

Elliman Report

Q1-2021 Northwest Queens, NY Sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

- 5.2%
Prices
Median Sales Price

- 17.8%
Sales
Closed Sales

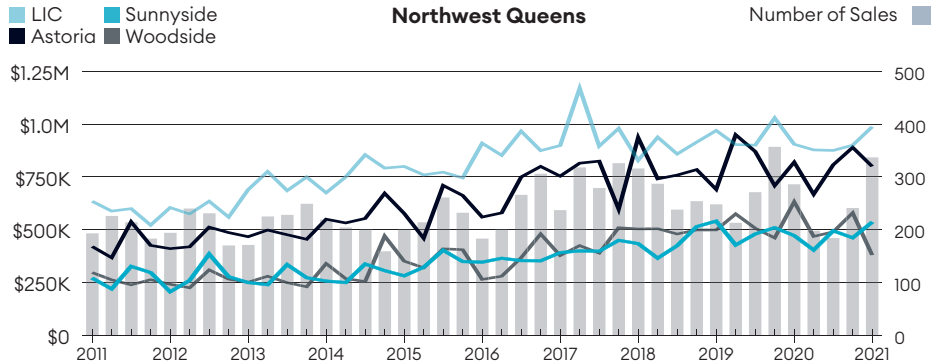
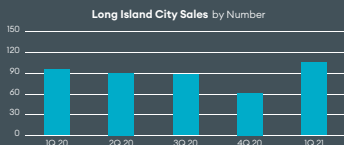
+ 44 days
Marketing Time
Days on Market

+ 7.0%
Negotiability
Listing Discount

- Fourth consecutive quarter of annual price declines
- Sales rose year over year for the first time in four quarters
- Marketing time declined quarter over quarter for the third time

Long Island City

- Condo price trends were mixed as sales jumped
- Co-op sales were unchanged from the prior year
- 1-3 family median price and sales expanded



Northwest Queens Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$890,669	1.6%	\$876,872	-5.7%	\$944,244
Median Sales Price	\$815,000	-1.2%	\$825,000	-5.2%	\$860,000
Number of Sales (Closed)	337	39.8%	241	17.8%	286
Days on Market (From Last List Date)	46	-48.3%	89	-48.9%	90
Listing Discount (From Last List Price)	8.5%		4.1%		1.5%

Long Island City Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,104,269	10.7%	\$997,549	-2.2%	\$1,128,533
Average Price Per Sq Ft	\$1,336	9.3%	\$1,222	6.6%	\$1,253
Median Sales Price	\$988,000	10.3%	\$895,755	2.4%	\$965,000
Number of Sales (Closed)	95	69.6%	56	13.1%	84

Long Island City Co-Op Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$390,800	-38.2%	\$632,333	-36.8%	\$618,000
Median Sales Price	\$385,000	-9.4%	\$425,000	-42.5%	\$670,000
Number of Sales (Closed)	5	66.7%	3	0.0%	5

Long Island City 1-3 Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,845,655	39.3%	\$1,324,500	13.2%	\$1,630,000
Average Price Per Sq Ft	\$998	-4.4%	\$1,044	32.9%	\$751
Median Sales Price	\$2,100,000	58.6%	\$1,324,500	28.8%	\$1,630,000
Number of Sales (Closed)	5	150.0%	2	150.0%	2

Sales surged annually for the first time in a year as buyers were pulled in by enhanced affordability.

Average and median sales price declined year over year collectively for the fourth straight quarter. Median sales price fell 5.2% to \$815,000, and average sales price decreased 5.7% to \$890,669 respectively from the year-ago quarter. The number of sales jumped 17.8% year over year to 337,

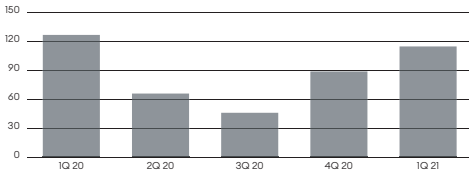
the highest quarterly total in thirteen years, as improved affordability stimulated more demand. Days on market, the average number of days from the last price change to the contract date, dropped 48.9% to 46 from the year-ago quarter.



