

ELLI MAN

REPORT

Q3 2019

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

16.4%

SALES

Closed Sales

13.9%

MARKETING TIME

Days on Market

10 days

NEGOTIABILITY

Listing Discount

0.6%

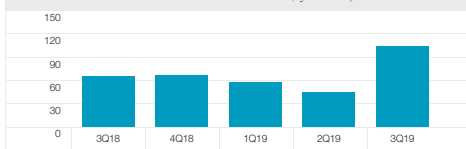
NORTHWEST

- Number of sales jumped
- Price trend indicators rose sharply
- Marketing time increased

LONG ISLAND CITY

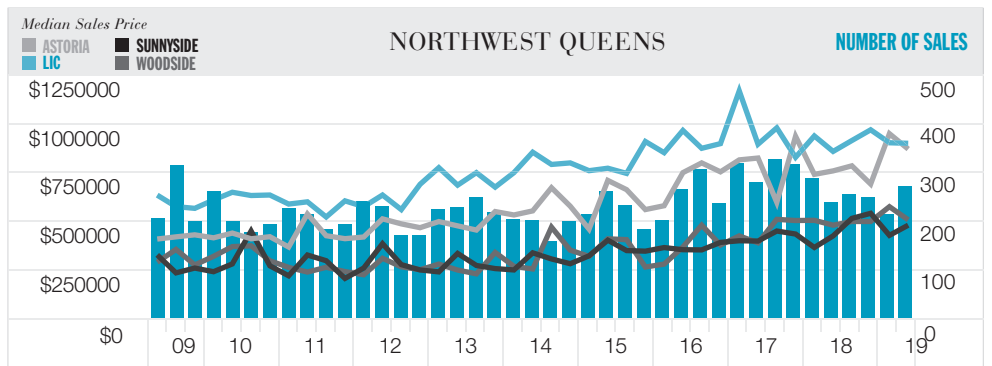
- Condo price trends were mixed
- Co-op price trends were mixed
- 1-3 family price trends surged

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	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$913,057	5.5%	\$865,652	10.5%	\$826,505
Median Sales Price	\$850,000	9.0%	\$780,000	16.4%	\$730,000
Number of Sales (Closed)	271	27.2%	213	13.9%	238
Days on Market (From Last List Date)	65	-29.3%	92	18.2%	55
Listing Discount (From Last List Price)	2.0%		3.3%		2.6%



The number of sales expanded year over year after five quarters of declines. There were 271 sales in the third quarter, up 13.9% from the prior-year quarter, well above the 233 quarterly sales average over the last decade. A substantial share of the neighborhoods in the northwest region saw year over year sales increases as well. The median sales price for

the region jumped 16.4% to \$850,000, and the average sales price increased by 10.5% to \$913,057, respectively, from the same quarter last year. Days on market, the number of days from the last price change to the contract date, expanded 18.2% to 65 days from the same period a year ago.

Long Island City Condos Market Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,020,683	-7.3%	\$1,100,693	-5.2%	\$1,077,036
Average Price Per Sq Ft	\$1,226	20.6%	\$1,017	4.4%	\$1,174
Median Sales Price	\$907,247	0.4%	\$903,419	0.0%	\$907,500
Number of Sales (Closed)	94	224.1%	29	67.9%	56

Long Island City Co-Ops Market Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$577,786	-11.2%	\$650,667	-2.3%	\$591,100
Median Sales Price	\$575,000	0.0%	\$575,000	1.8%	\$565,000
Number of Sales (Closed)	7	-22.2%	9	16.7%	6

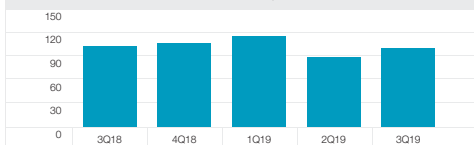
Long Island City 1-3 Family Market Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,963,333	10.0%	\$1,784,286	77.1%	\$1,108,333
Average Price Per Sq Ft	\$900	11.1%	\$810	167.1%	\$337
Median Sales Price	\$1,500,000	-14.3%	\$1,750,000	50.8%	\$995,000
Number of Sales (Closed)	3	-57.1%	7	0.0%	3

Queens Market by LOCATION

ASTORIA

- Condo price trends and sales rose sharply
- Co-op sales declined as prices jumped
- 1-3 family sales increased with prices mixed

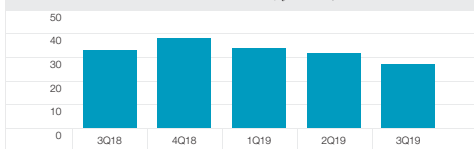
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op price trends increased while sales declined
- 1-3 family price trends were mixed as sales rose

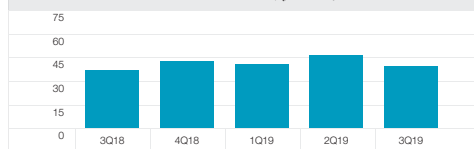
SUNNYSIDE SALES (by number)



WOODSIDE

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

WOODSIDE SALES (by number)



Astoria Condos Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$649,570	-1.1%	\$657,090	23.5%	\$525,984
Average Price per Sq Ft	\$872	-1.2%	\$883	9.3%	\$798
Median Sales Price	\$537,500	-14.8%	\$631,000	10.8%	\$485,000
Number of Sales (Closed)	36	125.0%	16	38.5%	26

Astoria Co-Op Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$508,859	3.8%	\$490,059	30.3%	\$390,520
Median Sales Price	\$497,000	-5.3%	\$525,000	47.0%	\$338,139
Number of Sales (Closed)	9	-40.0%	15	-62.5%	24

Astoria 1-3 Family Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,204,632	4.2%	\$1,155,851	0.0%	\$1,204,906
Average Price per Sq Ft	\$654	-1.2%	\$662	-3.5%	\$678
Median Sales Price	\$1,175,000	4.2%	\$1,127,500	-3.7%	\$1,220,000
Number of Sales (Closed)	55	-5.2%	58	3.8%	53

Sunnyside Co-Op Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$398,908	6.6%	\$374,115	8.4%	\$368,149
Median Sales Price	\$399,000	6.4%	\$375,000	10.8%	\$360,000
Number of Sales (Closed)	15	-28.6%	21	-28.6%	21

Sunnyside 1-3 Family Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,338,182	93.0%	\$693,305	18.0%	\$1,134,222
Average Price per Sq Ft	\$855	109.0%	\$409	22.3%	\$699
Median Sales Price	\$1,135,000	74.6%	\$650,000	-2.2%	\$1,160,000
Number of Sales (Closed)	11	57.1%	7	22.2%	9

Woodside Co-Op Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$347,750	-15.3%	\$410,409	-5.0%	\$366,235
Median Sales Price	\$334,500	-9.2%	\$368,500	-5.8%	\$355,000
Number of Sales (Closed)	20	-9.1%	22	17.6%	17

Woodside 1-3 Family Matrix	Q3-2019	%Δ (QRT)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,030,639	-1.8%	\$1,049,013	15.8%	\$889,883
Average Price per Sq Ft	\$565	-24.6%	\$749	29.3%	\$437
Median Sales Price	\$995,000	3.6%	\$960,000	8.7%	\$915,000
Number of Sales (Closed)	18	-21.7%	23	20.0%	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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