

# On the Market

with Manuel Vargas March 2007



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**“Information is pretty thin stuff unless mixed with experience.”**

—Clarence Day

**“La informacion es algo futil a menos que se junte con la experiencia.”**

—Clarence Day

## Positive News: Real Estate Market Stabilizes in Northwest Queens

As David Lereah (CFO of the NAR) puts it, all real estate is local. I could not agree more. In that respect I can tell you that even though I am not an expert in macroeconomics I have, after practicing as a real estate broker since the last millennium, an intuitive and practical knowledge of our area real estate market. Don't get me wrong, all those macroeconomic conditions that affect GDP are important, but if you want to take the pulse of prices and transactions in Northwest Queens (Astoria, Long Island City, Sunnyside, Woodside, Maspeth, Middle Village, Elmhurst, Jackson Heights, E. Elmhurst, Corona, Rego Park and Forest Hills) you have to look at the specific factors that affect this specific area (rents, population, transportation, jobs, immigration, etc.). And a lot of that knowledge comes from the daily pounding of the streets, the daily inspection and showing of properties, the daily conversations with tenants, buyers and sellers. And I have been doing it since 1994...

That is why I dare to say that our real estate market is progressively showing more and more signs of stabilization. Why is this a good thing? If for only one reason, because one grows tired of listening to bad news. But more specifically, stabilization (a bal-

ance between supply and demand, between the number of buyers and sellers) it's a very good thing because it puts everyone on an even field and the market becomes more open, transparent, active, sustainable. You see, in a seller's market with scarce inventory and excess demand, some speculation and much hype, many people are priced out of the market and housing becomes not affordable. In a buyer's market, there is excess inventory that becomes stagnant because there are few buyers, few activity and gloomy investing moods. In a stabilized market there is sufficient inventory, the overpriced stuff doesn't sell, but the property that is priced right sells in a reasonable time; in a stabilized market reasonable sellers move on and pass on their properties to willing buyers that appreciate their properties for what they are really worth.

I believe that we are at the end of a buyer's market, entering a hopefully sustainable period of stabilization in this part of Queens. The market has gone down but I don't see it going down much much further. Houses are still not very affordable, but New York City has never been a very affordable place anyway. The market has changed too much for sellers that thought the

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## Buenas Noticias: El Mercado Inmobiliario Se Estabiliza en El Noroeste de Queens

Como propone David Lereah (Gerente Financiero de NAR), toda propiedad inmobiliaria tiene una naturaleza local. Yo no podría estar más de acuerdo y aunque no soy un experto en macroeconomía, después de ser corredor de bienes raíces desde el último milenio, sí tengo un conocimiento práctico e intuitivo del mercado en nuestra área. No es que las condiciones macroeconómicas que influyen en el PNB no sean importantes, pero si Ud. quiere tomarle el pulso a los precios y a las transacciones en el Noroeste de Queens (Astoria, Long Island City, Sunnyside, Woodside, Maspeth, Middle Village, Elmhurst, Jackson Heights, E. Elmhurst, Corona, Rego Park y Forest Hills) hay que considerar los factores específicos que afectan al área (alquileres, población, transporte, empleo, inmigración). Y esta experiencia se adquiere saliendo diariamente a la calle, inspeccionando y mostrando propiedades en el día a día, conversando a diario con inquilinos, compradores y vendedores. Y yo llevo haciendo esto desde 1994...

Por esta razón me atrevo a decir que nuestro mercado inmobiliario está mostrando progresivamente más y más síntomas de estabilización. ¿Y porqué esto es una buena noticia? Bueno, por lo menos porque uno se cansa de las malas noticias. Pero más concretamente, la estabilización (un equilibrio entre oferta y demanda, entre el número de compradores y el número de vendedores) es positiva porque pone a todo el mundo en un mismo nivel y el mercado se vuelve más abierto, transparente, activo y sostenible. Resulta que en un Mercado de Vendedores con poco inventario y demanda en exceso, algo de especulación y mucha exageración, mucha gente no puede comprar porque las propiedades son inadsequibles. En un Mercado de Compradores, hay exceso de inventario que se expira sin vender porque hay pocos compradores, poca actividad y la psicología del inversionista se torna sombría. En un Mercado Estabilizado hay suficiente inventario, las propiedades en sobreprecio no se mueven pero las que son ofrecidas al precio correcto se venden en un tiempo

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## Testimonials

Manuel had sold our investment property in the summer of 2006 and he did a great job. He was courteous with the tenants, he was very professional, he cooperated with other brokers and sold the house very fast and for a great price. He sent me copies of all the advertising he did and he gave me feedback after every showing. But then, we had to sell my residence in Middle Village (1 family house) because I was moving to Ireland. Again, Manuel was the chosen one and he did a great job. But what was special this time, besides the price he got for us, was the fact that we moved to Ireland before the transaction was completed and left Manuel completely in charge. He had the keys for the house, he checked on the boiler, he arranged for some minor repairs, and he kept me updated via phone and email until we closed on 3/06/2007. Even after we closed, we had forgotten a couple of minor details in reference to the house, and he went there and took care of them right away. Our lawyer liked him, but what is more important, the other lawyer, the lawyer for the buyer, complimented him at the closing table because he did an excellent job and saved the transaction in several ways! We just wish he would come to work to Europe, because we would use him again!

—Michael and Elizabeth Barrett

Manuel vendió nuestra propiedad de inversión en el verano del 2006 e hizo un trabajo excelente. Fué cortés con los inquilinos, muy profesional, cooperó con otras oficinas y vendió la casa rápido y por un buen precio. Me mandó copias de todos sus anuncios y me dió información después de cada visita de un comprador. Pero entonces nos tocó vender nuestra residencia en Middle Village (casa de una familia) porque nos estábamos mudando para Irlanda. Otra vez elegimos a Manuel para vender nuestra casa. Lo especial esta vez, aparte del precio que nos conseguimos, fué que nos mudamos antes de que el negocio cerrara y dejamos a Manuel a cargo de todo. El tenía las llaves de la casa, revisaba la boiler, coordinó para que se hicieran reparaciones menores y nos mantuvo informados por teléfono y por email hasta que cerramos en 3/06/2007. Incluso después de cerrar, cuando nos dimos cuenta de que se nos habían olvidado un par de detalles referentes a la casa, él fué a la casa y los resolvió de una vez. Nuestro abogado aprecia a Manuel, y lo que es más, el otro abogado, el abogado del comprador, felicitó a Manuel en la mesa de cierre porque hizo un trabajo excelente y salvo el negocio, ¡varias veces! ¡Ojalá Manuel trabajara en Europa, porque seguro que lo contrataríamos otra vez!

—Michael y Elizabeth Barrett

# Positive News: Real Estate Market Stabilizes in Northwest Queens

continued from front cover

boom would never end, but it has changed too little for bargain hunters that expected a flood of inventory and rock-bottom prices. Those, you may find them in other parts of Queens or in other states but Northwest Queens comprehends communities of hard-working people, which are located a stones throw away from Manhattan and inhabit very valuable and stable neighborhoods. Look for the rising tides of foreclosures in other parts of Queens, where more sub-prime loans were originated. In Northwest Queens we have our share of the same, but in a much lesser proportion and such distressed inventory is quickly absorbed by a strong demand.

Even when compared with wealthier areas like Northeast Queens, you will realize that Northwest Queens is stabilizing sooner and better. Why? Transportation may be one reason, the diversity of housing offered (as opposed to being mainly one family neighborhoods like Bayside, Whitestone, etc.), and the higher demand on housing due to overpopulation may be other reasons.

So how much has the market changed? That depends on property type and location. Do you want the hard numbers? Ok, here they go (these are all averages, not specific houses; for a current evaluation of your property call me at (917) 559-2002; it will only cost you a cup of coffee):

- A new construction 3-family, 6/6/walk-in and basement in the 11368 zip code used to sell for \$1,050,000 at the peak of the market and it will sell for around the same price now because there are very few left, plus the fact that the city did away with the tax abatement program, so the tax abatement will increase your resale value substantially in the future.

- A 7/6/ basement, 2 family frame in the 11368 zip code was selling for an average of \$775,000 and it's now going fast at \$715,000 (proximity to subway is key for these houses popular amongst first time buyers).

- A 3 BR attached duplex in the 11369 zip code was selling for \$550,000 and it's now selling at around \$495,000.

- A 6/5/basement detached brick 2 family on a larger lot in the 11369 zip code was selling for \$845,000 and it's now selling briskly at \$795,000.