Astoria

- Condo price trends and sales increased
- Co-op prices were mixed as sales declined
- 1-3 family prices and sales decreased

Astoria Sales by Number

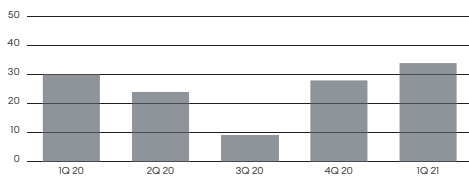


Astoria Condo Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$723,827	2.7%	\$704,557	16.1%	\$623,551
Average Price Per Sq Ft	\$1,054	12.2%	\$939	2.3%	\$1,030
Median Sales Price	\$687,813	-2.7%	\$707,000	13.9%	\$604,000
Number of Sales (Closed)	54	217.6%	17	35.0%	40
Astoria Co-Op Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$508,481	-7.7%	\$550,624	-10.5%	\$568,333
Median Sales Price	\$518,750	3.2%	\$502,500	-3.2%	\$536,000
Number of Sales (Closed)	14	-39.1%	23	-48.1%	27
Astoria 1-3 Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,087,734	-8.5%	\$1,189,314	-19.4%	\$1,348,933
Average Price Per Sq Ft	\$602	4.3%	\$577	-16.0%	\$717
Median Sales Price	\$1,085,000	-8.5%	\$1,185,500	-15.5%	\$1,283,500
Number of Sales (Closed)	47	-4.1%	49	-21.7%	60

Sunnyside

- Co-op prices and sales pressed higher
- 1-3 family sales jumped as price trends remained mixed

Sunnyside Sales by Number

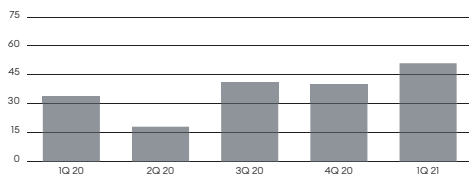


Sunnyside Co-Op Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$417,854	24.8%	\$334,950	10.0%	\$379,723
Median Sales Price	\$402,800	41.3%	\$285,000	3.9%	\$387,500
Number of Sales (Closed)	19	26.7%	15	18.8%	16
Sunnyside 1-3 Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$1,122,821	8.5%	\$1,035,293	5.1%	\$1,068,250
Average Price Per Sq Ft	\$588	-20.5%	\$740	-9.8%	\$652
Median Sales Price	\$1,042,500	-11.3%	\$1,175,000	3.0%	\$1,012,000
Number of Sales (Closed)	14	27.3%	11	16.7%	12

Woodside

- Co-op price trends declined as sales more than doubled
- 1-3 family sales and price trends declined

Woodside Sales by Number



Woodside Co-Op Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$366,190	1.0%	\$362,694	-21.2%	\$464,499
Median Sales Price	\$360,000	8.3%	\$332,500	-11.1%	\$405,000
Number of Sales (Closed)	31	72.2%	18	106.7%	15
Woodside 1-3 Family Matrix	Q1-2021	%Δ (QTR)	Q4-2020	%Δ (YR)	Q1-2020
Average Sales Price	\$931,234	-7.1%	\$1,002,888	-13.0%	\$1,069,825
Average Price Per Sq Ft	\$526	-3.3%	\$544	-2.0%	\$537
Median Sales Price	\$962,500	-1.8%	\$979,988	-19.8%	\$1,200,000
Number of Sales (Closed)	16	-11.1%	18	6.7%	15

Questions or comments? Email report author
Jonathan Miller at jmiller@millersamuel.com
Methodology: millersamuel.com/research-reports/methodology

Douglas Elliman Real Estate
575 Madison Avenue, New York, NY 10022
212.891.7000 • elliman.com

Miller Samuel Real Estate Appraisers & Consultants
21 West 38th Street, New York, NY 10018
212.768.8100 • millersamuel.com