

ELLI MAN

REPORT

Q2 2018

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

7.9%

SALES

Closed Sales

7.4%

MARKETING TIME

Days on Market

44 days

NEGOTIABILITY

Listing Discount

0.2%

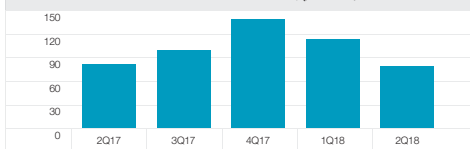
NORTHWEST

- Median sales price declined
- Sales fell short of prior year
- Expansion of marketing time

LONG ISLAND CITY

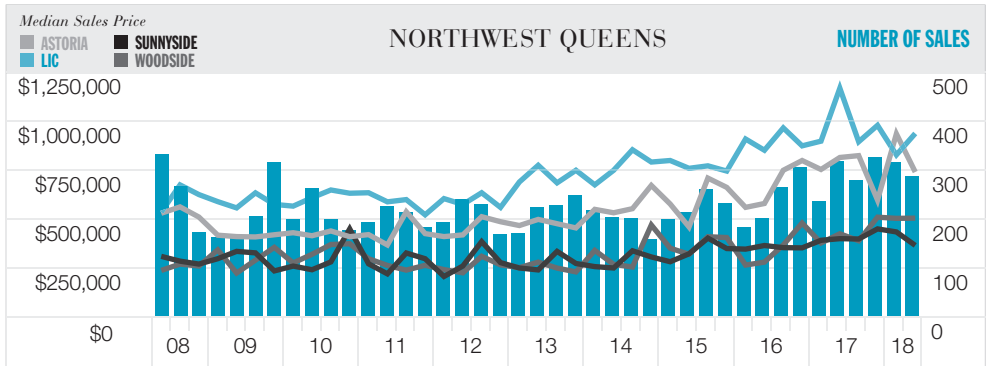
- Condo sales slipped
- Co-op price trends declined
- 1-3 family sales were flat

LONG ISLAND CITY SALES (by number)



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Northwest Queens Market Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$847,950	-0.3%	\$850,651	-3.4%	\$877,899
Median Sales Price	\$739,000	-6.5%	\$790,000	-7.9%	\$802,500
Number of Sales (Closed)	287	-9.2%	316	-7.4%	310
Days on Market (From Last List Date)	184	58.6%	116	31.4%	140
Listing Discount (From Last List Price)	0.7%		-0.8%		0.5%



The northwest region of Queens, including the neighborhoods of Long Island City, Astoria, Sunnyside and Woodside, showed a decline in the number of sales and price trend indicators. There were 287 sales in the quarter, down 7.4% from the same period last year. Median sales price decreased 7.9% to \$739,000 and the average sales price slipped 3.4% to \$847,950

respectively from the same period last year. Days on market, the number of days from the date of the last price change to the contract date, jumped by more than a month to 184 days. Listing discount, the percent change from the list price at time of contract to the contract price, remained nominal at 0.7% from 0.5% over the same period.

Long Island City Condos Market Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,107,291	16.1%	\$954,022	-5.5%	\$1,171,426
Average Price Per Sq Ft	\$1,243	6.1%	\$1,172	4.5%	\$1,189
Median Sales Price	\$938,441	11.5%	\$841,403	-19.3%	\$1,162,500
Number of Sales (Closed)	70	-32.7%	104	-5.4%	74

Long Island City Co-Ops Market Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$513,750	-11.9%	\$582,929	-3.7%	\$533,333
Median Sales Price	\$513,750	-10.4%	\$573,500	-7.4%	\$555,000
Number of Sales (Closed)	2	-71.4%	7	-33.3%	3

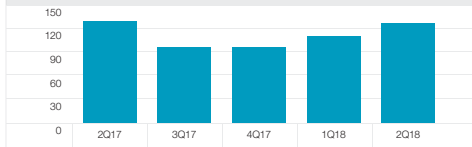
Long Island City 1-3 Family Market Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,248,125	-3.7%	\$1,296,667	-2.3%	\$1,276,875
Average Price Per Sq Ft	\$933	134.4%	\$398	65.1%	\$565
Median Sales Price	\$1,025,000	-17.3%	\$1,240,000	-23.2%	\$1,335,000
Number of Sales (Closed)	8	166.7%	3	0.0%	8

Queens Market by LOCATION

ASTORIA

- Condo sales surged as price trends slipped
- Co-op sales declined as price trends were mixed
- 1-3 family price trends surged as sales declined