- A 6/6/walk in with no basement in the 11370 zip code, which had an average price of \$850,000, has now an average price of \$805,000.

- A 5/5/walk in with no basement in the 11370 zip code, which was selling for \$785,000, is now going easily for \$765,000.

- A large 7/6/ basement in the 11370 zip code, which was selling for an average of \$880,000, is now going for around \$845,000 (Here is the positive news: at that price they don't last; I have several buyers looking for one of this, so if you want to sell call me now).

- A 6 room, 20 footer, 1 family in the 11370 zip, which was selling at \$665,000, is now trading at \$635,000.

- A 6 room, 18 footer, 1 family in the 11370 zip, which sold for \$635,000 is now selling around the \$600,000 mark.

- A 5/6/basement in the 11372 zip code was selling at the peak of the market for \$840,000 and is now selling around the \$800,000 mark.

- A detached 6 room Colonial 1 family in the 11372 zip code was going for an average of \$725,000 (depending on model and specific location) and it's now selling at \$655,000.

- An attached 6 room 1 family in the 11372 zip code was going for an average of \$640,000 and is now selling quickly at \$610,000.

- A 3 family frame detached 6/6/5/ basement in the 11373 zip code, by the Queens mall, was selling for \$935,000 and it's selling now for

\$865,000.

- A 2 family brick 5/4/basement in the 11377 zip was selling for an average of \$775,000 and it's now selling at around \$725,000.

- A 2 family frame 6/5/basement in the 11378 zip code was selling for an average of \$735,000 and it's selling now for \$680,000.

- Astoria, Sunnyside and Long Island City have barely come down as the demand here is still very strong due to the proximity to New York City.

If you do the numbers you would realize that the percentage change is around 5%. It may not look like much over a period of 18 months (from the peak of the market) but it represents sizeable dollar amounts. As inventory grew, buyers became pickier and more demanding; houses with extra features (extra parking, oversized rooms, etc) do not sell for a premium but sold faster; conversely, houses with a handicap (a questionable location, a poor layout, small rooms) take longer to sell and sell at a discount from the average. But we have not seen a flood of quality inventory like some people predicted; what we saw and continue to see is:

- An increase of inventory because houses that are not priced right stay longer on the market and you can see the for sale sign for months. To the extent that sellers or rookie agents don't adjust, it will continue to happen.

- Houses that are priced right go, if not in the first week like at the peak of the market, in the first 4 weeks.

- Many buyers that pay attention only to the negative news wait and don't come into the market, but many sellers do the same and play the waiting game, so inventory does not balloon out of proportion. These days buyers and sellers can come into the market with realistic expectations.

People with vision are taking advantage of this stabilizing trend that we are going through to realize their dreams of relocation.

It's kind of like in the stock market; if you bought a stock for \$50 and it went up to \$300 and it's now down to \$275, are you going to get hung up on the idea that your neighbor got more, that you wouldda, couldda, shouldda or are you still doing great? Of course, you are still doing great!!! And if you are a serious buyer, in need of housing and maybe a sizeable tax deduction, are you going to wait for prices to go lower and rates to go higher (who knows!!!) or are you going to take advantage of the price adjustment and the increase of inventory to chose from? If you are a buyer this is a great time to buy as well.

## Top Ten Reasons to Sell in a Stabilized Market

- You know prices are not going up anymore, so you are not missing out on anything.

- Prices adjusted around 5% in our area, which means you are still doing great at these prices.

- Many sellers are confused and waiting, waiting, waiting. If you understand what is going on, you will get a timing advantage.

- If you plan to buy after you sell, your next property probably went down too and probably went down more than 5% (see Florida, North Carolina, etc.). You are doing even better in this market then.

- Interest rates have been stable for almost a year now; you have willing, ready and able (qualified) buyers at this time. The average 30 yr fixed rate is 6.25%, which is great by any standard. This may change in late 2007.

- As our neighborhood gets more expensive and crowded (a real trend over time) you are likely to find better values in other areas, if you don't need the proximity to the city anymore. Leave that for the first time buyers who are starting out!

- Remember that you can always take advantage of capital gains exemptions. If you wait 10 years more and prices double, #1 much of your gain will go down the drain to the IRS anyway, #2 the tax laws may change to your disadvantage.

- It's great to enjoy the benefits of housing but it's also great to enjoy your hard earned equity and there is only one truth related to that: even if the government tells you that inflation is under control, it is not! The value of a dollar 5 years ago is not the value of a dollar today because housing, food and energy are not taken into account when calculating inflation. In other words, enjoying your money now has a richer meaning than enjoying your money later.

- In our area there is, right now, a strong demand from hard-working people that need housing (our small business owners, professionals and businessmen, cooks that work in the city, handymen and contractors, school teachers, etc.). They are looking now and ready to buy because of the price adjustment. You will sell reasonably fast if priced right!

- In a stabilized market values become more constant and predictable. Having the right information, the right comparables, is key; count on me to keep current and call me if you have any questions.

## Top Ten Reasons to Buy in a Stabilized Market

- Prices have adjusted down and it seems unlikely that they will go down much further in our area; at least at current interest rates.

- There is plenty of inventory and you have more of a choice to find your dream house now.

- Many buyers are confused and waiting in

the sidelines. That means that you, as a buyer, got less competition!

- If you just sold, your sales proceeds will go further in this market. You are in luck!

- Interest rates are great and have not gone up since last June. There are some rumors they may go up at the end of this year. And even though that may affect prices, there will be less inventory because 70% of the sellers that sell also have to buy...

- Some sellers are still coming in at outdated prices, but if you do your homework, smart sellers are becoming realistic sooner and are not making their decision solely based on price anymore. Speculation is over.

- Population grows and as our area gets crowded, whatever size of real estate that you can afford to buy now will likely be more valuable in the medium to long term. This is not Florida, Pennsylvania or Texas, there is no more land!

- When people stopped buying, rents started going up; landlords are picking up on this real fast; so why don't you kiss them goodbye?

- There has been a building boom over the last three years and there is some new construction inventory left. How often can you buy new in our area? Take advantage now, they are not building many more new houses anymore ...

- In a stabilized market, because there is more inventory and the pace of the transactions is less frantic, you can get a market education really soon. You can make a better, more educated decision with more confidence.

**“The amount you owe on your mortgage does not have anything to do with the value of your property.”**

—The Real Estate Guru

**“Lo que Ud. Le deba al banco no tiene nada que ver con lo que vale Su casa.”**

—El gurú inmobiliario

# Buenas Noticias: El Mercado Inmobiliario Se Estabiliza en El Noroeste de Queens.

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adecuado; en un Mercado Estabilizado los vendedores razonables se mudan y le transfieren la propiedad a compradores interesados que saben apreciarla en lo que de verdad vale.

Creo que estamos al final de un Mercado de Compradores, entrando, ojalá, en un periodo sostenible de estabilización en esta parte de Queens. El mercado ha bajado pero no creo que baje ya mucho más. Las casas no son tan adsequibles pero, de todos modos, en Nueva York nunca lo fueron. El mercado ha cambiado demasiado a los ojos de los vendedores que creían que la bonanza iba a durar para siempre y, ha cambiado demasiado poco para los cazadores de gangas que esperaban un mercado inundado de inventario y precios por los suelos. Estos pueden encontrarlos en otras partes de Queens o en otros estados, pero el Noroeste de Queens comprende comunidades de gente trabajadora que están situadas a un tiro de piedra de Manhattan y que habitan estables y valiosos vecindarios. El creciente influjo de casas reposadas por el banco hay que buscarlo en otras partes de Queens, donde se originaron más préstamos subpares. En el Noroeste de Queens tenemos algunos de ellos pero en mucha menor proporción y este tipo de inventario descontado es absorbido rápidamente por una fuerte demanda.

Incluso comparando al Noroeste de Queens con otras áreas más afluentes, Ud. puede darse cuenta de que aquí el mercado se estabiliza mejor y más pronto. ¿Por qué? La abundancia de medios de transporte es una razón, la variedad de viviendas ofrecidas (al contrario de áreas donde hay, más que todo, casas de una sola familia, como Bayside y Whitestone, etc.), y la mayor demanda debido a la sobrepoblación, son otras razones.

