

# ELLI MAN

## REPORT

# Q4 2018

## NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

## DASHBOARD

year-over-year

### PRICES

Median Sales Price

0.2%

### SALES

Closed Sales

22.8%

### MARKETING TIME

Days on Market

23 days

### NEGOTIABILITY

Listing Discount

2.7%

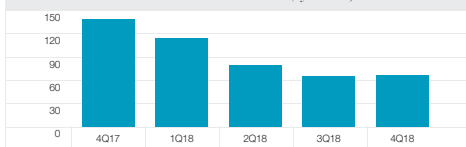
## NORTHWEST

- Price trends remained mixed
- Number of sales declined
- Expanded negotiability

## LONG ISLAND CITY

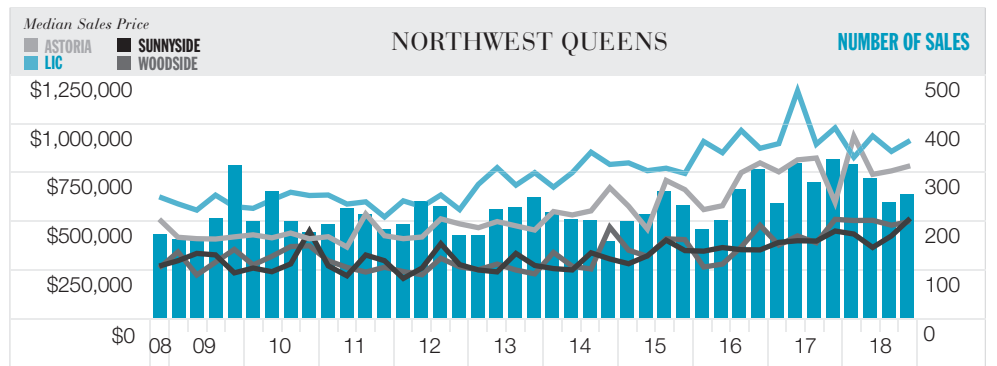
- Condo sales fell sharply
- Co-op sales were nominal
- 1-3 family price trends jumped

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	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$874,594	5.8%	\$826,505	6.3%	\$823,125
Median Sales Price	\$778,481	6.6%	\$730,000	-0.2%	\$780,000
Number of Sales (Closed)	254	6.7%	238	-22.8%	329
Days on Market (From Last List Date)	96	74.5%	55	-19.3%	119
Listing Discount (From Last List Price)	4.2%		2.6%		1.5%



The northwest region of Queens showed weaker sales and mixed price trends in the final quarter of 2018. The median sales price for the quarter was \$778,481, down a nominal 0.2% while average sales price increased 6.3% to \$874,594 respectively from the year-ago quarter. Higher priced 1-3 family sales skewed the average sales price higher despite their small market share.

The number of sales declined 22.8% to 254 over the same period and was the third consecutive decline consistent with the overall borough trend. Listing discount, the percent change from the list price at the time of contract to the contract price, expanded to 4.2% from 1.5% over the same period.

Long Island City Condos Market Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,017,574	-5.5%	\$1,077,036	-7.7%	\$1,102,680
Average Price Per Sq Ft	\$1,123	-4.3%	\$1,174	-10.8%	\$1,259
Median Sales Price	\$906,542	-0.1%	\$907,500	-9.2%	\$998,000
Number of Sales (Closed)	60	7.1%	56	-49.6%	119

Long Island City Co-Ops Market Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$700,000	18.4%	\$591,100	37.9%	\$507,557
Median Sales Price	\$700,000	23.9%	\$565,000	36.5%	\$513,000
Number of Sales (Closed)	1	-83.3%	6	-92.9%	14

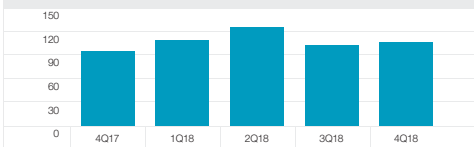
Long Island City 1-3 Family Market Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,853,000	67.2%	\$1,108,333	28.8%	\$1,438,833
Average Price Per Sq Ft	\$940	178.9%	\$337	17.5%	\$800
Median Sales Price	\$2,075,000	108.5%	\$995,000	43.8%	\$1,442,500
Number of Sales (Closed)	5	66.7%	3	-16.7%	6

