo que sí tiene; es natural. Un buen consejo: sea realista. Si Ud. le pone el precio correcto a su casa y se promociona adecuadamente, se venderá en

mejor precio, en menos tiempo y sin tanto problema.

Una nota en cuanto a la veracidad de la información disponible y la reputación de las fuentes.

Puedo entender a un dueño que no quiera revelar el precio final de venta de su casa, pero no puedo excusar agentes que se autopromocionan profesionales y se sacan los precios de la manga. Para ser bien franco, no oiga ni a unos ni a otros. La única certeza de un precio es que salga en los registros públicos (como lo publicamos en On the Market periódicamente) o como requieren los evaluadores, consiguiendo una copia de la forma HUD que se ejecuta en el cierre de la propiedad. No se deje llevar por "lo que dijo Pablo que Antonio dijo que Pepa consiguió por la casa," verifíquelo. Incluso los datos del Listado Multiple pueden estar incorrectos o ser exagerados. A veces el precio incluye los gastos de cierre del comprador, haciendo aparecer el precio real más alto. A veces la propiedad se vendió por menos porque su dueño no fue asesorado profesionalmente. A veces el precio es inflado en una venta especulativa. Escoja una buena muestra del mercado, trate con fuentes de buena reputación o sencillamente, llámeme si quiere verificar el precio de una venta. Mi información es acertada, sólo le voy a pedir un café. Gracias por contar conmigo!

(*) Llámeme si quiere evaluar una propiedad comercial. En nuestro próximo ejemplar de *On the Market* hablaremos de la adsequibilidad de propiedades multifamiliares.

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"My product is excellent service, not houses. I work for you, and I happen to know the market better than the competition."

Manuel A. Vargas
Manuel A. Vargas



Corn Stalks Could Be Ethanol Source in 6 Years

The United States is urging research to develop ethanol from prairie grass, corn stalks or wood waste, as it aims to reduce its dependence on Middle Eastern oil.

The goal, according to the U.S. government, is to make this new kind of ethanol practical and competitive within six years.

Such technology already exists, officials say. The problem is it's still more expensive than making ethanol from corn. But the price gap is narrowing, and hope is rising that the country's futuristic vision could really come true.

"How close are we? Let's put it this way: We're still not there yet," said Marc von Keitz, associate director of the Biotechnology Institute at the University of Minnesota, who has worked on the problem. As for the six-year timeframe, he said, "I don't think it's totally out of the question. It doesn't mean in six years we will have all the (ethanol) plants. But in six years we may have the process." If that happens, what will become of the booming corn-based ethanol industry? It might actually be good news.

The next generation of ethanol plants would need enormous amounts of plant material, also called biomass, to function profitably, said a University of Minnesota economist who has studied it.

"It seems to work best in the Corn Belt, where we have a lot of corn stover (corn stalks), because other parts of the country have trouble coming up with as much biomass as we have," said Vernon Eidman, a university specialist in renewable energy economics.



Citgo Quik-Mart owner Wan Kang stands next to his idle ethanol pump in Parole, Maryland. New federal legislation and tax incentives are trying to boost interest in ethanol as an alternative to foreign oil and gasoline.

Gene Hugoson, Minnesota's commissioner of agriculture, agreed: "I don't see this as being a threat to the corn industry. I see this as being an additional opportunity for agriculture...Literally, the whole corn plant is going to be hauled to the ethanol plants."

The idea of reducing oil imports by boosting homegrown fuels relies so heavily on ethanol that some think it could transform the biofuels industry.

"By doing this, the...future of ethanol is not just as a blending component, but as a replacement fuel," said Bob Dinneen, president of the Renewable Fuels Association.

Already, the U.S. ethanol industry was in the midst of a colossal boom,

fueled by sky-high oil prices and a glut of corn. Big and small players across agriculture are racing to get in the game.

"It's been described as a fever, there's just a lot of emphasis put on renewable fuels now," said Jay Debertin, executive vice president for processing at CHS, the Inver Grove Heights, Minn.-based farm cooperative. "These kind of high prices for energy products give it good fuel, so to speak."

For now, the action is in ethanol from corn, with fuel from biomass a distant dream. Said Debertin: "Everybody is supportive of it, but they're waiting to see it get from the laboratory to the marketplace."

The University of Minnesota is among the institutions working on biomass research. So is NatureWorks, a unit of Cargill, best known for producing plastics from corn.

"Biomass is the promise and the hope that you don't have to use a food source, or anything near a food source, to create a greater good," said NatureWorks spokeswoman Ann Tucker. "You can use agricultural material that would be thrown away...it would be a great way to lower the cost, and that's really the bottom line."

Eidman, the university economist, said biomass still has a ways to go. One big hurdle is simply getting the estimated 2,200 tons of plant material each day to keep a factory going.

To run efficiently, Eidman said, it's unlikely a factory could easily switch from one plant material to another. That would seem to limit the biomass potential of materials like autumn leaves, grass clippings and garbage. Even tree branches are difficult.

"We've made some calculations about whether we could put a plant in northern Minnesota, based on the debris that's left after you cut timber, like the tops of the trees," Eidman said. "It's difficult to get enough together to support (an ethanol) plant. That material is scattered enough that it gets expensive to collect it all and bring it to one location."

But if the ethanol vision becomes reality, the demand for new fuel sources will be enormous. "There's a recognition that we'll have to get beyond just corn as a source," said Hugoson, the agriculture commissioner. "We don't have enough."

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Tel: (614) 785-1111
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Congratulations to Dareen Mohamed and Levin Pallan from Woodside, the Winner of December's Coloring Contest!