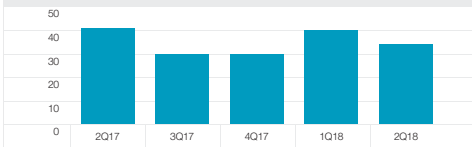
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op sales were flat as prices moved higher
- 1-3 family prices and sales declined

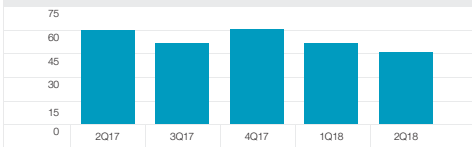
SUNNYSIDE SALES (by number)



WOODSIDE

- Co-op price trends were mixed as sales fell sharply
- 1-3 family sales declined as price trends remained mixed

WOODSIDE SALES (by number)



Astoria Condos Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$710,072	12.1%	\$633,327	-6.9%	\$762,316
Average Price per Sq Ft	\$977	18.3%	\$826	-0.9%	\$986
Median Sales Price	\$709,160	9.1%	\$650,000	-4.9%	\$745,601
Number of Sales (Closed)	68	300.0%	17	19.3%	57

Astoria Co-Op Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$413,431	11.9%	\$369,606	-58.4%	\$993,865
Median Sales Price	\$394,000	12.9%	\$349,000	25.1%	\$315,000
Number of Sales (Closed)	13	-51.9%	27	-23.5%	17

Astoria 1-3 Family Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,239,538	0.4%	\$1,234,109	10.1%	\$1,126,275
Average Price per Sq Ft	\$658	11.7%	\$589	36.0%	\$484
Median Sales Price	\$1,260,000	6.8%	\$1,180,000	26.8%	\$993,500
Number of Sales (Closed)	46	-30.3%	66	-14.8%	54

Sunnyside Co-Op Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$339,631	-6.6%	\$363,484	4.7%	\$324,387
Median Sales Price	\$334,000	-14.4%	\$390,000	3.6%	\$322,500
Number of Sales (Closed)	24	-4.0%	25	0.0%	24

Sunnyside 1-3 Family Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$1,039,400	-16.1%	\$1,238,577	-9.5%	\$1,148,273
Average Price per Sq Ft	\$580	0.7%	\$576	-11.3%	\$654
Median Sales Price	\$1,094,350	-4.8%	\$1,150,000	-9.6%	\$1,210,000
Number of Sales (Closed)	8	-38.5%	13	-27.3%	11

Woodside Co-Op Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$338,474	-5.4%	\$357,614	2.4%	\$330,519
Median Sales Price	\$315,000	-5.3%	\$332,500	-3.5%	\$326,500
Number of Sales (Closed)	19	-13.6%	22	-44.1%	34

Woodside 1-3 Family Matrix	Q2-2018	%Δ (QRT)	Q1-2018	%Δ (YR)	Q2-2017
Average Sales Price	\$905,267	-11.2%	\$1,019,056	-1.1%	\$915,692
Average Price per Sq Ft	\$477	12.5%	\$424	24.2%	\$384
Median Sales Price	\$900,000	-9.2%	\$991,500	-5.3%	\$950,000
Number of Sales (Closed)	15	-16.7%	18	-11.8%	17

NEIGHBORHOODS OF QUEENS

CENTRAL

Bellerose
Briarwood
Floral Park
Forest Hills
Fresh Meadows
Glen Oaks
Hillcrest

Hollis Hills
Holliswood
Jamaica Estates
Jamaica Hills
Kew Gardens
Queens Village
Rego Park

NORTHEAST

Bayside
Beechhurst
College Point
Douglaston
Flushing North
Flushing South
Little Neck
Oakland Gardens
Whitestone

NORTHWEST

Astoria
Long Island City
Sunnyside
Woodside

SOUTH

Airport JFK
Cambria Heights
Hollis
Howard Beach
Jamaica
Jamaica Bay
Laurelton
Ozone Park

Richmond Hill
Rosedale
So. Jamaica Bay
South Jamaica
South Ozone Park
Springfield Gardens
St. Albans
Woodhaven

WEST

Airport LaGuardia
Corona
East Elmhurst
Elmhurst
Flushing Meadow Park
Glendale
Jackson Heights
Maspeth
Middle Village
Ridgewood

ROCKAWAY

Arverne
Belle Harbor
Broad Channel
Far Rockaway
Hammels
Nesponsit
Rockaway Park

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