

Elliman Report

Q1-2020

Northwest Queens sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

+ 20.5%
Prices
Median Sales Price

+ 15.3%
Sales
Closed Sales

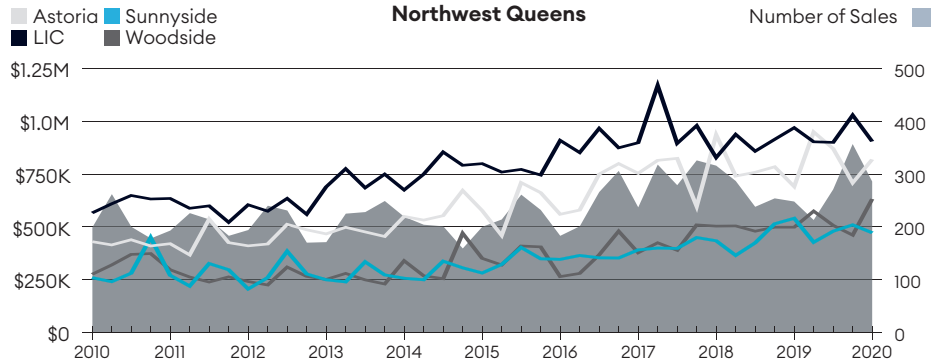
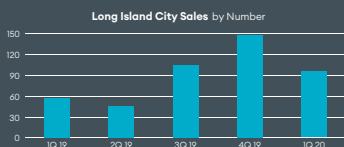
- 6 days
Marketing Time
Days on Market

- 0.2%
Negotiability
Listing Discount

- Average sales price set a record
- Sales jumped year over year
- Marketing time continued to compress

Long Island City

- Condo sales surged year over year
- Co-op price trends moved higher
- 1-3 family sales declined



Northwest Queens Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$944,244	0.9%	\$935,462	13.9%	\$828,751
Median Sales Price	\$860,000	-2.5%	\$881,975	20.5%	\$713,888
Number of Sales (Closed)	286	-19.9%	357	15.3%	248
Days on Market (From Last List Date)	90	15.4%	78	-6.3%	96
Listing Discount (From Last List Price)	1.5%		0.2%		1.7%

Long Island City Condo Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,128,533	-4.6%	\$1,183,062	-3.8%	\$1,173,533
Average Price Per Sq Ft	\$1,253	-0.9%	\$1,264	1.4%	\$1,236
Median Sales Price	\$965,000	-8.3%	\$1,052,740	-5.1%	\$1,017,350
Number of Sales (Closed)	84	-38.7%	137	82.6%	46

Long Island City Co-Op Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$618,000	-3.3%	\$639,286	2.9%	\$600,667
Average Price Per Sq Ft	\$670,000	2.7%	\$652,500	16.0%	\$577,500
Median Sales Price	5	-28.6%	7	-16.7%	6
Number of Sales (Closed)	2,562	-13.4%	2,957	-14.2%	2,987

Long Island City 1-3 Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,630,000	12.9%	\$1,443,750	40.6%	\$1,159,000
Average Price Per Sq Ft	\$902	0.1%	\$901	143.8%	\$370
Median Sales Price	\$1,630,000	19.6%	\$1,362,500	81.1%	\$900,000
Number of Sales (Closed)	2	-50.0%	4	-60.0%	5

Final two weeks of March 2020 • The number of sales jumped 15.3% to 286 from the prior-year quarter for the third straight quarter of gains. However, that pattern was not reflective of the recent change in market conditions that began in early March and has been measured in terms of days. Awareness of the global pandemic known as COVID-19

cooled conditions after two significant rate cuts by the Federal Reserve and the statewide shutdown of non-essential businesses. **New Year 2020 through mid-March 2020** • Both median and average sales price rose year over year for the fourth straight quarter. Average sales price jumped 13.9% to a third straight quarterly record of \$944,244.

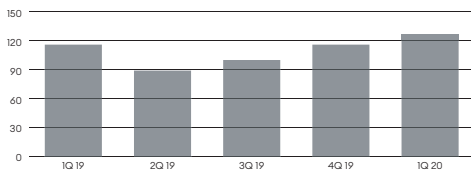


Prepared by Miller Samuel Real Estate Appraisers & Consultants

Astoria

- Condo price trend indicators were mixed as sales stabilized
- Co-op price trend indicators pressed higher
- 1-3 family sales and price trends increased

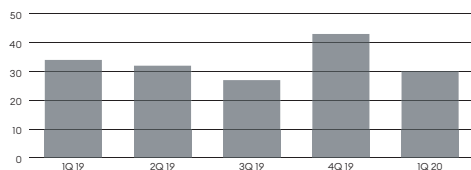
Astoria Sales by Number



Sunnyside

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

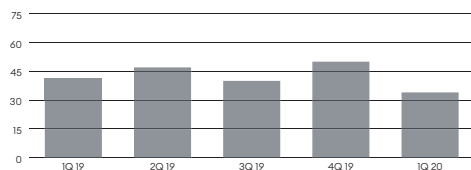
Sunnyside Sales by Number



Woodside

- Co-op sales fell as price trends moved higher
- 1-3 family price trends were mixed as sales rose

Woodside Sales by Number



Astoria Condo Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$623,551	15.4%	\$540,138	-2.8%	\$641,225
Average Price Per Sq Ft	\$1,030	10.0%	\$936	12.2%	\$918
Median Sales Price	\$604,000	40.5%	\$430,000	-4.8%	\$634,500
Number of Sales (Closed)	40	-9.1%	44	0.0%	40

Astoria Co-Op Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$568,333	2.2%	\$555,964	43.9%	\$395,075
Median Sales Price	\$536,000	-3.2%	\$553,750	50.1%	\$357,139
Number of Sales (Closed)	27	35.0%	20	-3.6%	28

Astoria 1-3 Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,348,933	0.8%	\$1,338,385	11.4%	\$1,211,330
Average Price Per Sq Ft	\$717	11.2%	\$645	2.1%	\$702
Median Sales Price	\$1,283,500	5.2%	\$1,220,000	13.8%	\$1,127,500
Number of Sales (Closed)	60	15.4%	52	25.0%	48

Sunnyside Co-Op Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$379,723	-8.9%	\$416,885	4.9%	\$362,038
Median Sales Price	\$387,500	-1.9%	\$395,000	18.3%	\$327,500
Number of Sales (Closed)	16	-36.0%	25	0.0%	16

Sunnyside 1-3 Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,068,250	-7.4%	\$1,153,596	-5.2%	\$1,126,621
Average Price Per Sq Ft	\$652	5.7%	\$617	-13.5%	\$754
Median Sales Price	\$1,012,000	-3.8%	\$1,051,671	-15.8%	\$1,202,500
Number of Sales (Closed)	12	-14.3%	14	-14.3%	14

Woodside Co-Op Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$464,499	27.0%	\$365,612	18.1%	\$393,196
Median Sales Price	\$405,000	24.0%	\$326,500	4.1%	\$389,000
Number of Sales (Closed)	15	-46.4%	28	-34.8%	23

Woodside 1-3 Family Matrix	Q3-2019	%Δ (QTR)	Q2-2019	%Δ (YR)	Q3-2018
Average Sales Price	\$1,069,825	12.5%	\$950,559	14.9%	\$931,245
Average Price Per Sq Ft	\$537	10.7%	\$485	-12.5%	\$614
Median Sales Price	\$1,200,000	41.2%	\$850,000	44.6%	\$830,000
Number of Sales (Closed)	15	-11.8%	17	15.4%	13

Questions or comments? Email report author
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Methodology: millersamuel.com/research-reports/methodology

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