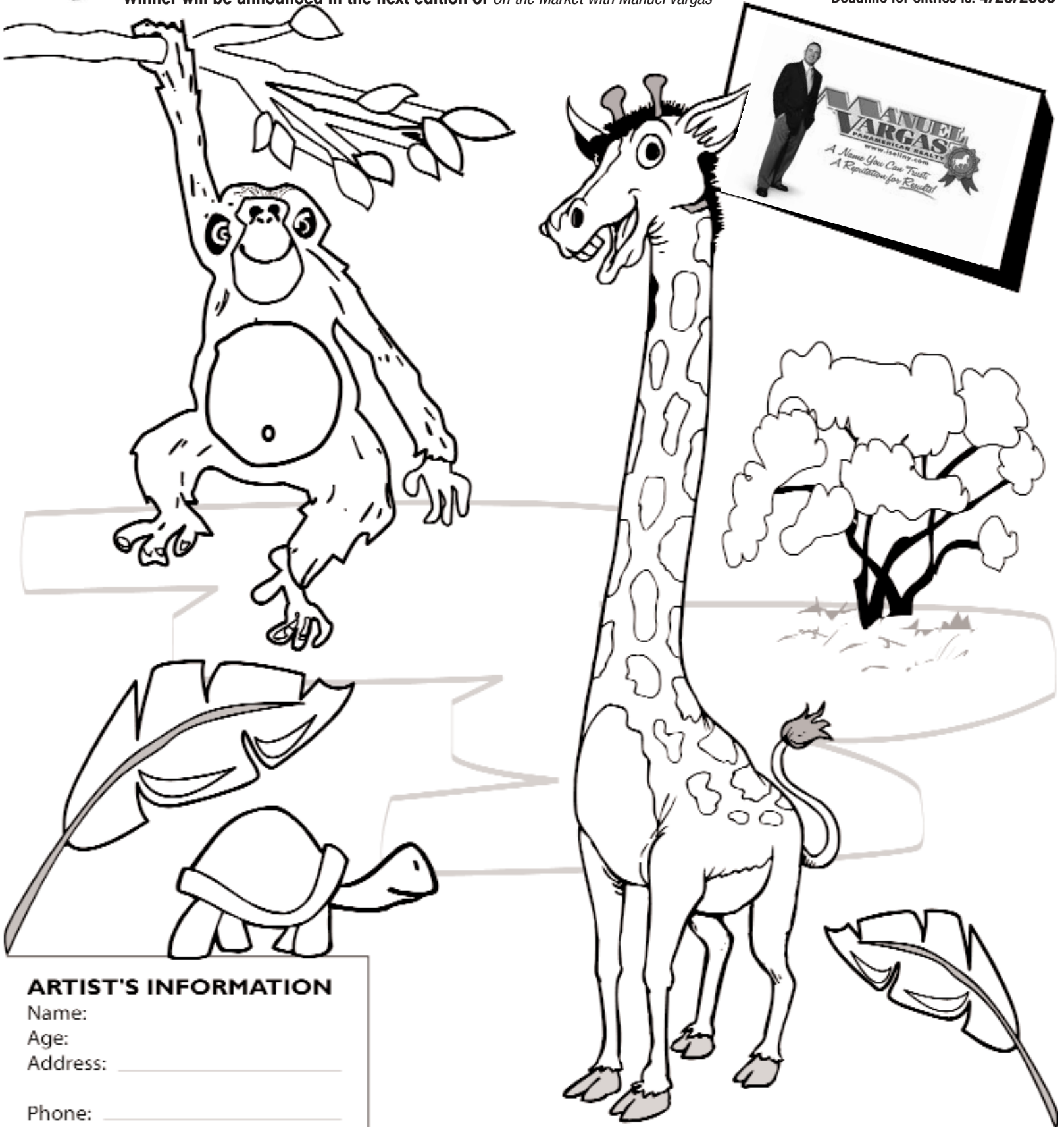
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Winner will be announced in the next edition of *On the Market with Manuel Vargas*

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Manuel Vargas Broker/Owner Panamerican Realty