Entonces, ¿cuánto ha bajado el mercado? Depende del tipo de propiedad y de la localización. ¿Quiere ver los números reales? Está bien, ahí van (estos son promedios, no casas particulares; para una evaluación actualizada de su propiedad llámeme al 917-559-2002; sólo le costará una taza de café)

- Una casa de 3 familias nueva, 6/6/walk in y sótano en el área postal 11368 se vendía a \$1,050,000 en el punto más alto del mercado y ahora vale más o menos igual porque quedan pocas y porque además la ciudad terminó con el programa de Impuestos Abatidos, los cuales incrementan el valor de reventa sustancialmente.

- Una casa de 2 familias, 7/6/ sótano en el área 11368 se vendía a un promedio de \$775,000; ahora se vende a \$715,000 bastante rápido (la proximidad al tren es clave para estas casas tan populares entre compradores de primera vez).

- Un dúplex de 3 dormitorios en el área 11369 se vendía a \$550,000 y ahora se vende más o menos a \$495,000.

- Una casa separada de dos familias con 6/5/sótano en un lote grande del área 11369 llegó hasta los \$845,000; al precio actual de \$795,00 no dura mucho en el mercado.

- Una casa 6/6/walk in y sin sótano en el área 11370, que se vendía a un promedio de \$850,000 se vende ahora por \$805,000 aproximadamente.

- Una casa 5/5/walk in y sin sótano en el área 11370 se vendía a \$785,000 y ahora se va rápido en \$765,000.

- Una casa grande 7/6/sótano en el área 11370, la cual se vendía en \$880,000 de promedio, se vende ahora en \$845,000 (Y aquí están las buenas noticias: a ese precio no duran nada; tengo varios compradores buscando una de éstas, así que si quiere vender, llámeme ahora).

- Una casa de una familia con 6 aposentos, de 20 pies de ancho en el área 11370 se vendía en \$665,000 y se vende ahora en \$635,000.

- Una casa de una familia con 6 aposentos, de 18 pies de ancho en el área 11370 se vendía en \$635,000 y ahora ronda los \$600,000.

- Una casa 5/6/sótano en el área 11372 se vendía hasta \$840,000 y ahora se vende en \$800,000 aproximadamente.

- Una casa de una familia, separada, con 6 aposentos, en el área 11372 se vendía a un promedio de \$725,000 (dependiendo del modelo y la localización concreta) y ahora se vende en \$655,000.

- Una casa de una familia, pegada, con 6 aposentos, en el área 11372 que se vendía en \$640,000, ahora se vende en un precio de \$610,000.

- Una casa de 3 familias de madera, separada, 6/6/5/sótano en el área 11372, cerca del Queens Mall, se vendía en \$935,000 y ahora se vende en \$865,000.

- Una casa de 2 familias de ladrillo, 5/4/sótano en el área 11377 se vendía por \$775,000 y ahora se vende por \$725,000 aproximadamente.

- Una casa de 2 familias de madera, 6/5/sótano en el área 11378 se vendía en un promedio de \$735,000 y ahora se vende en \$680,000 más o menos.

- Astoria, Sunnyside y Long Island City no han bajado casi nada ya que la demanda es todavía muy fuerte dada su proximidad a Manhattan.

Si Ud. calcula, se podrá dar cuenta de que el porcentaje de ajuste en los precios es más o menos 5%. Puede que no le parezca mucho para un periodo de 18 meses (desde el punto más alto del mercado) pero sí representa cantidades de dinero sustancial. A medida que subía el inventario, los compradores se volvían más exigentes; las casas con características especiales (aparcamientos adicionales, cuartos extra grandes, etc) ya no se venden mucho más altas pero sí se venden antes; recíprocamente, las casas con características menos deseables (una localización cuestionable, una distribución pobre, cuartos pequeños) tardan más en venderse y se venden con un descuento respecto al precio promedio. Pero no se ha visto una avalancha de inventario de calidad como predijeron muchos; lo que podemos observar es lo siguiente:

- Un incremento en el inventario disponible de casas con precios irreales que permanecen en el mercado y cuyos letreros pueden verse por meses y meses. Esto continuará ocurriendo mientras haya dueños y agentes novatos que no se ajusten al nuevo mercado.

- Las casas con el precio correcto se venden, si no en la primera semana como en los momentos más altos del mercado, sí en las primeras 4 semanas.

- Muchos compradores prestan atención tan sólo a las noticias negativas, se quedan esperando y no entran al mercado, pero muchos dueños también hacen lo mismo y juegan el jueguito de la espera, de modo que el inventario no es exageradamente abundante. Hoy en día los compradores y los vendedores pueden entrar al mercado con expectativas realistas.

Aquellos que tengan la visión para tomar ventaja de esta tendencia estabilizadora pueden hacer realidad sus sueños de mudarse. Es una situación parecida a la de la bolsa de valores. Si Ud. compra acciones de una compañía a \$50 y las acciones suben a \$300 y después bajan a \$275, ¿Ud. se va a frustrar porque el vecino vendió más alto que Ud. o se va a quedar pensando en lo que podía haber hecho y no hizo, o todavía le está yendo bien? ¡¡¡Claro que le está yendo bien!!! Y si Ud. es un comprador serio, que necesita una vivienda o una deducción considerable en sus impuestos, ¿se va a esperar a que los precios bajen más y el interés suba (¡¡¡quién sabe!!!)? o, ¿no es mejor tomar ventaja del ajuste de precios y el aumento del inventario para elegir? Si Ud. está comprando ahora, le puede ir también muy bien.

## Diez Razones Para Vender en un Mercado Estabilizado

- Ud. sabe que los precios ya no están subiendo, así que no se está perdiendo nada.

- Los precios bajaron alrededor de un 5% en nuestra área, lo que indica que los precios todavía están bastante buenos.

- Muchos vendedores están confundidos, esperando, esperando y esperando. Si Ud. entiende lo que está pasando, tendrá ventaja.

- Si planea comprar después de vender, la próxima casa que compre probablemente también haya bajado, y puede que hasta más del 5% (¡Vea Florida, North Carolina, etc.!). En este mercado le está yendo todavía mejor.

- Los intereses se han mantenido por casi un año; Ud. cuenta con compradores decididos, interesados y calificados en este momento. La tasa promedio de un préstamo a 30 años, interés fijo, es de 6.25% lo cual es fenomenal bajo cualquier punto de vista. Puede que esto cambie a final del 2007.

- Una medida que nuestro vecindario se encarece y se llena de gente (una tendencia real con el paso del tiempo) pueda que Ud. encuentre mejores propiedades en otras áreas, si es que no necesita estar tan cerca de la ciudad. ¡Deje esa opción a los compradores por primera vez que hasta ahora están empezando!

- Recuerde que de momento Ud. puede aprovecharse de las exencpciones de impuestos sobre la ganancia. Si Ud. se espera 10 años más y el precio se dobla, #1 mucha de esa ganancia va ir al IRS, #2 las leyes pueden cambiar para entonces.

- Disfrutar de su propiedad es algo grande pero también es bueno disfrutar la plusvalía que tanto le ha costado crear, y hay tan sólo una verdad a ese respecto: aunque el gobierno diga que la inflación está bajo control, ¡no es verdad! El valor de un dólar hace 5 años no es el valor de un dólar hoy en día porque la vivienda, la energía y la comida no se tienen en cuenta al calcular la inflación. En otras palabras, disfrutar de su dinero ahora tiene un significado más rico que disfrutar de su dinero más adelante.

- En nuestra área existe, ahora mismo, una fuerte demanda de compradores de clase trabajadora que necesita vivienda (dueños de pequeños negocios, profesionales,

comerciantes, cocineros que trabajan en Manhattan, trabajadores de la construcción y contratistas, profesores, etc.). Estos compradores están buscando ahora y están listos para comprar motivados por el ajuste de precios. Ud. venderá razonablemente rápido si le pone el precio correcto a su propiedad.

- En un mercado estabilizado los precios se vuelven más constantes y predecibles. Tener la información correcta, los comparativos de venta acertados, es clave; cuente conmigo para estar al día y llámeme si tiene alguna pregunta.

## Diez Razones Para Comprar en un Mercado Estabilizado

- Los precios han bajado y es poco probable que bajen más en nuestra área; al menos con los intereses hipotecarios actuales.

- Hay bastante inventario y Ud. tiene más para elegir y buscar la casa de sus sueños.

- Muchos compradores están confundidos y esperan mirando los toros desde la barrera. ¡Eso quiere decir que Ud., como comprador, tiene menos competencia!

- Si acaba de vender, su ganancia le dará para más en este mercado. ¡Está de suerte!

