

# ELLI MAN

## REPORT

# Q1 2019

## NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

### DASHBOARD

year-over-year

#### PRICES

Median Sales Price

9.6%

#### SALES

Closed Sales

21.5%

#### MARKETING TIME

Days on Market

20 days

#### NEGOTIABILITY

Listing Discount

2.5%

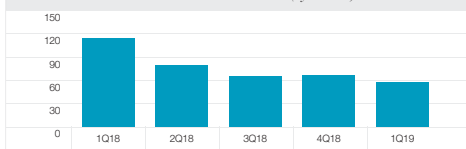
### NORTHWEST

- Sales and median price fell
- Shorter marketing time
- Price strength at top of market

### LONG ISLAND CITY

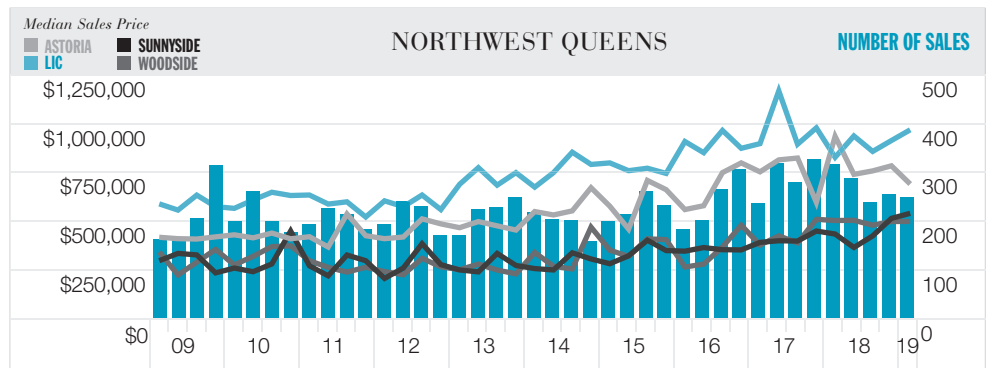
- Condo median price jumped
- Co-op median price edged higher
- 1-3 family price trends declined

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	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$828,751	-5.2%	\$874,594	-2.6%	\$850,651
Median Sales Price	\$713,888	-8.3%	\$778,481	-9.6%	\$790,000
Number of Sales (Closed)	248	-2.4%	254	-21.5%	316
Days on Market (From Last List Date)	96	0.0%	96	-17.2%	116
Listing Discount (From Last List Price)	1.7%		4.2%		-0.8%



The northwest region of Queens accounted for 8.5% of all borough sales, down from 9.6% in the prior-year quarter. Both median sales price and the number of sales fell year over year for the fourth consecutive quarter as the market continued to soften. Median sales price declined 9.6% to \$713,888, and average sales price slipped 2.6% to \$828,751 respectively

from the same quarter a year ago. The number of sales decreased by 21.5% to 248 from the year-ago quarter, the fourth consecutive year over year decline. Days on market, the number of days from the last price change to the contract date, was twenty days, or 17.2%, faster than last year.

Long Island City Condos Market Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,173,533	15.3%	\$1,017,574	23.0%	\$954,022
Average Price Per Sq Ft	\$1,236	10.1%	\$1,123	5.5%	\$1,172
Median Sales Price	\$1,017,350	12.2%	\$906,542	20.9%	\$841,403
Number of Sales (Closed)	46	-23.3%	60	-55.8%	104

Long Island City Co-Ops Market Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$600,667	-14.2%	\$700,000	3.0%	\$582,929
Median Sales Price	\$577,500	-17.5%	\$700,000	0.7%	\$573,500
Number of Sales (Closed)	6	500.0%	1	-14.3%	7