cell: 917-559-2002 • office 718-406-8615 • ManuelBrokr@aol.com • www.isclny.com

Public Record of December 2005 & January 2006 Home Sales

Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Recording Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Recording Date
11368	5431 101 ST	A2	20'x100'	17'x53'	1	1920	\$430,000	1/31/06	11370	7611 DITMARS BLVD	R2			1		\$327,000	12/23/2005
11368	5202 103 ST	F9	25'x100'	23'x100'	2	1931	\$650,000	12/22/05	11370	2352 WHITE OAK CT	R3			1		\$785,000	12/30/2005
11368	5214 103 ST	B1	25'x100'	20'x50'	2	1930	\$689,000	12/22/05	11372	3431 72 ST	A5	26'x100'	20'x38'	1	1930	\$550,000	1/4/2006
11368	5034 103 ST	G0	25'x100'	20'x20'	0	1901	\$850,000	1/6/06	11372	3550 78 ST	R4	160'x100'		1	1937	\$280,000	1/20/2006
11368	5503 103 ST	C3	26'x58.42'	26'x45'	4	1931	\$755,000	2/1/06	11372	3420 83 ST	R4			1		\$320,000	1/13/2006
11368	5033 103 ST	A2	25'x111.79'	20'x26'	1	1920	\$875,000	1/31/06	11372	3340 89 ST	B1	26.33'x100'	22'x70'	2	1935	\$860,000	12/27/2005
11368	3327104 ST	B3	20'x100'	20'x33'	2	1910	\$530,000	12/29/05	11372	3419 92 ST	C0	26'x100'	22'x62'	3	1930	\$890,000	12/27/2005
11368	3418 106 ST	A1	40'x100'	20'x26'	1	1925	\$800,000	2/2/06	11372	3421 92 ST	B1	26'x100'	22'x62'	2	1930	\$850,000	1/31/2006
11368	3735 107 ST	A1	25'x73'	20'x30'	1	1925	\$550,000	1/19/06	11372	3520 LEVERICH ST	R4			1		\$420,000	1/20/2006
11368	4316 108 ST	S4	25'x100'	20'x65'	5	1932	\$800,000	1/19/06	11372	3520 LEVERICH ST	R4			1		\$108,000	1/23/2006
11368	5527 108 ST	S2	28.63'x25.65'	20'x25'	3	1910	\$525,000	1/17/06	11372	3520 LEVERICH ST	R4			1		\$295,000	2/2/2006
11368	3902 112 ST	R5			1	1910	\$230,000	1/23/06	11377	6215 37 AVE	B1	20'x75'	20'x45'	2	1920	\$588,471	1/24/2006
11368	10804 34 AVE	C0	20'x100'	20.17'x50.50'	3		\$1,053,888	1/25/06	11377	5830 41 DR	A5	25'x86'	16'x35'	1	1920	\$580,000	1/10/2006
11368	9810 35 AVE	A1	25.17'x100'	20'x28'	1	1930	\$525,000	12/22/05	11377	5846 43 AVE	C2	21.50'x100'	16'x56'	6	1959	\$750,000	12/21/2005
11368	10435 37 RD	C3	50'x100'	21'x54.50'	4	1915	\$885,000	1/23/06	11377	6915 44 AVE	A5	25'x112.42'	20'x28'	1	1925	\$340,000	12/29/2005
11368	10850 39 AVE	C2	25'x125'	24.50'x93'	6	1931	\$850,000	12/27/05	11377	7243 44 AVE	A5	34.10'x50.05'	30'x75'	1	1999	\$651,000	1/24/2006
11368	10470 42 AVE	C0	25'x100'	20'x45'	3	1920	\$860,000	1/31/06	11377	7221 45 AVE	B2	25'x112.42'	18'x22'	2	1910	\$705,000	2/2/2006
11368	10428 42 AVE	C0	25'x100'	20'x47'	3	1910	\$875,000	1/11/06	11377	5071 45 ST	C0	20'x100'	16'x36'	3	1930	\$610,000	1/11/2006
11368	10443 42 AVE	B9	50'x100'	38'x20'	2	1910	\$575,000	1/23/06	11377	4822 45 ST	B1	20'x82.42'	20'x42'	2	1940	\$675,000	1/11/2006
11368	10455 46 AVE	A1	18.50'x100'	18'x34'	1	1901	\$730,000	1/4/06	11377	5035 46 ST	B3	20'x100'	20'x30'	2	1925	\$583,000	1/30/2006
11368	10814 50 AVE	B2	37.42'x100'	22'x37'	2	1915	\$610,000	12/27/05	11377	6416 48 AVE	B1	20'x80'	20'x42'	2	1950	\$670,000	1/30/2006
11368	10344 52 AVE	C0	25'x100'		3	1910	\$935,000	12/29/05	11377	6611 49 AVE	B1	20'x100'	20'x46'	2	1960	\$300,000	12/23/2005
11368	10818 52 AVE	C0	29.50'x100'	20.50'x55'	3	1998	\$850,000	1/23/06	11377	2814 56 PL	A5	21.67'x100'	21.67'x50'	1	1940	\$525,000	2/1/2006
11368	10423 53 AVE	A9	25'x100'	17'x41'	1	1910	\$370,000	12/27/05	11377	5036 61 ST	C0	20'x100'	20'x38'	3	1940	\$630,000	1/4/2006
11368	10931 54 AVE	C2	25'x100'	25'x54'	5	1988	\$800,000	12/27/05	11377	3516 62 ST	B1	24'x125'	20'x50'	2	1925	\$830,000	12/27/2005
11368	4513 97 PL	A5	20'x100'	16'x38'	1	1925	\$300,000	12/22/05	11377	3511 62 ST	B2	26'x100'	20'x64'	2	1930	\$780,000	1/26/2006
11368	5524 98 ST	C3	20'x100'	20'x54'	4	1987	\$650,000	1/25/06	11377	3518 63 ST	B2	24'x100'	20'x64'	2	1930	\$130,000	1/23/2006
11368	3339 98 ST	B2	33'x97.42'	20'x54'	2	1910	\$760,000	1/23/06	11377	5102 63 ST	A5	25'x100'	20'x38'	1	1945	\$540,000	1/18/2006
11368	3327 99 ST	B1	25'x112.50'	20'x52'	2	1920	\$735,000	1/24/06	11377	3758 63 ST	B1	26'x100'	20'x52'	2	1901	\$850,000	1/19/2006
11368	9918 ALSTYNE AVE	B3	29'x81.25'	26'x36'	2	1920	\$790,000	1/31/06	11377	4809 65 PL	A5	20'x100'	20'x37'	1	1955	\$550,000	1/10/2006
11368	10232 CORONA AVE	E3	50'x94'	50'x50'	1	1931	\$1,380,000	1/12/06	11377	4225 65 PL	D3	81'x100'	81.92'x76.50'	58	1965	\$5,580,000	1/20/2006