- Los intereses están buenísimos y no han subido desde junio. Hay rumores de que suban al final del año. Y aunque esto pueda afectar los precios, habrá también menos inventario porque el 70% de los vendedores que venden también tienen que comprar.

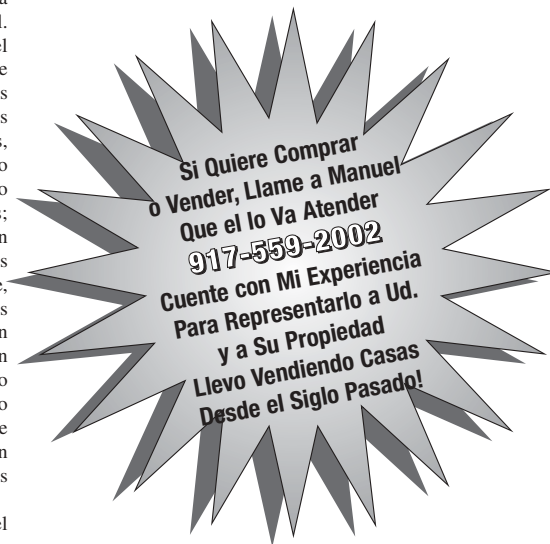
- Algunos vendedores ponen todavía precios no actualizados pero si Ud. hace su tarea, los vendedores más inteligentes se adaptan antes y ya no toman su decisión solamente basándose en el precio. La especulación se acabó.

- La población sigue creciendo y a medida que nuestra área se congestiona, cualquier tipo de propiedad que pueda comprar seguramente valdrá más a mediano o largo plazo. Esto no es Florida, Pensilvania o Tejas; ¡aquí no queda tierra!

- Cuando la gente deja de comprar, los alquileres empiezan a subir; los caseros se dan cuenta rápidamente; entonces, ¿porqué no se muda y le dice adiós a su "landlord"?

- Ha habido una bonanza en la construcción durante los últimos 3 años y todavía queda algún inventario de este tipo. ¿Cada cuánto aparecen oportunidades de comprar casas nuevas en nuestra área? Aproveche ahora, ya no están construyendo mucho más...

- En un mercado estabilizado, al haber más inventario y ser el ritmo de las transacciones menos frenético, Ud. pronto puede familiarizarse con el mercado. Puede tomar una mejor decisión, con más educación y más confianza.





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## Public Record of January & February 2007 Home Sales

Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date
11368	11224 NORTHERN BLVD	.21					\$90,000	1/3/2007	11368	VAN DOREN ST	G7	50'x100'		0	0	\$7,031,232.14	2/22/2007
11368	99-08 43RD AVE	.C0					\$980,000	1/5/2007	11369	3247 110 ST	B3	15'x112'	15'x55'	2	1930	\$638,000	1/5/2007
11368	104-19 39TH AVE	.R2					\$284,000	1/4/2007	11369	2340 102 ST	A1	24.42'x100'	16'x36'	1	1925	\$470,000	1/3/2007
11368	9914 59 AVE	.21					\$106,500	1/8/2007	11369	3240 105 ST	B1	60'x100'		2	2005	\$731,615.63	1/3/2007
11368	33-36 111TH ST						\$899,000	1/4/2007	11369	2402 86 ST	A5	20'x100'	20'x36'	1	1945	\$547,000	1/17/2007
11368	10214 LEWIS AVE	.D3	25'x136.62'	90'x58'	41	2004	\$6,600,000	1/10/2007	11369	10205 DITMARS BLVD	H2	942'x1080'	236'x175'	436	1981	\$67,877,504	1/19/2007
11368	10220 LEWIS AVE	.D1	25'x143.86'		43	0	\$6,600,000	1/10/2007	11369	3114 104 ST	.C0	40'x120'	24'x58'	3	1920	\$920,000	1/12/2007
11368	LEWIS AVE	.D1	25'x140.24'		41	0	\$6,600,000	1/10/2007	11369	2447 92 ST	B3	20'x100'	20'x35'	2	1940	\$523,000	1/24/2007
11368	LEWIS AVE	.D1	25'x143.86'		41	0	\$6,600,000	1/10/2007	11369	3229 86 ST	.C0	23.25'x100'	20'x55'	3	1940	\$880,000	1/12/2007
11368	104-21 39TH AVE	.UN					\$289,000	1/8/2007	11369	3029 89 ST	A5	20.42'x100'	20'x37.50'	1	1930	\$670,000	1/24/2007
11368	9904 57 AVE	.21					\$143,000	1/18/2007	11369	2230 97 ST	C3	80'x95'	26'x30'	4	1987	\$995,000	1/19/2007
11368	10413 48 AVE	.G0	25'x100'	10'x18'	0	1901	\$999,000	1/8/2007	11369	3245 91 ST	.21					\$149,000	1/12/2007
11368	5525 98 PL	.21					\$94,000	1/16/2007	11369	3065 86 ST	A5	18'x100'	18'x35'	1	1950	\$589,675	1/5/2007
11368	10411 48 AVE	.C0	25'x100'	18'x61'	3	1915	\$999,000	1/8/2007	11369	2560 89 ST	B3	21.75'x100'	21.50'x38.50'	2	1950	\$514,000	1/31/2007
11368	4117 111 ST	.B2	25'x100'	20'x50'	2	1910	\$10	1/10/2007	11369	2513 99 ST	B3	20'x110'	16'x54.75'	2	1930	\$850,000	1/23/2007
11368	11021 CORONA AVE	.S3	72.25'x112.33'	21'x60'	4	1931	\$746,750	1/12/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$118,950	1/24/2007
11368	10850 48 AVE	.B3	25'x100'	18'x50'	2	1915	\$840,000	1/3/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$419,250	1/24/2007
11368	11113 39 AVE	.A1	25'x125'	20'x35'	1	1910	\$650,000	1/11/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$618,150	1/24/2007
11368	9914 59 AVE	.21					\$84,000	1/25/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$276,900	1/24/2007
11368	3533 101 ST	.C0	25'x100'	20'x60'	3	1930	\$880,000	1/22/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$16,654,950	1/24/2007
11368	3413 106 ST	.C0	20'x100'	20'x53.82'	3	2004	\$1,040,000	1/19/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$360,750	1/24/2007
11368	9914 59 AVE	.21					\$127,500	1/9/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$542,100	1/24/2007
11368	10254 43 AVE	.S3	20'x100'	20'x52'	4	1930	\$660,000	1/5/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$99,450	1/24/2007
11368	3323 97 ST	.C3	25'x100'	20'x75'	4	1925	\$805,000	1/19/2007	11369	9400 DITMARS BLVD	H4	575.15'x227.29'	227.50'x40'	172	1956	\$409,500	1/24/2007
11368	10708 OTIS AVE	.C0	40.50'x34.33'	40'x22'	3	1939	\$624,000	1/11/2007	11369	2414 92 ST	A5	21.42'x100'	21.42'x44'	1	1950	\$487,000	1/25/2007
11368	5431 101 ST	.A2	20'x100'	17'x53'	1	1920	\$835,000	1/18/2007	11369	2450 93 ST	B3	21'x100'	16'x34'	2	1930	\$685,000	1/31/2007
11368	3775 101 ST	.B2	24.42'x100'	20'x53'	2	1920	\$800,000	1/22/2007	11369	2723 BUTLER ST	B2	30'x100'	22'x45'	2	1930	\$480,000	1/18/2007
11368	104-21 39TH AVE	.UN					\$288,000	1/18/2007	11369	3147 95 ST	A1	28'x95'	20'x35'	1	1930	\$575,000	1/30/2007
11368	3322 111 ST	.A1	20'x100'	17'x36'	1	1910	\$650,000	1/11/2007	11369	2433 97 ST	A5	19'x97.42'	19'x34'	1	1940	\$500,000	2/7/2007
11368	5930 108 ST	.21					\$160,000	1/31/2007	11369	3220 89 ST	.21					\$139,000	1/4/2007
11368	9904 57 AVE	.21					\$227,000	1/18/2007	11369	10805 DITMARS BLVD	B1	40'x84'	22'x60'	2	1920	\$932,800	2/1/2007
11368	104-32 CORONA AVE	.UN					\$980,000	1/24/2007	11369	9207 ASTORIA BLVD	S2	42.70'x45.55'	27'x30'	3	1988	\$801,000	2/1/2007
11368	3804 100 ST	.B2	25'x104'	20'x50'	2	1920	\$789,000	1/24/2007	11369	2527 95 ST	B3	28'x100'	18'x40'	2	1935	\$630,000	2/8/2007
11368	9615 CORONA AVE	.G0	14'x48.58'	10'x20'	0	1901	\$25,000	1/19/2007	11369	2736 BUTLER ST	B9	40'x100'	24'x45'	2	1950	\$585,000	2/8/2007
11368	3411 106 ST	.C0	20'x100'	20'x53.82'	3	2004	\$979,000	1/24/2007	11369	2450 94 ST	B1	18.36'x100'	14.47'x57.86'	2	1923	\$880,000	2/9/2007
11368	10718 37 AVE	.A1	21.08'x127.50'	17'x35'	1	1920	\$537,000	2/2/2007	11369	3245 91 ST	.21					\$117,000	2/7/2007
11368	3420 101 ST	.C0	25'x100'	18'x50'	3	1910	\$550,000	1/31/2007	11369	2412 GILLMORE ST	B3	24.42'x95'	16'x36'	2	1925	\$670,000	1/4/2007
11368	10946 54 AVE	.C0	19'x100'	19'x56'	3	1950	\$850,000	1/26/2007	11369	3026 86 ST	.C0	35.33'x100'	26.67'x52'	3	1988	\$10	2/15/2007
11368	9915 CORONA AVE	.C0	56.07'x85.67'	20'x26'	3	2005	\$930,000	1/16/2007	11369	2423 87 ST	B3	18'x100'	18'x34'	2	1940	\$450,000	1/11/2007
11368	9616 50 AVE	.C0	19.42'x100'	15.50'x58'	3	1930	\$592,250	1/31/2007	11369	9703 31 AVE	B3	20'x100'	20'x35'	2	1945	\$110,738.99	1/5/2007
11368	10224 NICOLLS AVE	.B1	25'x100'	16'x64'	2	1930	\$751,900	1/29/2007	11369	3219 102 ST	B1	20'x100'	16'x50'	2	1920	\$750,000	2/2/2007
11368	10615 CORONA AVE	.S9	33'x55'	33'x32'	8	1931	\$1,300,000	2/5/2007	11369	3039 92 ST	B3	16'x100'	16'x44.50'	2	1930	\$600,000	2/6/2007
11368	3738 104 ST	.C1	39'x100'	21'x66'	7	1931	\$600,000	1/31/2007	11370	3033 74 ST	B1	22'x100'	22'x43'	2	1955	\$150,000	1/6/2007
11368	11222 39 AVE	.B3	25'x125'	18'x36'	2	1920	\$820,000	1/31/2007	11370	2214 76 ST	.R2				0	\$270,000	1/3/2007
11368	9914 59 AVE	.21					\$247,500	2/6/2007	11370	2226 80 ST	.R2				0	\$280,900	1/5/2007
11368	10838 37 DR	.B3	25'x125'	20'x28'	2	1920	\$560,000	2/6/2007	11370	2214 81 ST	A5	26.42'x100'	18'x33'	1	1955	\$540,000	1/12/2007
11368	10856 43 AVE	.C0	19.44'x100'	19'x53'	3	1986	\$900,000	2/2/2007	11370	2144 78 ST	.R2				0	\$365,000	1/12/2007
11368	104-21 39TH AVE	.UN					\$309,520	2/1/2007	11370	2225 75 ST	.R2				0	\$325,000	1/25/2007
11368	10812 37 DR	.C0	25'x125'	20'x60'	3	1920	\$970,000	2/1/2007	11370	2433 84 ST	A5	20'x100'	20'x34'	1	1935	\$720,000	1/4/2007
11368	4040 NATIONAL ST	.S4	25'x95'	25'x75'	5	1930	\$1,100,000	1/31/2007	11370	3241 82 ST	.C0	24.42'x100'	20'x56'	3	1925	\$940,000	1/10/2007
11368	10819 36 AVE	.B2	20'x120'	18'x51'	2	1901	\$850,000	1/31/2007	11370	1967 78 ST	.R2				0	\$355,000	1/12/2007
11368	9910 43 AVE	.V1	75'x78.50'		0	0	\$970,000	1/31/2007	11370	2227 76 ST	.R2				0	\$255,000	1/16/2007
11368	10229 ALSTYNE AVE	.C3	25'x94'	18'x54'	4	1920	\$792,000	1/26/2007	11370	3223 70 ST	A5	20'x100'	20.33'x37'	1	1950	\$580,000	1/19/2007
11368	10011 40 RD	.B3	25'x100'	18'x34'	2	1920	\$726,000	2/2/2007	11370	7907 19 DR	.R2				0	\$286,000	1/31/2007
11368	5718 XENIA ST	.C0	20'x100'	20'x55'	3	1960	\$700,000	1/31/2007	11370	1932 77 ST	.C0	21.34'x120.33'	20'x58'	3	2000	\$990,000	1/29/2007
11368	3521 97 ST	.B2	25'x100'	20'x28'	2	1920	\$765,000	1/24/2007	11370	8415 ASTORIA BLVD	G2	213.50'x51.33'	85'x30'	1	1960	\$700,000	1/23/2007
11368	5803 CALLOWAY ST	.21					\$67,000	2/14/2007	11370	3114 85 ST	.C0	23.75'x100'	20'x55'	3	1925	\$890,000	1/25/2007
11368	3717 98 ST	.A1	34.42'x100'	16'x28'	1	1925	\$10	2/12/2007	11370	22-46 79TH ST	.UN					\$205,000	2/2/2007
11368	9930 59 AVE	.21					\$147,000	2/8/2007	11370	3046 84 ST	A5	22.17'x100'	18'x38'	1	1930	\$604,000	2/2/2007
11368	9910 60 AVE	.21					\$149,000	1/31/2007	11370	3103 77 ST	A5	20'x100'	20'x35'	1	1940	\$855,000	1/19/2007
11368	9914 59 AVE	.21					\$168,888	1/11/2007	11370	7616 31 AVE	.C0	22'x90'	22'x47'	3	1960	\$750,000	1/17/2007
11368	VAN CLEEF ST	.G7	25'x100'		0	0	\$7,031,232.14	2/22/2007	11370	2134 81 ST	A5	18'x100'	18'x34'	1	1950	\$580,000	1/12/2007
11368	3346 98 ST	.A5	30'x100'	22'x28'	1	1920	\$819,000	2/6/2007	11370	2256 80 ST	.R2				0	\$280,000	1/19/2007



