

Elliman Report

Q3-2020 Northwest Queens, NY Sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

- 1.8%
Prices
Median Sales Price

- 32.1%
Sales
Closed Sales

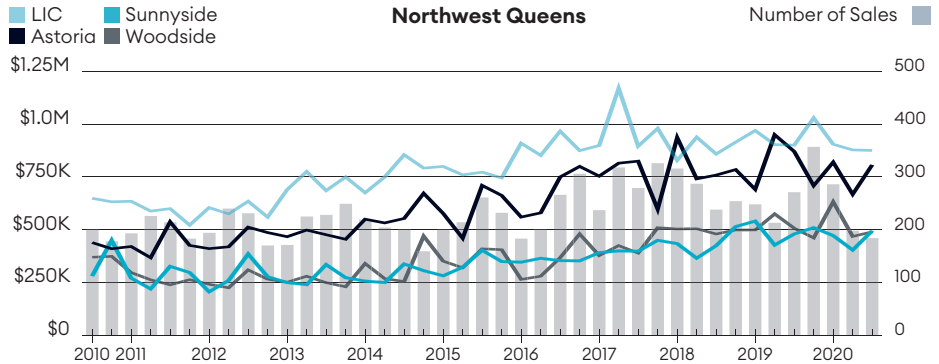
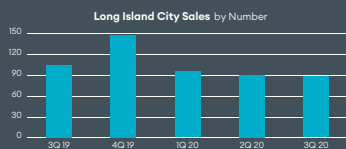
+ 80 days
Marketing Time
Days on Market

+ 2.0%
Negotiability
Listing Discount

- Largest sales decline in five years
- Both price trend indicators slipped
- Marketing time more than doubled

Long Island City

- Condo price trends were mixed
- Co-op sales stabilized
- 1-3 family price trends increased



Northwest Queens Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$906,082	7.6%	\$841,747	-0.8%	\$913,057
Median Sales Price	\$835,000	11.9%	\$746,116	-1.8%	\$850,000
Number of Sales (Closed)	184	-7.1%	198	-32.1%	271
Days on Market (From Last List Date)	145	-2.0%	148	123.1%	65
Listing Discount (From Last List Price)	4.0%		3.2%		2.0%

Long Island City Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,024,460	-3.9%	\$1,066,227	0.4%	\$1,020,683
Average Price Per Sq Ft	\$1,177	-11.4%	\$1,329	-4.0%	\$1,226
Median Sales Price	\$880,786	-2.3%	\$901,151	-2.9%	\$907,247
Number of Sales (Closed)	78	1.3%	77	-17.0%	94

Long Island City Co-Op Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$542,000	-10.7%	\$606,818	-6.2%	\$577,786
Median Sales Price	\$485,000	-20.5%	\$610,000	-15.7%	\$575,000
Number of Sales (Closed)	7	-36.4%	11	0.0%	7

Long Island City 1-3 Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$2,310,000	38.0%	\$1,674,500	17.7%	\$1,963,333
Average Price Per Sq Ft	\$1,312	31.3%	\$999	45.8%	\$900
Median Sales Price	\$2,550,000	52.3%	\$1,674,500	70.0%	\$1,500,000
Number of Sales (Closed)	3	50.0%	2	0.0%	3

Sales fell sharply year over year for the second straight quarter as many of the contracts were signed during and shortly after the COVID lockdown.

Like most of the region, the state-mandated lockdown for COVID resulted in a large decline in sales levels but a limited impact on price trends. There were 184 sales, down 32.1% from the prior-year quarter. Median

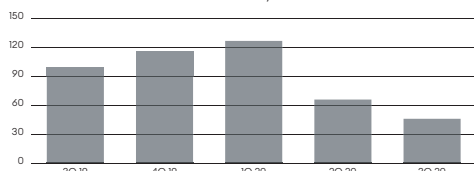
sales price showed a modest 1.8% year over year decline to \$835,000 while average sales price did the same, slipping 0.8% to \$906,082 over the same period.



Astoria

- Condo price trends surged as sales declined
- Co-op price trends declined while sales increased
- 1-3 family sales continued to fall sharply

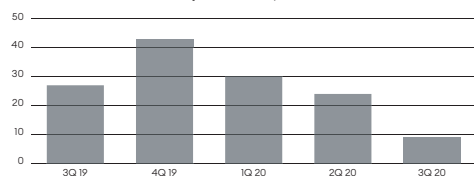
Astoria Sales by Number



Sunnyside

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

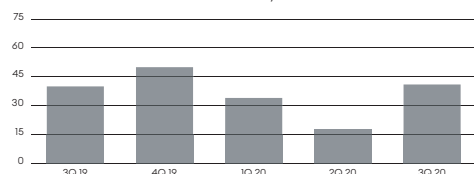
Sunnyside Sales by Number



Woodside

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

Woodside Sales by Number



Astoria Condo Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$697,995	8.2%	\$645,362	7.5%	\$649,570
Average Price Per Sq Ft	\$1,014	20.7%	\$840	16.3%	\$872
Median Sales Price	\$652,500	0.8%	\$647,500	21.4%	\$537,500
Number of Sales (Closed)	12	-57.1%	28	-66.7%	36
Astoria Co-Op Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$448,455	-12.0%	\$509,438	-11.9%	\$508,859
Median Sales Price	\$450,000	-12.2%	\$512,500	-9.5%	\$497,000
Number of Sales (Closed)	11	-31.3%	16	22.2%	9
Astoria 1-3 Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$1,339,991	9.7%	\$1,221,500	11.2%	\$1,204,632
Average Price Per Sq Ft	\$637	-4.1%	\$664	-2.6%	\$654
Median Sales Price	\$1,150,000	-14.8%	\$1,350,000	-2.1%	\$1,175,000
Number of Sales (Closed)	23	4.5%	22	-58.2%	55

Sunnyside Co-Op Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$436,600	9.6%	\$398,452	9.4%	\$398,908
Median Sales Price	\$480,000	28.0%	\$375,000	20.3%	\$399,000
Number of Sales (Closed)	5	-70.6%	17	-66.7%	15
Sunnyside 1-3 Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$879,750	-5.4%	\$929,917	-34.3%	\$1,338,182
Average Price Per Sq Ft	\$1,208	64.4%	\$735	41.3%	\$855
Median Sales Price	\$985,000	-3.9%	\$1,025,000	-13.2%	\$1,135,000
Number of Sales (Closed)	4	-33.3%	6	-63.6%	11

Woodside Co-Op Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$377,881	-9.9%	\$419,438	8.7%	\$347,750
Median Sales Price	\$370,000	-14.5%	\$433,000	10.6%	\$334,500
Number of Sales (Closed)	21	61.5%	13	5.0%	20
Woodside 1-3 Family Matrix	Q3-2020	%Δ (QTR)	Q2-2020	%Δ (YR)	Q3-2019
Average Sales Price	\$965,353	71.4%	\$563,125	-6.3%	\$1,030,639
Average Price Per Sq Ft	\$442	24.2%	\$356	-21.8%	\$565
Median Sales Price	\$950,000	83.5%	\$517,750	-4.5%	\$995,000
Number of Sales (Closed)	17	325.0%	4	-5.6%	18

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

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