11368	9756 CORONA AVE	S2	45.42'x62.25'	45'x48'	3	1925	\$685,000	1/27/06	11377	3965 65 PL	C0	21.50'x100'	16'x58'	3	1925	\$750,000	2/1/2006
11368	11152 CORONA AVE	C0	20.49'x70.43'	20.42'x56'	3	1960	\$850,000	2/2/06	11377	4412 65 ST	B2	40'x100'	20'x35'	2	1901	\$625,000	12/23/2005
11368	11204 DORIE MILLER PL	B1	20.92'x98.50'	20'x46'	2	1915	\$688,000	1/4/06	11377	5006 65 ST	B9	21'x100'	21'x54'	2	1950	\$823,000	1/4/2006
11368	5819 GRANGER ST	B2	20'x100'	16'x45'	2	1920	\$592,250	12/27/05	11377	4253A 65 ST	C0	20'x100'	20'x48'	3	1965	\$830,000	1/31/2006
11368	9708 NORTHERN BLVD	S2	20'x115'	20'x55'	3	1950	\$850,000	1/10/06	11377	4819 67 ST	A5	20'x90'	20'x40'	1	1935	\$583,000	1/25/2006
11368	10904 NORTHERN BLVD	C0	33.17'x67.48'	25.80'x45'	3	2001	\$795,000	1/23/06	11377	3205 69 ST	A5	18'x105'	18'x34'	1	1940	\$575,000	1/9/2006
11368	10509 OTIS AVE	R3			1		\$186,000	1/12/06	11377	4128 71 ST	R2			1	1988	\$340,000	2/2/2006
11368	5612 WALDRON ST	B1	26.23'x100'	19.50'x45'	2	1920	\$400,000	12/22/05	11377	5116 SKILLMAN AVE	S2	20'x107.42'	20'x65'	3	1920	\$745,000	1/11/2006
11369	2542 100 ST	A5	16'x110'	16'x49.70'	1	1925	\$420,000	1/4/2006	11377	4144 WOODSIDE AVE	C0	21'x101'	22'x55'	3	1967	\$750,000	1/19/2006
11369	2335 101 ST	A1	24'x100'	16'x36'	1	1925	\$580,000	1/12/2006	11377	7310 WOODSIDE AVE	A5	25'x91'	18'x20'	1	1901	\$400,000	1/27/2006
11369	3114 101 ST	B1	24.50'x110'	20'x40'	2	1925	\$780,000	1/13/2006	11373	9411 41 AVE	C0	30'x100'	21'x46'	3	1920	\$910,000	1/6/2006
11369	3249 101 ST	C0	20'x100'	18'x59'	3	1910	\$620,000	1/11/2006	11373	4069 41 AVE	C1	60'x100'	60'x90'	28	1924	\$2,950,000	1/30/2006
11369	2360 101 ST	A5	25.42'x100'	18'x34'	1	1950	\$540,000	1/30/2006	11373	9120 43 AVE	G7	25'x100'		0		\$800,000	12/29/2005
11369	3117 101 ST	B1	24.50'x95'	20'x40'	2	1925	\$627,500	1/6/2006	11373	9430A 46 AVE	A5	15'x100'	15'x43'	1	1925	\$428,000	1/17/2006
11369	3223 104 ST	C0	20'x100'	20'x55'	3	2002	\$745,000	12/29/2005	11373	9109 48 AVE	C0	25'x100.08'	20'x48'	3	1925	\$793,500	1/10/2006
11369	3238 112 ST	C0	44'x112.50'	22'x45'	3	1940	\$860,000	1/17/2006	11373	9212 50 AVE	B2	25'x95'	21'x46'	2	1925	\$800,000	12/15/2005
11369	9115 31 AVE	S2	20'x100'	20'x63'	3	1927	\$625,000	12/29/2005	11373	8815 50 AVE	A5	18'x90'	18'x34'	1	1940	\$550,000	1/4/2006
11369	2506 86 ST	A5	18'x100'	18'x32'	1	1940	\$560,000	1/6/2006	11373	9020 51 AVE	A5	15.50'x100.08'	15'x55'	1	1901	\$498,000	1/11/2006
11369	3115 87 ST	C0	19.42'x100'	19.42'x48'	3	1930	\$720,000	1/24/2006	11373	9032 51 AVE	C0	25.02'x100.12'	20'x48'	3	1920	\$741,600	1/10/2006
11369	2419 88 ST	B3	18'x100'	18'x34'	2	1950	\$560,000	1/23/2006	11373	9213 52 AVE	B3	25.03'x100.12'	18'x38'	2	1920	\$705,000	1/6/2006
11369	3010 90 ST	A5	20.42'x100'	20'x35'	1	1930	\$640,000	1/6/2006	11373	8417 52 AVE	B2	23.25'x95'	20'x48'	2	1910	\$160,000	1/19/2006
11369	3060 90 ST	B3	25.42'x100'	21.50'x45'	2	1930	\$634,000	1/17/2006	11373	8530 55 AVE	A1	25'x100'	16'x38'	1	1920	\$450,000	1/5/2006
11369	2640 91 ST	A5	20'x100'	20'x37'	1	1930	\$600,000	12/29/2005	11373	8429 55 AVE	R2	48.50'x102'	21'x58'	3	1968	\$700,000	1/11/2006
11369	3127 91 ST	B1	25'x100'	20'x40'	2	1935	\$799,500	1/12/2006	11373	8530 57 AVE	C0			1	1999	\$350,050	12/29/2005
11369	2436 92 ST	A5	21.42'x100'	21.42'x44'	1	1950	\$530,000	1/10/2006	11373	8630 57 AVE	R1			1	1999	\$380,000	1/19/2006
11369	3237 92 ST	C0	20'x100'	20'x44'	3	1945	\$705,000	1/20/2006	11373	8635 57 AVE	A2	25'x100'	14'x20'	1	1915	\$485,000	1/31/2006
11369	3147 92 ST	A5	16'x100'	16'x36'	1	1930	\$480,000	1/18/2006	11373	8313 57 AVE	A5	17'x90'	17'x34'	1	1955	\$520,000	2/2/2006
11369	2339 92 ST	A1	60'x100'	21'x30'	1	1925	\$826,000	2/1/2006	11373	8621 60 RD	C2	29'x98'	18'x50'	5	1926	\$940,000	12/27/2005
11369	2649 93 ST	B2	23.50'x100'	18'x46'	2	1920	\$673,000	12/22/2005	11373	4118 74 ST	A1	20'x95'	15'x45'	1	1925	\$590,000	1/20/2006
11369	2324 93 ST	C3	20'x100'	20'x48'	4	1962	\$784,400	1/18/2006	11373	4036 75 ST	B8	40'x100'	29'x36'	4	1920	\$51,000	1/23/2006
11369	2240 93 ST	A5	30.42'x100'	25'x38'	1	1950	\$599,000	1/25/2006	11373	4125 76 ST	R3			1	1950	\$235,000	1/19/2006
11369	3004 94 ST	A5	16'x100'	16'x42.82'	1	1920	\$435,000	1/18/2006	11373	4507 76 ST	A5	18'x84'	18'x34'	1	1940	\$460,000	2/2/2006