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Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date
11370	22-57 78TH ST	UN					\$299,730	2/8/2007	11372	3538 75 ST	21					\$150,000	2/2/2007
11370	3128 70 ST	A5	18'x110'	18'x30'	1	1945	\$700,000	1/26/2007	11372	9011 35 AVE	21					\$166,000	1/18/2007
11370	8411 25 AVE	A5	20'x100'	20'x35'	1	1935	\$615,000	2/7/2007	11372	3729 95 ST	C0	25'x95.58'	16'x36'	3	1930	\$798,000	2/7/2007
11370	21-46 78TH ST	UN					\$295,000	1/26/2007	11372	3345 72 ST	A5	30'x100'	20'x36'	1	1930	\$610,000	2/5/2007
11370	2430 79 ST	C0	21.25'x100'	21'x49'	3	1960	\$780,000	2/16/2007	11372	3538 75 ST	21					\$180,000	2/22/2007
11370	1983 78 ST	R2			1	0	\$399,000	2/19/2007	11372	3754 79 ST	B3	18.42'x100'	18.42'x33'	2	1935	\$950,000	2/14/2007
11370	7903 32 AVE	B1	26'x100'	20'x58'	2	1920	\$875,000	2/2/2007	11372	9411 34 RD	21					\$175,000	2/21/2007
11370	3255 85 ST	B1	23.58'x100'	20'x55'	2	1930	\$795,000	2/14/2007	11372	8216 34 AVE	21					\$180,000	2/21/2007
11372	7612 35 AVE	21					\$140,000	1/3/2007	11373	5728 HOFFMAN DR	G7	22.42'x78.58'		0	0	\$37,600,000	1/1/2007
11372	3720 81 ST	21					\$140,500	1/4/2007	11373	5730 HOFFMAN DR	G7	30'x78.58'		0	0	\$37,600,000	1/1/2007
11372	7217 34 AVE	21					\$236,000	1/10/2007	11373	5732 HOFFMAN DR	G7	30'x78'		0	0	\$37,600,000	1/1/2007
11372	3315 81 ST	21					\$135,000	1/4/2007	11373	8728 58 AVE	Z2	80'x218.24'	80'x216'	1	1994	\$37,600,000	1/1/2007
11372	3549 76 ST	21					\$512,000	1/5/2007	11373	9002 QUEENS BLVD	I1	347.75'x105'	253'x88'	0	1964	\$37,600,000	1/1/2007
11372	3521 80 ST	21					\$329,000	1/5/2007	11373	8605 60 RD	21					\$110,000	1/8/2007
11372	7711 35 AVE	21					\$255,000	1/11/2007	11373	7806 46 AVE	21					\$85,000	1/3/2007
11372	8811 34 AVE	21					\$160,000	1/9/2007	11373	4150 JUDGE ST	C0	21.17'x70'	22'x58'	3	1977	\$978,000	1/8/2007
11372	3540 82 ST	21					\$232,000	1/9/2007	11373	8812 ELMHURST AVE	21					\$100,000	1/11/2007
11372	3521 79 ST	21					\$108,000	1/5/2007	11373	8420 51 AVE	21					\$155,000	1/12/2007
11372	3556 79 ST	21					\$283,500	1/17/2007	11373	81-14/18 QUEENS BLVD	R4					\$635,000	1/5/2007
11372	3414 81 ST	21					\$479,000	1/5/2007	11373	81-14/18 QUEENS BLVD	D1					\$410,000	1/11/2007
11372	7711 35 AVE	21					\$325,000	1/18/2007	11373	81-14/18 QUEENS BLVD	UN					\$405,000	1/9/2007
11372	3443 91 ST	A5	20'x100'	20'x32'	1	1925	\$70,000	1/12/2007	11373	8337 ST JAMES AVE	21					\$202,000	1/9/2007
11372	3521 79 ST	21					\$150,000	1/12/2007	11373	8524 57 AVE	R2			1	0	\$245,000	1/8/2007
11372	3449 81 ST	21					\$122,000	1/23/2007	11373	4020 ELBERTSON ST	C0	21.17'x97.42'	20'x50'	3	1970	\$915,000	1/9/2007
11372	3515 95 ST	C1	100'x114.67'	100'x90'	38	1925	\$3,600,000	1/10/2007	11373	5111 GOLDSMITH ST	B1	39.50'x100'	20'x52'	2	1920	\$990,000	1/10/2007
11372	8511 34 AVE	R4	115'x200'		1	1951	\$257,000	1/23/2007	11373	8330 VIETOR AVE	21					\$126,000	1/11/2007
11372	3459 89 ST	21					\$250,000	1/17/2007	11373	9229 LAMONT AVE	21					\$153,000	1/11/2007
11372	3328 87 ST	A5	30'x100'	20'x35'	1	1935	\$750,000	1/11/2007	11373	81-14/18 QUEENS BLVD	UN					\$395,000	1/11/2007
11372	3420 83 ST	R4			1	0	\$436,500	1/26/2007	11373	8419 51 AVE	21					\$248,430	1/3/2007
11372	3542 80 ST	21					\$190,000	1/23/2007	11373	8605 60 RD	21					\$120,000	1/18/2007
11372	9011 35 AVE	21					\$158,000	1/23/2007	11373	8524 57 AVE	R5			1	0	\$283,800	1/23/2007
11372	8216 34 AVE	21					\$245,000	1/19/2007	11373	4252 LAYTON ST	21					\$173,000	1/24/2007
11372	3520 73 ST	21					\$235,000	1/30/2007	11373	8465 KNEELAND PL	B1	21.25'x55.42'	20'x52'	2	1901	\$735,000	1/3/2007
11372	3545 79 ST	21					\$385,000	1/29/2007	11373	8830 51 AVE	R4			1	0	\$280,000	1/3/2007
11372	3311 92 ST	21					\$217,500	1/11/2007	11373	4405 MACNISH ST	21					\$155,000	1/17/2007
11372	3311 92 ST	21					\$200,000	1/31/2007	11373	4252 LAYTON ST	21					\$158,000	1/22/2007
11372	7109 35 AVE	B1	23'x93'	19'x58'	2	1935	\$850,000	1/10/2007	11373	8524 57 AVE	R2			1	0	\$283,800	1/23/2007
11372	3520 LEVERICH ST	R4			1	0	\$235,000	1/11/2007	11373	8330 VIETOR AVE	21					\$158,000	1/23/2007
11372	3712 WARREN ST	A1	25'x73'	18'x44'	1	1930	\$645,000	1/19/2007	11373	5112 HILLYER ST	C0	21'x100'	21'x53'	3	1965	\$880,000	1/11/2007
11372	3316 81 ST	21					\$666,000	2/2/2007	11373	8712 GRAND AVE	R4			1	1983	\$60,200	1/12/2007
11372	3564 89 ST	R4	100'x200'		1	1927	\$292,000	1/26/2007	11373	9110 43 AVE	S2	20'x100'	20'x54'	3	1925	\$925,000	1/23/2007
11372	7915 35 AVE	R4			1	0	\$200,000	1/29/2007	11373	4234 JUDGE ST	C0	22'x100'	22'x54'	3	1967	\$908,000	1/16/2007
11372	7811 35 AVE	21					\$170,000	1/25/2007	11373	81-14/18 QUEENS BLVD	UN					\$485,000	1/19/2007
11372	8511 34 AVE	R4	115'x200'		1	1951	\$358,000	1/30/2007	11373	8610 GRAND AVE	21					\$100,000	2/1/2007
11372	8610 34 AVE	21					\$223,000	1/30/2007	11373	8330 VIETOR AVE	21					\$165,000	1/25/2007
11372	3511 86 ST	21					\$218,000	1/31/2007	11373	82-15 QUEENS BLVD	UN					\$345,000	1/23/2007
11372	7702 ROOSEVELT AVE	K2	90'x100'	90'x30'	13	1986	\$6,500,000	1/11/2007	11373	82-15 QUEENS BLVD	UN					\$345,000	1/23/2007
11372	3518 91 ST	B1	27.42'x100'	20'x60'	2	1920	\$133,320	2/1/2007	11373	82-15 QUEENS BLVD	UN					\$380,000	1/23/2007
11372	3511 86 ST	21					\$120,000	2/1/2007	11373	8345 VIETOR AVE	21					\$191,000	2/1/2007
11372	3731 73 ST	21					\$170,000	1/29/2007	11373	5809 SEABURY ST	B1	24'x118'	20'x36'	2	1915	\$655,000	1/19/2007
11372	3759 WARREN ST	C0	25'x97'	20'x63'	3	1930	\$910,000	1/26/2007	11373	7714 QUEENS BLVD	21					\$260,000	1/31/2007
11372	3546 92 ST	S2	25'x100'	21'x60'	3	1920	\$930,000	2/1/2007	11373	8111 45 AVE	21					\$230,000	2/2/2007
11372	7615 35 AVE	R4			1	0	\$455,000	2/14/2007	11373	9429 41 RD	A5	25'x100'	20'x38'	1	1920	\$770,000	1/8/2007
11372	3541 71 ST	B1	29.42'x100'	20'x38'	2	1930	\$902,280	2/13/2007	11373	81-14/18 QUEENS BLVD	UN					\$390,000	1/31/2007
11372	7810 34 AVE	21					\$225,000	2/8/2007	11373	7714 QUEENS BLVD	21					\$240,000	1/25/2007
11372	8910 35 AVE	21					\$240,000	2/6/2007	11373	4410 MACNISH ST	21					\$170,000	2/7/2007
11372	7035 BROADWAY	21					\$190,000	2/16/2007	11373	7614 KNEELAND AVE	A2	21.42'x98.50'	21.50'x46'	1	1950	\$525,000	1/16/2007
11372	3311 92 ST	21					\$200,000	2/13/2007	11373	8811 ELMHURST AVE	21					\$209,000	1/31/2007
11372	3520 72 ST	21					\$238,500	2/5/2007	11373	5175 MANILLA ST	C0	26'x100'	22'x46'	3	1960	\$800,000	1/31/2007
11372	3449 81 ST	21					\$168,000	2/1/2007	11373	8337 ST JAMES AVE	21					\$175,000	1/30/2007
11372	3720 87 ST	21					\$250,000	1/17/2007	11373	4013 77 ST	A1	28'x95'	22'x28'	1	1920	\$700,000	1/11/2007
11372	8511 34 AVE	R4	115'x200'		1	1951	\$185,000	2/8/2007	11373	9059 56 AVE	21					\$172,000	2/2/2007
11372	3737 77 ST	B1	24.75'x111.75'	20'x64'	2	1930	\$990,000	1/31/2007	11373	8707 JUSTICE AVE	S9	26.42'x100.42'	20'x68'	8	2005	\$1,300,000	2/1/2007