Queens Market by **LOCATION**

**ASTORIA**

- Condo sales and price trends moved higher
- Co-op sales fell as price trends showed mixed results
- 1-3 family price trends and sales continued to rise

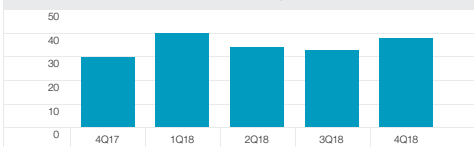
ASTORIA SALES (by number)



**SUNNYSIDE**

- Co-op price trends and sales expanded
- 1-3 family price trends surged as sales edged higher

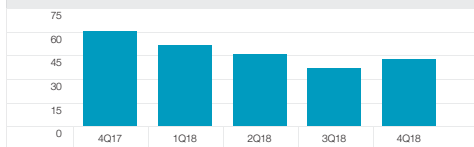
SUNNYSIDE SALES (by number)



**WOODSIDE**

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

WOODSIDE SALES (by number)



Astoria Condos Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$610,118	16.0%	\$525,984	3.1%	\$591,676
Average Price per Sq Ft	\$1,004	25.8%	\$798	14.9%	\$874
Median Sales Price	\$610,000	25.8%	\$485,000	1.7%	\$600,000
Number of Sales (Closed)	29	11.5%	26	38.1%	21

Astoria Co-Op Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$392,688	0.6%	\$390,520	8.0%	\$363,550
Median Sales Price	\$311,131	-8.0%	\$338,139	-10.9%	\$349,239
Number of Sales (Closed)	18	-25.0%	24	-50.0%	36

Astoria 1-3 Family Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,242,817	3.1%	\$1,204,906	18.7%	\$1,047,085
Average Price per Sq Ft	\$709	4.6%	\$678	19.4%	\$594
Median Sales Price	\$1,207,500	-1.0%	\$1,220,000	8.3%	\$1,115,000
Number of Sales (Closed)	60	13.2%	53	46.3%	41

Sunnyside Co-Op Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$381,032	3.5%	\$368,149	7.6%	\$354,141
Median Sales Price	\$367,500	2.1%	\$360,000	13.2%	\$324,750
Number of Sales (Closed)	20	-4.8%	21	25.0%	16

Sunnyside 1-3 Family Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,171,167	3.3%	\$1,134,222	33.4%	\$878,099
Average Price per Sq Ft	\$786	12.4%	\$699	97.5%	\$398
Median Sales Price	\$1,177,500	1.5%	\$1,160,000	30.8%	\$900,000
Number of Sales (Closed)	12	33.3%	9	9.1%	11

Woodside Co-Op Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$345,894	-5.6%	\$366,235	0.8%	\$343,131
Median Sales Price	\$315,250	-11.2%	\$355,000	-5.8%	\$334,500
Number of Sales (Closed)	22	29.4%	17	-8.3%	24

Woodside 1-3 Family Matrix	Q4-2018	%Δ (QRT)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,026,625	15.4%	\$889,883	3.9%	\$987,818
Average Price per Sq Ft	\$646	47.8%	\$437	32.1%	\$489
Median Sales Price	\$969,000	5.9%	\$915,000	-2.1%	\$990,000
Number of Sales (Closed)	16	6.7%	15	-27.3%	22

**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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**Douglas Elliman**  
Real Estate  
575 Madison Avenue  
New York, NY 10022  
212.891.7000  
[elliman.com](http://elliman.com)

**Miller Samuel Real Estate**  
Appraisers & Consultants  
21 West 38th Street  
New York, NY 10018  
212.768.8100  
[millersamuel.com](http://millersamuel.com)

**QUEENS OFFICE** 36-29 Bell Blvd 718.631.8900 • 47-37 Vernon Blvd 917.386.6164 • 47-36 Vernon Blvd 718.729.0001 Visit [ELLIMAN.COM](http://ELLIMAN.COM) for a list of all our offices in Manhattan, Brooklyn, Queens, Bronx, Long Island, the Hamptons & North Fork, Westchester, Putnam/Dutchess Counties, Greenwich, Aspen, Los Angeles and Florida

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