Manuel Vargas Broker/Owner Panamerican Realty

cell: 917-559-2002 • office 718-406-8615 • ManuelBrokr@aol.com • www.iscllly.com

Public Record of December 2005 & January 2006 Home Sales

Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Recording Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Recording Date
11102	433 27 AVE	C2	20'x100'	20'x64'	6	1941	\$590,000	1/10/2006	11378	5933 60 LN	B2	22'42'x100'	18'x48'	2	1925	\$800,000	1/19/2006
11102	2517 27 ST	C2	25'x178'	25'x40'	5	1949	\$1,625,500	12/28/2005	11377	5036 61 ST	C0	20'x100'	20'x38'	3	1940	\$630,000	1/4/2006
11102	2519 27 ST	C2	25'x160.17'	25'x57'	5	1969	\$999,500	12/28/2005	11378	5363 61 ST	A9	29'x100'	20'33'x42'	1	1940	\$480,000	1/31/2006
11102	3074 30 ST	C2	37'x100.83'	18'x60'	6	1940	\$1,175,500	2/2/2006	11379	6202 62 RD	A5	16'x101'	16'x32'	1	1920	\$455,000	2/17/2006
11102	3067 32 ST	C3	25'x97.50'	24'x52'	4	1901	\$1,950,000	2/21/2006	11378	5360 62 ST	A2	22'x100'	22'x39'	1	1945	\$405,000	2/8/2006
11102	2928 NEWTOWN AVE	P9	25.33'x88.25'	17'x33'	1	1930	\$550,000	1/31/2006	11377	5102 63 ST	A5	25'x100'	20'x38'	1	1945	\$540,000	1/18/2006
11102	3044 29 ST	R4			1		\$190,000	1/30/2006	11378	5735 63 ST	B2	22'x100'	18'x48'	2	1935	\$705,000	2/14/2006
11102	2540 SHORE BLVD	R4			1		\$435,000	1/27/2006	11378	5721 64 ST	B2	40'x91'	20'x56'	2	1935	\$585,000	12/29/2005
11102	2540 SHORE BLVD	R4			1		\$550,000	12/28/2005	11377	5043 64 ST	A5	20'x100'	20'x38'	1	1940	\$690,000	2/6/2006
11102	2540 SHORE BLVD	R4			1		\$290,000	1/5/2006	11377	4809 65 PL	A5	20'x100'	20'x37'	1	1955	\$550,000	1/10/2006
11102	2540 SHORE BLVD	R4			1		\$290,000	1/5/2006	11377	5006 65 ST	B9	21'x100'	21'x54'	2	1950	\$823,000	1/4/2006
11102	2540 SHORE BLVD	R4			1		\$168,324	1/23/2006	11379	6130 65 ST	A5	18'x100'	18'x36'	1	1960	\$535,000	1/19/2006
11102	1802 ASTORIA BLVD	S9	25'x136.08'	25'x50'	5	1930	\$1,250,000	1/4/2006	11378	5270 66 ST	A1	25'x100'	16'x48'	1	1930	\$582,000	12/27/2005
11103	2534 47 ST	A2	22'x100'	22'x45'	1	1945	\$519,900	1/31/2006	11378	5395 66 ST	A1	25'x98'	16'x32'	1	1930	\$545,000	1/25/2006
11103	2574 48 ST	A5	18.25'x100'	18'x32'	1	1940	\$650,000	1/30/2006	11377	67 ST	V0	4'x100'		0		\$2,500	2/15/2006
11103	2560 43 ST	B1	20'x103'	20'x47'	2	1965	\$10	2/8/2006	11377	4819 67 ST	A5	20'x90'	20'x40'	1	1935	\$583,000	1/25/2006
11103	2582 35 ST	B2	18'x67'	18'x31'	2	1910	\$595,000	1/26/2006	11377	4624 67 ST	C0	23.42'x150'	18'x63'	3	1930	\$855,000	2/15/2006
11103	2589 37 ST	B2	25'x100'	22'x52'	2	1910	\$750,000	1/19/2006	11378	5407 68 ST	B2	25'x149'	20'x26'	2	1910	\$640,000	2/7/2006
11103	2534 36 ST	B3	24.42'x100.83'	22'x28'	2	1910	\$760,000	1/3/2006	11379	6112 69 ST	R5			1	1987	\$230,000	2/6/2006
11103	2368 48 ST	B3	50'x100'	24'x28'	2	1905	\$880,000	1/5/2006	11378	5432 ARNOLD AVE	C3	25'x100'	25'x60'	4	1915	\$370,000	1/31/2006