# Manuel Vargas Broker/Owner Panamerican Realty

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## Public Record of January & February 2007 Home Sales

Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date	Zip Code	Address	Class	Lot Size	Building Size	Units	Year Built	Sale Price	Sale Date	
11373	7439 CALAMUS AVE	R3			1	1982	\$390,000	2/5/2007	11377	3775 64 ST	.21					\$169,000	2/13/2007	
11373	4011 WARREN ST	.07	26'x100'		2	1989	\$5,425,000	1/25/2007	11377	3730 57 ST	G2	309'x200'	273'x200'	2	1931	\$5,650,000	2/9/2007	
11373	4013 WARREN ST	.K1	48.30'x90.08'	48.25'x80'	3	1990	\$5,425,000	1/25/2007	11377	3216 53 PL	A5	18'x87'	18'x30'	1	1930	\$595,800	1/30/2007	
11373	8811 ELMHURST AVE	.21					\$185,000	1/31/2007	11377	5402 39 AVE	A1	25'x100'	20'x38'	1	1925	\$640,000	2/12/2007	
11373	4405 MACNISH ST	.21					\$165,000	1/30/2007	11377	3121 54 ST	.21					\$175,000	2/13/2007	
11373	9303 49 AVE	.C0	33.02'x100.12'	22'x46'	3	1920	\$810,000	1/30/2007	11377	4142 50 ST	.21					\$245,000	2/8/2007	
11373	8708 JUSTICE AVE	.R5			1	0	\$182,000	1/9/2007	11377	4146 52 ST	B2	24.58'x105'	22'x36'	2	1920	\$590,000	2/1/2007	
11373	82-15 QUEENS BLVD	UN					\$349,830	1/26/2007	11377	66-06 WOODSIDE AVE	UN					\$1,100,000	2/8/2007	
11373	7911 ANKENER AVE	.B3	42.58'x54.08'	30'x30'	2	1940	\$483,000	1/25/2007	11377	3925 51 ST	.21					\$130,000	2/14/2007	
11373	8425 ELMHURST AVE	.R4			1	0	\$219,000	2/1/2007	11377	3925 51 ST	.21					\$127,500	1/17/2007	
11373	9059 56 AVE	.21					\$185,000	2/13/2007	11377	4222 64 ST	B1	20'x97.17'	20'x56'	2	1930	\$810,000	1/25/2007	
11373	4225 80 ST	.R4			1	1960	\$360,000	2/12/2007	11377	4810 65 ST	A9	20'x100'	12'x35'	1	1920	\$579,000	2/2/2007	
11373	4150 78 ST	.21					\$190,000	2/14/2007	11377	4810 45 ST	.21					\$100,000	1/25/2007	
11373	9310 43 AVE	B1	25'x100'	20'x34'	2	1915	\$799,240	2/2/2007	11377	6311 QUEENS BLVD	.21					\$300,000	1/18/2007	
11373	8702 55 RD	.C0	25'x100'	20'x58'	3	1925	\$8,400	1/25/2007	11377	6210 WOODSIDE AVE	R4				1	1922	\$590,000	2/9/2007
11373	8812 ELMHURST AVE	.21					\$109,000	2/22/2007	11377	3947 64 ST	.C0	20'x100'	16'x58'	3	1920	\$820,000	2/13/2007	
11373	4405 MACNISH ST	.21					\$222,000	1/25/2007	11377	5174 48 ST	.C0	22'x95'	22'x43'	3	1950	\$650,000	2/16/2007	
11373	5141 HILLIER ST	B3	20'x100'	20'x38'	2	1940	\$535,000	2/6/2007	11377	6011 BROADWAY	.21					\$160,000	2/23/2007	
11373	9107 48 AVE	B2	25'x100'	20'x48'	2	1925	\$760,000	1/11/2007	11377	3924 57 ST	A5	25'x100'	18'x38'	1	1901	\$655,000	1/30/2007	
11373	4405 MACNISH ST	.21					\$167,000	2/21/2007	11378	5731 65 ST	.C0	22'x100'	18'x54'	3	1925	\$635,000	1/4/2007	
11377	6610 MAURICE AVE	B1	20'x161'	20'x38'	2	1945	\$710,000	1/9/2007	11378	6711 53 DR	B1	25'x95'	18'x50'	2	1930	\$660,000	1/4/2007	
11377	3976 57 ST	.21					\$130,000	1/12/2007	11378	6117 MASPETH AVE	B2	25'x100'	22'x46'	2	1910	\$600,000	1/5/2007	
11377	5517 31 AVE	.21					\$100,000	1/10/2007	11378	5707 59 ST	E3	24.50'x107'	24'x100'	1	1950	\$1,250,000	1/11/2007	
11377	5024 QUEENS BLVD	.G4	121'x101'	25'x100'	1	1939	\$2,200,000	1/9/2007	11378	5308 68 ST	B2	50'x100'	21'x40'	2	1930	\$833,000	1/11/2007	
11377	5205 39 RD	.21					\$170,000	1/10/2007	11378	5709 59 ST	E1	50'x107'	50'x45'	1	1950	\$1,250,000	1/11/2007	
11377	4707 67 ST	A5	20'x90'	20'x38'	1	1940	\$250,000	1/5/2007	11378	5711 59 ST	E9	20'x107'	15'x45'	1	1950	\$1,250,000	1/11/2007	
11377	5022 39 AVE	S9	20'x100'	20'x100'	4	1929	\$900,000	1/9/2007	11378	6077 59 DR	A2	24'x100'	20'x35'	1	1925	\$381,900	1/8/2007	
11377	64 54 MAURICE AVE	E1	232'x100'	232'x75'	3	1964	\$3,600,000	1/9/2007	11378	6027 60 RD	.G7	20'x100'		0	0	\$425,000	1/5/2007	
11377	4742 48 ST	C2	27.25'x95'	20'x84'	6	1923	\$850,000	1/11/2007	11378	60 ST	.V0	25'x5'		0	0	\$425,000	1/5/2007	
11377	5517 31 AVE	.21					\$170,000	1/9/2007	11378	5928 FLUSHING AVE	A5	25.42'x110'	16'x36'	1	1920	\$345,000	1/18/2007	
11377	4310 50 AVE	.21					\$255,000	1/16/2007	11378	7347 52 RD	A5	18'x86.42'	18'x34.08'	1	1945	\$542,000	1/10/2007	
11377	4810 43 ST	.21					\$184,000	1/12/2007	11378	6534 JAY AVE	B2	40'x85'	17'x40'	2	1940	\$667,000	1/19/2007	
11377	5031 61 ST	A5	20'x100'	20'x38'	1	1945	\$670,000	1/12/2007	11378	6934 CALDWELL AVE	A5	19.42'x95'	15'x36'	1	1920	\$473,800	1/16/2007	
11377	6931 49 AVE	A1	25'x80.58'	22'x20'	1	1901	\$1,750,000	1/11/2007	11378	5620 REMSEN PL	A2	25'x100'	25'x36'	1	1935	\$585,000	1/12/2007	
11377	5802 NORTHERN BLVD	K1	37.14'x80.19'	37'x65'	1	1930	\$1,850,000	1/12/2007	11378	6807 59 DR	B2	20'x100'	18'x50'	2	1931	\$630,000	1/12/2007	
11377	5517 31 AVE	.21					\$180,000	1/11/2007	11378	5715 69 LN	R2	70'x100'		1	1989	\$262,600	1/12/2007	
11377	3925 51 ST	.21					\$219,000	1/25/2007	11378	5411 72 ST	A1	25'x100'	18'x55'	1	1920	\$790,000	1/25/2007	
11377	4820 70 ST	.09	25'x100'	25'x98'	2	1950	\$1,750,000	1/11/2007	11378	6618 JAY AVE	B2	25'x100'	18'x26'	2	1915	\$477,000	1/17/2007	
11377	5333 37 RD	A5	22'x100'	22'x44'	1	1940	\$485,000	1/16/2007	11378	6449 59 AVE	A2	17.42'x95'	15'x36'	1	1925	\$305,000	1/19/2007	
11377	6311 QUEENS BLVD	.21					\$235,000	1/29/2007	11378	5736 57 DR	A5	15'x40'	15'x28'	1	1899	\$190,000	1/25/2007	
11377	3925 51 ST	.21					\$120,000	1/12/2007	11378	5247 66 ST	A5	19'x106'	19'x35'	1	1940	\$510,000	1/30/2007	
11377	4018 68 ST	C1	25'x96.67'	25'x55'	7	2005	\$1,463,000	1/12/2007	11378	6449 58 RD	A5	19'x100'	16'x44'	1	1915	\$420,000	1/29/2007	
11377	3925 51 ST	.21					\$206,000	1/29/2007	11378	5938 60 AVE	B1	18.83'x100'	18.83'x52'	2	2004	\$840,000	1/12/2007	
11377	5205 39 RD	.21					\$170,000	1/30/2007	11378	5610 68 ST	B1	29.50'x96'	22.67'x42'	2	1960	\$700,000	1/23/2007	
11377	3965 52 ST	.21					\$107,500	1/26/2007	11378	5220 71 ST	A5	21'x95'	21'x43'	1	1935	\$474,000	1/31/2007	
11377	3740 64 ST	B1	24'x100'	20'x54'	2	1930	\$625,000	1/16/2007	11378	5439 63 PL	A5	18'x100'	18'x37'	1	1950	\$540,000	1/30/2007	
11377	4012 73 ST	.21					\$110,000	1/26/2007	11378	60-59 58TH RD	UN					\$840,000	1/24/2007	
11377	4302 53 ST	.21					\$175,000	1/31/2007	11378	6803 59 DR	B2	20'x100'	18'x50'	2	1931	\$499,000	2/2/2007	
11377	5517 31 AVE	.21					\$170,000	2/6/2007	11378	5215 65 PL	.21					\$190,000	2/9/2007	
11377	4034 68 ST	C0	20'x100'	16'x55'	3	1915	\$842,000	1/22/2007	11378	6243 60 DR	A5	20'x100'	16'x38'	1	1920	\$450,000	1/26/2007	
11377	3722 69 ST	A1	21'x90'	16'x36'	1	1930	\$639,000	1/26/2007	11378	7348 52 CT	A5	23.50'x93.33'	20'x45'	1	1935	\$457,000	1/29/2007	
11377	4737 45 ST	.21					\$95,000	2/6/2007	11378	6263 60 RD	B2	23'x100'	19'x50'	2	1920	\$545,000	1/31/2007	
11377	6515 38 AVE	.21					\$199,000	1/22/2007	11378	6255 60 DR	B3	20'x100'	16'x38'	2	1920	\$555,000	2/5/2007	
11377	4038 61 ST	A5	25'x115'	20'x28'	1	1920	\$650,000	1/19/2007	11378	6074 70 ST	A5	16'x100'	16'x30'	1	1940	\$440,000	1/22/2007	
11377	5508 37 AVE	A5	25'x100'	18'x26'	1	1901	\$499,000	2/5/2007	11378	7221 60 AVE	C0	22'x125'	21'x46'	3	1955	\$735,000	2/8/2007	
11377	3925 51 ST	.21					\$297,000	2/5/2007	11378	6616 53 DR	A1	25'x100'	16'x32'	1	1920	\$515,000	2/8/2007	
11377	4310 50 AVE	.21					\$135,000	1/19/2007	11378	6202 60 PL	C0	25'x98'	25'x40'	3	1930	\$700,000	2/7/2007	
11377	5517 31 AVE	.21					\$155,000	2/6/2007	11378	5636 REMSEN PL	.V0	25'x100'		0	0	\$730,000	2/9/2007	
11377	4737 45 ST	.21					\$315,000	1/29/2007	11378	6639 CLINTON AVE	B2	21.58'x100'	18'x50'	2	1930	\$625,000	2/1/2007	
11377	3215 58 ST	E3	75'x100'	60'x87'	1	1931	\$1,400,000	1/23/2007	11378	5341 64 ST	A5	25'x100'	20'x34'	1	1945	\$517,500	2/16/2007	
11377	4140 60 ST	B2	25'x100'	20'x55'	2	1925	\$515,000	2/6/2007	11378	6416 55 AVE	A1	25'x73.75'	16'x36'	1	1925	\$425,000	2/15/2007	
11377	4737 45 ST	.21					\$128,000	2/13/2007	11378	6223 60 AVE	B3	39.17'x106'	18'x34'	2	1930	\$525,000	2/15/2007	
11377	4158 71 ST	R4			1	0	\$210,000	1/31/2007	11378	5939 69 LN	A5	17'x100'	17'x34'	1	1955	\$520,000	1/29/2007	

