

ELLI MAN

REPORT

Q2 2019

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

5.5%

SALES

Closed Sales

25.8%

MARKETING TIME

Days on Market

92 days

NEGOTIABILITY

Listing Discount

2.6%

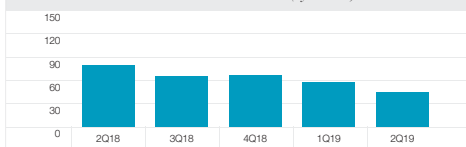
NORTHWEST

- Number of sales declined
- Average and median sales price rose
- Negotiability expanded

LONG ISLAND CITY

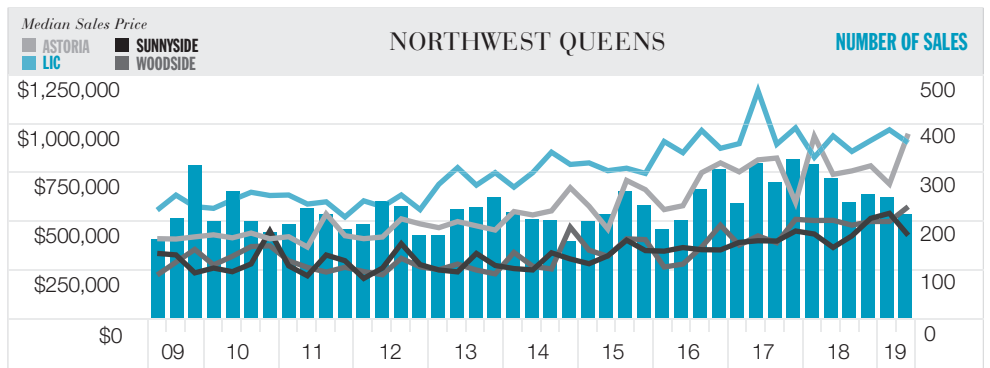
- Condo price trends slipped
- Co-op price trends expanded
- 1-3 family price trends were mixed

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	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$865,652	4.5%	\$828,751	2.1%	\$847,950
Median Sales Price	\$780,000	9.3%	\$713,888	5.5%	\$739,000
Number of Sales (Closed)	213	-14.1%	248	-25.8%	287
Days on Market (From Last List Date)	92	-4.2%	96	-50.0%	184
Listing Discount (From Last List Price)	3.3%		1.7%		0.7%



Price trends continued to show irregular patterns over the past two years. Median and average sales price increased year over year after declining annually in the prior quarter. The median sales price for the region rose 5.5% to \$780,000, and the average sales price increased 2.1% to \$865,652 respectively from

the same quarter last year. The number of sales showed a more consistent trend of annual declines for the fifth straight quarter. There were 213 sales to close in the second quarter, down 25.8% from the prior year quarter, 7.8% below the ten-year quarterly average of 231.

Long Island City Condos Market Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,100,693	-6.2%	\$1,173,533	-0.6%	\$1,107,291
Average Price Per Sq Ft	\$1,017	-17.7%	\$1,236	-18.2%	\$1,243
Median Sales Price	\$903,419	-11.2%	\$1,017,350	-3.7%	\$938,441
Number of Sales (Closed)	29	-37.0%	46	-58.6%	70

Long Island City Co-Ops Market Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$650,667	8.3%	\$600,667	26.7%	\$513,750
Median Sales Price	\$575,000	-0.4%	\$577,500	11.9%	\$513,750
Number of Sales (Closed)	9	50.0%	6	350.0%	2

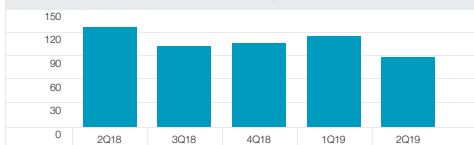
Long Island City 1-3 Family Market Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,784,286	54.0%	\$1,159,000	43.0%	\$1,248,125
Average Price Per Sq Ft	\$810	118.9%	\$370	-13.2%	\$933
Median Sales Price	\$1,750,000	94.4%	\$900,000	70.7%	\$1,025,000
Number of Sales (Closed)	7	40.0%	5	-12.5%	8

Queens Market by LOCATION

ASTORIA

- Condo price trends and sales declined
- Co-op sales and price trends surged
- 1-3 family sales jumped as price trends remained mixed

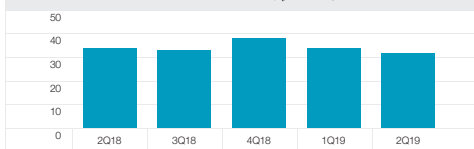
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op price trends rose as sales declined
- 1-3 family price trends and sales decreased

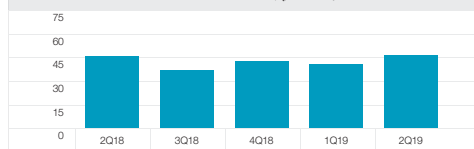
SUNNYSIDE SALES (by number)



WOODSIDE

- Co-op price trends and sales jumped
- 1-3 family price trends and sales surged

WOODSIDE SALES (by number)



Astoria Condos Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$657,090	2.5%	\$641,225	-7.5%	\$710,072
Average Price per Sq Ft	\$883	-3.8%	\$918	-9.6%	\$977
Median Sales Price	\$631,000	-0.6%	\$634,500	-11.0%	\$709,160
Number of Sales (Closed)	16	-60.0%	40	-76.5%	68

Astoria Co-Op Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$490,059	24.0%	\$395,075	18.5%	\$413,431
Median Sales Price	\$525,000	47.0%	\$357,139	33.2%	\$394,000
Number of Sales (Closed)	15	-46.4%	28	15.4%	13

Astoria 1-3 Family Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,155,851	-4.6%	\$1,211,330	-6.8%	\$1,239,538
Average Price per Sq Ft	\$662	-5.7%	\$702	0.6%	\$658
Median Sales Price	\$1,127,500	0.0%	\$1,127,500	-10.5%	\$1,260,000
Number of Sales (Closed)	58	20.8%	48	26.1%	46

Sunnyside Co-Op Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$374,115	3.3%	\$362,038	10.2%	\$339,631
Median Sales Price	\$375,000	14.5%	\$327,500	12.3%	\$334,000
Number of Sales (Closed)	21	31.3%	16	-12.5%	24

Sunnyside 1-3 Family Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$693,305	-38.5%	\$1,126,621	-33.3%	\$1,039,400
Average Price per Sq Ft	\$409	-45.8%	\$754	-29.5%	\$580
Median Sales Price	\$650,000	-45.9%	\$1,202,500	-40.6%	\$1,094,350
Number of Sales (Closed)	7	-50.0%	14	-12.5%	8

Woodside Co-Op Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$410,409	4.4%	\$393,196	21.3%	\$338,474
Median Sales Price	\$368,500	-5.3%	\$389,000	17.0%	\$315,000
Number of Sales (Closed)	22	-4.3%	23	15.8%	19

Woodside 1-3 Family Matrix	Q2-2019	%Δ (QRT)	Q1-2019	%Δ (YR)	Q2-2018
Average Sales Price	\$1,049,013	12.6%	\$931,245	15.9%	\$905,267
Average Price per Sq Ft	\$749	22.0%	\$614	57.0%	\$477
Median Sales Price	\$960,000	15.7%	\$830,000	6.7%	\$900,000
Number of Sales (Closed)	23	76.9%	13	53.3%	15

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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