11103	4711 31 AVE	C0	23'x80'	19'x37'	3	1940	\$650,000	1/11/2006	11378	6629 CLINTON AVE	B3	25'x100'	25'x60'	2	1920	\$475,000	2/6/2006
11103	2514 42 ST	C0	25'x100'	21'x47'	3	1975	\$380,000	1/17/2006	11378	6567 GRAND AVE	K2	25'x102'	25'x100'	1	1915	\$3,300,000	1/30/2006
11103	3173 44 ST	C0	21'x100'	21'x52'	3	1989	\$980,000	1/24/2006	11378	5949 MASPEETH AVE	B2	25'x99'	20'x50'	2	1920	\$700,000	2/17/2006
11103	2812 44 ST	C0	26'x100'	22'x47'	3	1965	\$980,000	1/18/2006	11378	5617 REMSEN PL	A1	25'x100'	22'x28'	1	1920	\$470,000	2/3/2006
11103	2517 44 ST	C0	22'x100'	22'x50'	3	1975	\$975,000	1/31/2006	11378	7007 60 AVE	A5	26'x100'	18'x38'	1	1930	\$600,000	1/3/2006
11105	1916 22 RD	A5	20'x112'	20'x41'	1	1950	\$520,000	1/13/2006	11373	8621 60 RD	C2	29'x98'	18'x50'	5	1926	\$940,000	12/27/2005
11105	2325 24 ST	A5	20'x100'	20'x30'	1	1920	\$610,000	2/14/2006	11379	6937 61 RD	B1	18'x85.50'	18'x36'	2	1960	\$525,000	1/4/2006
11105	2347 35 ST	A5	20'x100'	20'x30'	1	1930	\$645,000	1/3/2006	11379	8007 64 RD	A5	18'x100'	18'x34'	1	1940	\$550,000	1/24/2006
11105	2030 42 ST	A9	50'x100'	22'x26'	1	1920	\$625,000	1/12/2006	11379	6906 66 RD	A5	18'x76'	18'x37'	1	1965	\$575,000	12/27/2005
11105	2214 28 ST	B1	20'x100'	20'x38'	2	1910	\$685,000	2/22/2006	11379	67 RD	V0	25'x102'		0		\$885,000	12/22/2005
11105	2232 49 ST	B1	22'x100'	22'x43'	2	1960	\$750,000	1/11/2006	11379	7912 67 RD	B3	25'x100'	24'x32'	2	1920	\$525,000	1/23/2006
11105	2384 38 ST	B2	25'x100'	18'x45'	2	1901	\$813,750	12/22/2005	11379	7924 67 RD	B2	25'x100'	20'x55'	2	1920	\$585,040	2/8/2006
11105	2356 21 ST	B3	20'x100'	20'x38'	2	1920	\$695,000	1/31/2006	11379	6146 69 LN	B1	28.50'x100'	23.50'x48'	2	1960	\$816,000	2/1/2006
11105	2262 24 ST	B3	20'x100'	20'x30'	2	1920	\$660,000	2/8/2006	11379	6323 69 PL	B1	21.42'x100'	21.50'x50'	2	1950	\$655,000	1/19/2006
11105	2026 26 ST	B3	18'x100'	18'x32'	2	1940	\$615,000	1/31/2006	11378	5915 69 PL	B2	25'x100'	22'x40'	2	1925	\$592,000	1/17/2006
11105	2007 43 ST	B3	20'x100'	20'x33'	2	1940	\$675,000	1/9/2006	11379	6874 76 ST	B3	20'x100'	20'x45'	2	1920	\$565,000	2/6/2006
11105	2175 48 ST	B3	35'x60'	20'x34'	2	1925	\$700,000	1/18/2006	11379	5823 77 PL	B3	20.50'x100'	21'x44'	2	1950	\$495,000	12/23/2005
11105	3318 21 AVE	B9	18'x100'	18'x32'	2	1935	\$770,000	1/20/2006	11379	6172 77 ST	A5	18'x100'	18'x32'	1	1945	\$527,000	1/31/2006
11105	2326 42 ST	B9	32'x75'	28'x40'	2	1970	\$775,000	1/23/2006	11379	6164 78 ST	A5	16'x100'	16'x30'	1	1940	\$498,000	2/1/2006
11105	2325 21 ST	C0	23.58'x100'	20'x38'	3	1930	\$700,000	2/22/2006	11379	6920 80 ST	G4	160'x79'	44.83'x27.83'	1	1955	\$1,740,050	12/22/2005
11105	2243 27 ST	C2	40'x100'	20'x60'	5	1931	\$975,000	2/14/2006	11379	6508 80 ST	A1	22'x95'	15'x36'	1	1925	\$509,850	12/29/2005
11106	3435 28 ST	A5	23.25'x100.08'	20'x41'	1	1945	\$540,000	12/23/2005	11379	6152 80 ST	A5	18'x100'	18'x34'	1	1940	\$442,900	12/29/2005