# 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



LEGAL 2-FAMILY

### CORONA/41ST AVENUE

Excellent semidetached 2-family with private driveway and parking for 3 – 4 cars in rear. Won't last.

\$579,000



SOLD WITHIN 95% OF ASKING PRICE

### E. ELMHURST/JACKSON HEIGHTS

Beautiful 2 BR all-brick ranch with finished basement, garage and back yard. Excellent residential and convenient block.

\$525,000



MINT CONDITION

### E. ELMHURST/JACKSON HEIGHTS. BEAUTIFUL 1-FAMILY DUPLEX

Featuring LR, formal DR, eat-in kitchen with stainless steel appliances, 3 BR, marble BA, lots of closets, rear parking and finished basement. Too many improvements to list. Walk to the mall and Northern Blvd.

\$639,000



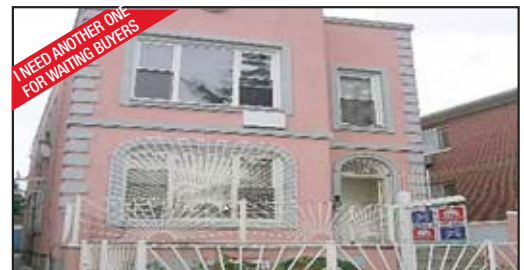
CLOSED IN FEB FOR \$1.2 M!

### ASTORIA PRIME. ON 36TH ST AND 28TH AVE, 3 BLOCKS TO TRAINS!

Very large building (24.5' x 52') on a 25' x 104' R6 lot. Excellent condition, new boiler, many extras. Layout is 6/6/5/ + finished basement and garage. There is a total of 5 BA. The house has great income and it has a lovely yard. Won't last.

Price below \$1,250,000

I AM THE NUMBER 1 EXPERT IN YOUR AREA, EXPERIENCE SELLS! CALL MANUEL 917-559-2002



I NEED ANOTHER ONE FOR WAITING BUYERS

### JACKSON HEIGHTS/ E. ELMHURST. EXTRA-LARGE BUILDING SIZE.

2-family detached brick featuring 3 bedrooms + 4 bedrooms + finished basement and 2-car garage. I have others.



SOLD IN 1 DAY FOR 99.4% OF ASKING PRICE

### E. ELMHURST. 2-FAMILY BRICK BY 31ST AVE.

Excellent brick semi-detached town house. Sold "as is" with no guarantees to the best and highest offer. Private driveway, 2-car garage. Corporate owner entrusted this fine piece of real estate to Manuel: 917-559-2002.

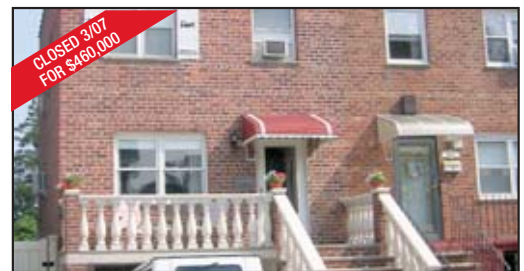
\$670,000



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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.



CLOSED 3/07 FOR \$460,000

### MIDDLE VILLAGE

Large 3-bedroom Colonial on residential block. Fully finished basement. Marble bathrooms and granite kitchen. Won't last. Owner relocating overseas.

Listed At \$649,000



SOLD IN 2 WEEKS WITHIN 98% OF ASKING

### EAST ELMHURST/LA GUARDIA. VERY GOOD CONDITIONS 3 BR COLONIAL

Featuring living room with wood-burning fireplace, formal dining room, EIK, 3 BR, 1.5 BA, semifinished basement. And 1-car garage. Solid brick house on quiet block. Lovely back yard.

Won't Last At \$460,000



This certificate entitles you to an accurate evaluation of your property at no cost or obligation to you. please call Manuel 917-559-2002



593 ACRES ON THE BEACH!

### DOMINICAN REPUBLIC

Property has 6km of frontage on the atlantic ocean with virgin beaches and rolling hills. Suitable for hotel, resort, golf facilities. It also borders intercounty road with all the utilities at the road.

\$96,000,000

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.