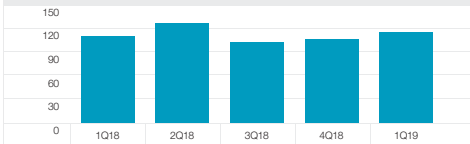
Long Island City 1-3 Family Market Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,159,000	-37.5%	\$1,853,000	-10.6%	\$1,296,667
Average Price Per Sq Ft	\$370	-60.6%	\$940	-7.0%	\$398
Median Sales Price	\$900,000	-56.6%	\$2,075,000	-27.4%	\$1,240,000
Number of Sales (Closed)	5	0.0%	5	66.7%	3

## Queens Market by LOCATION

### ASTORIA

- Condo price trends were mixed as sales surged
- Co-op sales and price trends moved higher
- 1-3 family number of sales declined

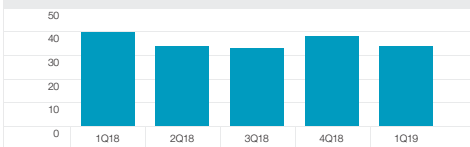
ASTORIA SALES (by number)



### SUNNYSIDE

- Co-op median price and sales declined
- 1-3 family median price and sales increased

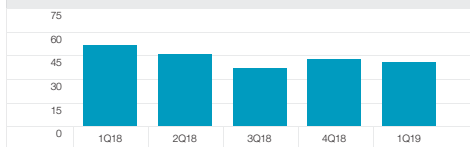
SUNNYSIDE SALES (by number)



### WOODSIDE

- Co-op median price and sales rose
- 1-3 family price trends were mixed as sales declined

WOODSIDE SALES (by number)



Astoria Condos Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$641,225	5.1%	\$610,118	1.2%	\$633,327
Average Price per Sq Ft	\$918	-8.6%	\$1,004	11.1%	\$826
Median Sales Price	\$634,500	4.0%	\$610,000	-2.4%	\$650,000
Number of Sales (Closed)	40	37.9%	29	135.3%	17

Astoria Co-Op Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$395,075	0.6%	\$392,688	6.9%	\$369,606
Median Sales Price	\$357,139	14.8%	\$311,131	2.3%	\$349,000
Number of Sales (Closed)	28	55.6%	18	3.7%	27

Astoria 1-3 Family Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,211,330	-2.5%	\$1,242,817	-1.8%	\$1,234,109
Average Price per Sq Ft	\$702	-1.0%	\$709	19.2%	\$589
Median Sales Price	\$1,127,500	-6.6%	\$1,207,500	-4.4%	\$1,180,000
Number of Sales (Closed)	48	-20.0%	60	-27.3%	66

Sunnyside Co-Op Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$362,038	-5.0%	\$381,032	-0.4%	\$363,484
Median Sales Price	\$327,500	-10.9%	\$367,500	-16.0%	\$390,000
Number of Sales (Closed)	16	-20.0%	20	-36.0%	25

Sunnyside 1-3 Family Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$1,126,621	-3.8%	\$1,171,167	-9.0%	\$1,238,577
Average Price per Sq Ft	\$754	-4.1%	\$786	30.9%	\$576
Median Sales Price	\$1,202,500	2.1%	\$1,177,500	4.6%	\$1,150,000
Number of Sales (Closed)	14	16.7%	12	7.7%	13

Woodside Co-Op Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$393,196	13.7%	\$345,894	9.9%	\$357,614
Median Sales Price	\$389,000	23.4%	\$315,250	17.0%	\$332,500
Number of Sales (Closed)	23	4.5%	22	4.5%	22

Woodside 1-3 Family Matrix	Q1-2019	%Δ (QRT)	Q4-2018	%Δ (YR)	Q1-2018
Average Sales Price	\$931,245	-9.3%	\$1,026,625	-8.6%	\$1,019,056
Average Price per Sq Ft	\$614	-5.0%	\$646	44.8%	\$424
Median Sales Price	\$830,000	-14.3%	\$969,000	-16.3%	\$991,500
Number of Sales (Closed)	13	-18.8%	16	-27.8%	18

### 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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