11106	1434 31 DR	B1	25'x150.08'	22'x50'	2	1920	\$800,000	1/4/2006	11379	6248 82 ST	A5	18'x100'	18'x33'	1	1940	\$570,000	1/10/2006
11106	3432 32 ST	B1	20'x100'	20'x50'	2	1901	\$700,000	1/11/2006	11379	6440 83 PL	B1	28.17'x100'	20'x54'	2	1930	\$675,000	2/17/2006
11106	2325 33 RD	B1	20'x84.75'	20'x47.50'	2	1930	\$745,000	1/6/2006	11379	5832 83 PL	B3	25.42'x100'	16'x32'	2	1930	\$599,000	1/23/2006
11106	3224 30 ST	B3	25'x100.08'	20'x36'	2	1915	\$795,000	1/10/2006	11379	6488 84 PL	A5	19.42'x100'	19.42'x32'	1	1935	\$529,000	1/10/2006
11106	3433 32 ST	B3	25'x100'	21'x32'	2	1920	\$625,000	2/9/2006	11379	6244 84 ST	A1	26'x100'	16'x36'	1	1930	\$560,000	1/9/2006
11106	3453 24 ST	B9	35.14'x86.68'	22'x46'	2	1950	\$550,000	1/4/2006	11379	5834 84 ST	B2	35'x100'	24'x35'	2	1930	\$750,000	12/29/2005
11106	2348 31 AVE	C0	19.08'x142.50'	18.58'x55'	3	1925	\$975,500	2/3/2006	11379	7621 CALDWELL AVE	A5	21'x100'	21'x44'	1	1940	\$465,000	2/10/2006
11106	1234 31 DR	C2	25'x94'	25'x56'	6	1910	\$435,000	12/28/2005	11379	8447 DANA CT	B3	25'x100'	17'x44'	2	1940	\$622,000	1/19/2006
11106	3215 33 ST	F9	25'x97'	19'x41'	3	1920	\$840,000	2/22/2006	11385	8303 DORAN AVE	A9	59'x109.17'	20'x32'	1	1940	\$540,000	2/3/2006
11106	3165 14 ST	S1	25'x98.17'	25'x42'	2	1901	\$499,000	1/12/2006	11379	8240 ELIOT AVE	B3	23.42'x100'	18'x30'	2	1940	\$519,000	2/23/2006
11106	3322 28 ST	S3	28.42'x90'	18.50'x45'	4	1987	\$850,000	1/19/2006	11379	8274 ELIOT AVE	A5	18'x100'	18'x30'	1	1940	\$535,000	2/10/2006
11377	2814 56 PL	A5	21.67'x100'	21.67'x50'	1	1940	\$525,000	2/1/2006	11379	8440 ELIOT AVE	B3	18'x100'	18'x35'	2	1950	\$605,000	2/15/2006
0	HUNTER ST	G7	25'x75'		0		\$825,000	1/6/2006	11379	7915 FURMANVILLE AVE	A1	26'x134.33'	16'x36'	1	1920	\$200,000	1/3/2006
11101	5213 35 ST	B1	25'x100.83'	22'x33'	2	1925	\$620,000	2/13/2006	11379	7319 JUNIPER VALLEY RD	A2	33'x87'	20'x41'	1	1950	\$475,000	2/15/2006
11101	5330 35 ST	C2	25'x100.83'	25'x50'	6	1931	\$499,900	1/23/2006	11379	7417 METROPOLITAN AVE	K1	42'x100'	42'x50'	3	1931	\$900,000	2/8/2006
11101	501 46 RD	E3	50'x100'	50'x100'	1	1957	\$7,500,000	2/7/2006	11379	7554 METROPOLITAN AVE	I5	63.67'x100'	63'x52'	8	1991	\$419,848	1/6/2006
11101	4620 11 ST	E9	100.50'x100'	100'x90'	1	1931	\$1,700,000	1/23/2006	11379	8248 PENELOPE AVE	A5	20'x100'	20'x36'	1	1930	\$540,000	1/6/2006
11101	1125 45 AVE	F9	125'x100'	125'x100'	1	1950	\$5,500,000	1/19/2006	11379	7320 PENELOPE AVE	A2	40'x90'	25.50'x36.50'	1	1950	\$729,000	1/30/2006
11101	4251 HUNTER ST	F9	75'x99'	75'x99'	1	1909	\$5,125,000	2/15/2006	11374	6360 102 ST	R4	200'x184'		1	1949	\$338,140	1/24/2006
11101	2615 JACKSON AVE	G2	42.67'x100'	42.92'x80'	1	1941	\$5,400,000	2/8/2006	11374	6360 102 ST	R4	200'x184'		1	1949	\$210,000	2/1/2006
11101	42061 27 ST	G9	73'x100'	73'x100'	4	1928	\$4,500,000	1/6/2006	11374	6360 102 ST	R4	200'x184'		1	1949	\$305,000	1/25/2006</

