

Elliman Report

Q4-2020 Northwest Queens, NY Sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

- **6.5%**
Prices
Median Sales Price

- **32.5%**
Sales
Closed Sales

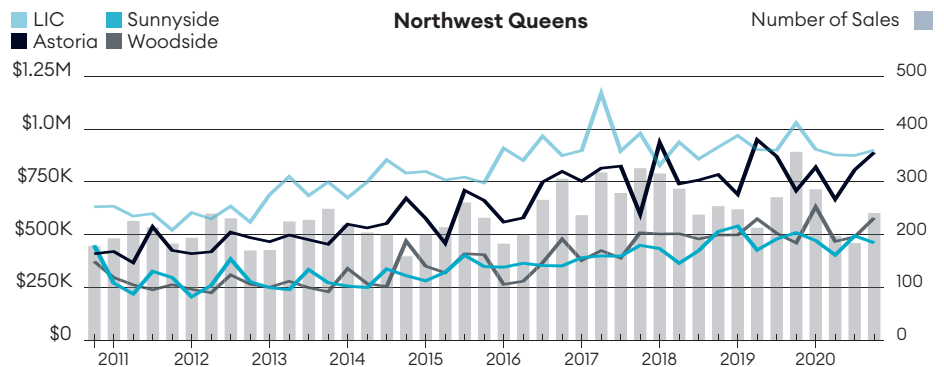
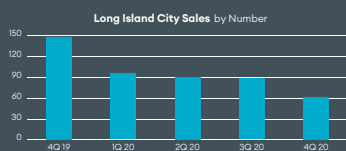
+ **11** days
Marketing Time
Days on Market

+ **3.9%**
Negotiability
Listing Discount

- Third straight quarter of annual price declines
- Sales jumped from the prior quarter but still behind year ago levels
- Days on market expanded

Long Island City

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



Northwest Queens Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$876,872	-3.2%	\$906,082	-6.3%	\$935,462
Median Sales Price	\$825,000	-1.2%	\$835,000	-6.5%	\$881,975
Number of Sales (Closed)	241	31.0%	184	-32.5%	357
Days on Market (From Last List Date)	89	-38.6%	145	14.1%	78
Listing Discount (From Last List Price)	4.1%		4.0%		0.2%

Long Island City Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$997,549	-2.6%	\$1,024,460	-15.7%	\$1,183,062
Average Price Per Sq Ft	\$1,222	3.8%	\$1,177	-3.3%	\$1,264
Median Sales Price	\$895,755	1.7%	\$880,786	-14.9%	\$1,052,740
Number of Sales (Closed)	56	-28.2%	78	-59.1%	137

Long Island City Co-Op Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$632,333	16.7%	\$542,000	-1.1%	\$639,286
Median Sales Price	\$425,000	-12.4%	\$485,000	-34.9%	\$652,500
Number of Sales (Closed)	3	-57.1%	7	-57.1%	7

Long Island City 1-3 Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,324,500	-42.7%	\$2,310,000	-8.3%	\$1,443,750
Average Price Per Sq Ft	\$1,044	-20.4%	\$1,312	80.6%	\$578
Median Sales Price	\$1,324,500	-48.1%	\$2,550,000	-2.8%	\$1,362,500
Number of Sales (Closed)	2	-33.3%	3	-50.0%	4

Sales and price trends continued to decline after the end of the COVID lockdown.

The price trend indicators continued to show modest declines as sales fell sharply from the year ago quarter. The median sales price slipped 6.5% to \$825,000, and the average sales price declined 6.3% to \$876,872 respectively from the same period last year. While sales dropped 32.5% year over year for the third straight quarter of declines, sales

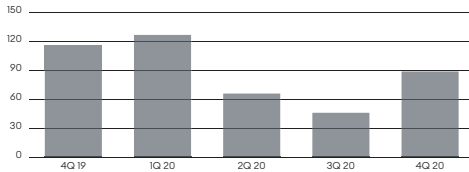
surged 31% from the prior quarter. Days on market, the average number of days from the last price change to the contract date, edged up 14.1% from the prior-year quarter, market time was 24.6% faster than the prior quarter as the market emerged from the lockdown.



Astoria

- Condo median sales price surged as sales fell
- Co-op prices declined while sales jumped
- 1-3 family median price and sales fell

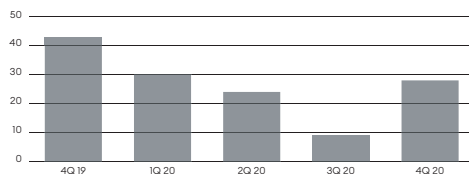
Astoria Sales by Number



Sunnyside

- Co-op prices and sales declined
- 1-3 family price trends were mixed

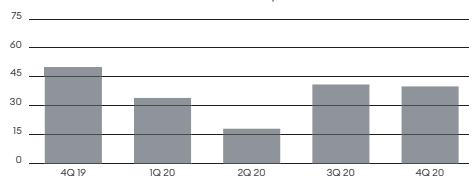
Sunnyside Sales by Number



Woodside

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

Woodside Sales by Number



Astoria Condo Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$704,557	0.9%	\$697,995	30.4%	\$540,138
Average Price Per Sq Ft	\$939	-7.4%	\$1,014	0.3%	\$936
Median Sales Price	\$707,000	8.4%	\$652,500	64.4%	\$430,000
Number of Sales (Closed)	17	41.7%	12	-61.4%	44

Astoria Co-Op Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$550,624	22.8%	\$448,455	-1.0%	\$555,964
Median Sales Price	\$502,500	11.7%	\$450,000	-9.3%	\$553,750
Number of Sales (Closed)	23	109.1%	11	15.0%	20

Astoria 1-3 Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,189,314	-11.2%	\$1,339,991	-11.1%	\$1,338,385
Average Price Per Sq Ft	\$577	-9.4%	\$637	-10.5%	\$645
Median Sales Price	\$1,185,500	3.1%	\$1,150,000	-2.8%	\$1,220,000
Number of Sales (Closed)	49	113.0%	23	-5.8%	52

Sunnyside Co-Op Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$334,950	-23.3%	\$436,600	-19.7%	\$416,885
Median Sales Price	\$285,000	-40.6%	\$480,000	-27.8%	\$395,000
Number of Sales (Closed)	15	200.0%	5	-40.0%	25

Sunnyside 1-3 Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,035,293	17.7%	\$879,750	-10.3%	\$1,153,596
Average Price Per Sq Ft	\$740	-38.7%	\$1,208	19.9%	\$617
Median Sales Price	\$1,175,000	19.3%	\$985,000	11.7%	\$1,051,671
Number of Sales (Closed)	11	175.0%	4	-21.4%	14

Woodside Co-Op Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$362,694	-4.0%	\$377,881	-0.8%	\$365,612
Median Sales Price	\$332,500	-10.1%	\$370,000	1.8%	\$326,500
Number of Sales (Closed)	18	-14.3%	21	-35.7%	28

Woodside 1-3 Family Matrix	Q4-2020	%Δ (QTR)	Q3-2020	%Δ (YR)	Q4-2019
Average Sales Price	\$1,002,888	3.9%	\$965,353	5.5%	\$950,559
Average Price Per Sq Ft	\$544	23.1%	\$442	12.2%	\$485
Median Sales Price	\$979,988	3.2%	\$950,000	15.3%	\$850,000
Number of Sales (Closed)	18	5.9%	17	5.9%	17

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

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