

# Elliman Report

## Q2-2021 Northwest Queens, NY Sales

### Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

**+ 19.9%**  
Prices  
Median Sales Price

**+ 145.5%**  
Sales  
Closed Sales

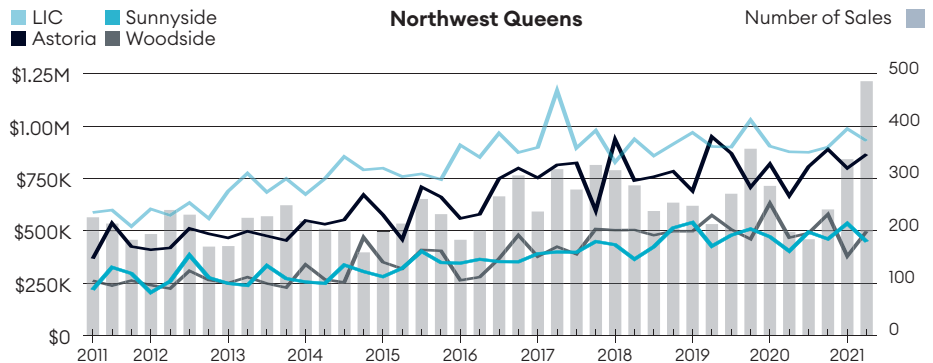
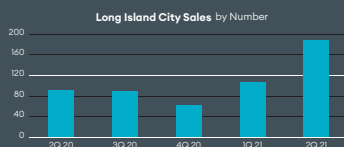
**- 68 days**  
Marketing Time  
Days on Market

**+ 3.2%**  
Negotiability  
Listing Discount

- Average and median sales price reached new records
- The number of sales surged to a new record
- The market share of borough sales rose to fourteen year high

### Long Island City

- Condo number of sales rose to new record
- Co-op price trend indicators declined
- 1-3 family median price and sales expanded



Northwest Queens Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$955,451	7.3%	\$890,669	13.5%	\$841,747
Median Sales Price	\$894,297	9.7%	\$815,000	19.9%	\$746,116
Number of Sales (Closed)	486	44.2%	337	145.5%	198
Days on Market (From Last List Date)	80	73.9%	46	-45.9%	148
Listing Discount (From Last List Price)	6.4%		8.5%		3.2%

Long Island City Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,081,037	-2.1%	\$1,104,269	1.4%	\$1,066,227
Average Price Per Sq Ft	\$1,327	-0.7%	\$1,336	-0.2%	\$1,329
Median Sales Price	\$941,917	-4.7%	\$988,000	4.5%	\$901,151
Number of Sales (Closed)	177	86.3%	95	129.9%	77

Long Island City Co-Op Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$590,643	51.1%	\$390,800	-2.7%	\$606,818
Median Sales Price	\$600,000	55.8%	\$385,000	-1.6%	\$610,000
Number of Sales (Closed)	7	40.0%	5	-36.4%	11

Long Island City 1-3 Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,931,667	4.7%	\$1,845,655	15.4%	\$1,674,500
Average Price Per Sq Ft	\$2,486	149.1%	\$998	148.8%	\$999
Median Sales Price	\$1,255,000	-40.2%	\$2,100,000	-25.1%	\$1,674,500
Number of Sales (Closed)	3	-40.0%	5	50.0%	2

### Sales more than doubled as price trend indicators reached new records.

Median sales price jumped 19.9% to \$894,297, and average sales price rose 13.5% to \$955,451 respectively to new records. Both price trend indicators increased annually for the first time in four quarters. The number of sales surged annually by 145.5% to a record of 486, driven by low mortgage rates and growing confidence caused by the rapid vaccine adoption. Days on market, the

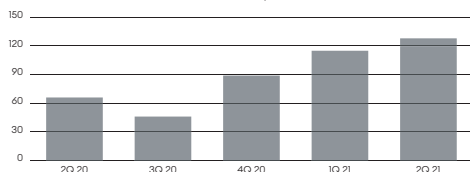
number of days from the last price change to the contract date, fell by nearly half over the same period to 80 days, consistent with the previous decade's 82.1-day second-quarter average. Listing discount, the percent change from the last price change to the sales price, was 6.4%, up from 3.2% in the same period last year.



## Astoria

- Condo price trends were mixed
- Co-op price trend indicators declined
- 1-3 family price trend indicators declined

Astoria Sales by Number

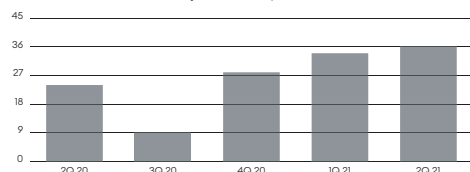


Astoria Condo Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$671,137	-7.3%	\$723,827	4.0%	\$645,362
Average Price Per Sq Ft	\$962	-8.7%	\$1,054	14.5%	\$840
Median Sales Price	\$635,000	-7.7%	\$687,813	-1.9%	\$647,500
Number of Sales (Closed)	43	-20.4%	54	53.6%	28
Astoria Co-Op Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$490,450	-3.5%	\$508,481	-3.7%	\$509,438
Median Sales Price	\$485,000	-6.5%	\$518,750	-5.4%	\$512,500
Number of Sales (Closed)	20	42.9%	14	25.0%	16
Astoria 1-3 Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,217,354	11.9%	\$1,087,734	-0.3%	\$1,221,500
Average Price Per Sq Ft	\$586	-2.7%	\$602	-11.7%	\$664
Median Sales Price	\$1,250,000	15.2%	\$1,085,000	-7.4%	\$1,350,000
Number of Sales (Closed)	65	38.3%	47	195.5%	22

## Sunnyside

- Co-op price trends were mixed
- 1-3 family price trends moved higher

Sunnyside Sales by Number

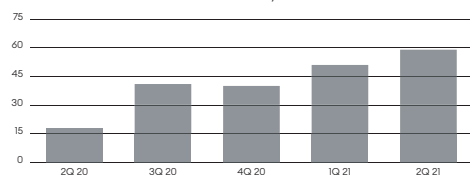


Sunnyside Co-Op Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$384,369	-8.0%	\$417,854	-3.5%	\$398,452
Median Sales Price	\$385,649	-4.3%	\$402,800	2.8%	\$375,000
Number of Sales (Closed)	24	26.3%	19	41.2%	17
Sunnyside 1-3 Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$1,157,750	3.1%	\$1,122,821	24.5%	\$929,917
Average Price Per Sq Ft	\$503	-14.5%	\$588	-31.6%	\$735
Median Sales Price	\$1,074,000	3.0%	\$1,042,500	4.8%	\$1,025,000
Number of Sales (Closed)	10	-28.6%	14	66.7%	6

## Woodside

- Co-op price trend indicators declined
- 1-3 family sales and price trends surged

Woodside Sales by Number



Woodside Co-Op Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$348,783	-4.8%	\$366,190	-16.8%	\$419,438
Median Sales Price	\$342,000	-5.0%	\$360,000	-21.0%	\$433,000
Number of Sales (Closed)	30	-3.2%	31	130.8%	13
Woodside 1-3 Family Matrix	Q2-2021	%Δ (QTR)	Q1-2021	%Δ (YR)	Q2-2020
Average Sales Price	\$853,680	-8.3%	\$931,234	51.6%	\$563,125
Average Price Per Sq Ft	\$504	-4.2%	\$526	41.6%	\$356
Median Sales Price	\$849,000	-11.8%	\$962,500	64.0%	\$517,750
Number of Sales (Closed)	25	56.3%	16	525.0%	4

Questions or comments? Email report author  
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