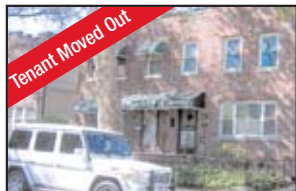
PROPERTIES OFFERED BY MANUEL

cell: 917-559-2002, office: 718-406-8615, email: manuelbroker@aol.com, web: www.isellny.com. 33-19 Junction Blvd., Jackson Heights, NY 11372



JACKSON HEIGHTS. BY 31ST AVE MALL.
34-year old Italian restaurant on busy local mall with more than 200 parking spaces. 10-year lease offered. Includes all equipment. Won't last.

Asking only \$145,000



E. ELMHURST. 2-FAMILY BRICK BY 31ST AVE.
Excellent brick semi-detached townhouse. Sold "as is" with no guarantees to the best and highest offer. Property features a private driveway and a 2-car garage. Ideal opportunity for handyman or investor. Corporate owner entrusted this fine piece of real estate to Manuel: 917-559-2002.

Price Adjusted to \$659,000



CORONA. 105TH ST AND 35TH AVE.
Brand new 3-family brick home. The corner unit! 6+6+3+full basement+ 2-car garage. Separate boilers and 25-year tax abatement. Estimated completion: Summer 2006.

It's A Great Value At \$899,000!!!



KEW GARDENS. EXCELLENT LOCATION.
Beautiful Junior 4 apartment located within walking distance to trains and shopping. Must obtain board approval.

Price Available Upon Request



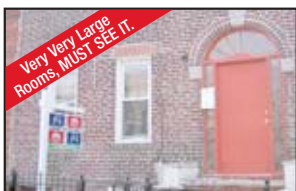
EAST ELMHURST. 2-FAMILY BRICK OFF ASTORIA BLVD.
Very large apartments. Excellent condition. Owners unit has formal dining room and stainless steel fridge. Garage, back yard, fully finished basement and more! This house is priced right.

\$760,000



JACKSON HEIGHTS/E. ELMHURST. BETWEEN 25TH AND 31ST AVES.
Gorgeous owner's duplex with 3 bedroom, living room, FDR, 1.5 bath, deck and yard. Finished walking and private parking. 100% brick. Needs new roof but overall good condition. Don't delay, call today.

Priced right at \$549,000



E. ELMHURST. BY 25TH AVE AND ASTORIA BLVD.
Large 2-family brick with big box rooms. Features 2-bedroom apartment + 3-bedroom apartment. Plus a large finished basement. New boiler, new roof, new bathrooms, new kitchens, new brick and cement work. Parking in rear.

Asking \$749,000 And Willing To Listen To Offers

THIS SPACE RESERVED FOR YOUR PROPERTY.

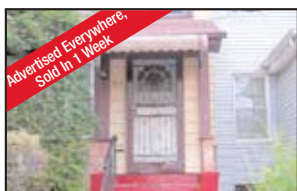
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I will feature your house on this page that is delivered periodically to more than 40,000 area residents. You get top exposure, top advertising and the right price with no hassles when you list with Manuel. Call me today for an accurate evaluation of your property.



NESCONSET. ON ROLLING HILLS DR.
9-year young Colonial on .44 acres, corner lot. 5 bedrooms, 3 full baths, in-ground swimming pool and W/BP. 2.5-car garage. Owners relocated out of state. Smithtown School district. This is the life!! CALL ME.

Asking \$699,000 And Open To Proposals In Writing



EAST ELMHURST. 2 BLOCKS FROM NORTHERN BLVD.
Great 1-family frame steps from bus and all amenities. Needs kitchen updated. There are 3 bedrooms, living room, family dining room, EIK, den and full finished basement. It also includes a 2-car garage!

\$445,000



JAMAICA. 145TH ST AND 114TH AVE.
All-brick affordable 2-family. Full basement and parking in the back. Quiet and lovely residential block. I have keys.

Won't Last At \$449,000

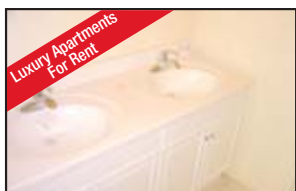


CORONA 3-FAMILY ON 105TH ST.
Brand new brick attached 3-family home. 25 years tax abatement. Separate heating systems. Good for user or investor. Walk to 7 train. Unfinished basement and 1-car garage. Offered exclusively by Manuel.



CORONA. ON 107TH ST AND 34TH AVE.
Large 3-bedroom Colonial with full finished basement and lovely back yard. New carpet and windows. Convenience to 7 train and all. See it before it is too late.

Asking \$549,000 And Packing For Florida



CORONA-ROOSEVELT AVE. WE HAVE 32 BRAND NEW APARTMENTS
1, 2, 3 bedrooms, some of them with Jacuzzi and balconies. Very convenient location, 2 minutes to 7 Train. Application required.

Price Available Upon Request



CORONA HEIGHTS DETACHED 2-FAMILY
Two 3-bedroom apartments. Owner's unit has a bright renovated kitchen and a new bathroom with Jacuzzi. Lovely back yard and oversized balcony and deck. Parking for 2-3 cars. Hurry!

\$710,000

I UNDERSTAND YOU MAY NOT BE ENTERING THE MARKET RIGHT NOW BUT PLEASE KEEP MY INFORMATION HANDY FOR ANY INQUIRY YOU MAY HAVE. I WANT TO BE YOUR REAL ESTATE ADVISOR. I WANT YOU AS A CLIENT FOR LIFE.

ARE YOU RENTING AN APARTMENT?

CONTACT MANUEL FOR YOUR COMPLIMENTARY LANDLORD'S PACKAGE

PHONE 917-559-2002 **EMAIL: MANUELBROKER@AOL.COM**

ACCURATE MARKET EVALUATION OF YOUR PROPERTY, please call Manuel 917-559-2002

Limited 0005340

★★★★★

Manuel, Rated No. 1 Realtor in Queens by an Independent American Bulldog and a very Intelligent Giant Schnauzer.