

ELLI MAN

REPORT

Q3 2018

NORTHWEST QUEENS SALES

Quarterly Survey of Residential Sales

DASHBOARD

year-over-year

PRICES

Median Sales Price

4.1%

SALES

Closed Sales

14.7%

MARKETING TIME

Days on Market

19 days

NEGOTIABILITY

Listing Discount

1.3%

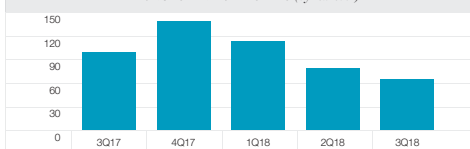
NORTHWEST

- Price trend indicators were mixed
- Number of sales declined
- Shorter marketing time

LONG ISLAND CITY

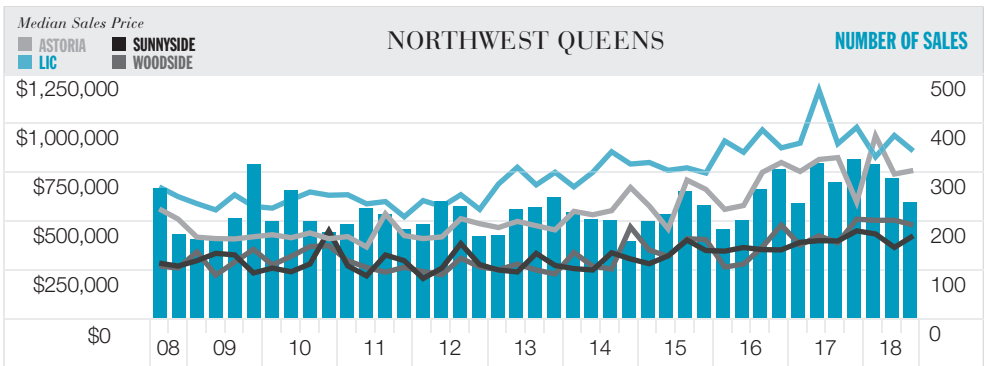
- Condo price trends were mixed
- Co-op sales declined
- 1-3 family price trends declined

LONG ISLAND CITY SALES (by number)



The Douglas Elliman Report series is recognized as the industry standard for providing the state of the residential real estate market. The report includes an extensive suite of tools to help readers objectively identify and measure market trends, provide historical context to current information and provide comprehensive analysis of the results.

Northwest Queens Market Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$826,505	-2.5%	\$847,950	1.6%	\$813,745
Median Sales Price	\$730,000	-1.2%	\$739,000	-4.1%	\$760,846
Number of Sales (Closed)	238	-17.1%	287	-14.7%	279
Days on Market (From Last List Date)	55	-70.1%	184	-25.7%	74
Listing Discount (From Last List Price)	2.6%		0.7%		1.3%



Fewer sales and mixed price trends characterized the housing market in the northwest region of Queens, defined as the neighborhoods of Long Island City, Astoria, Sunnyside and Woodside. The median sales price declined 4.1% to \$730,000 while the average sales price rose 1.6% to \$826,505 respectively from the year ago quarter. There were 238 sales to close in the quarter, down 14.7% from the same period last

year, 5.5% above the ten year 225.6 quarterly average. Days on market, the number of days from the date of the last price change to the contract date, fell 25.7% to 55 days from 74 days in the year-ago quarter. Listing discount, the percent change from the list price at time of contract to the contract price, expanded to 2.6% from 1.3% over the same period.

Long Island City Condos Market Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$1,077,036	-2.7%	\$1,107,291	7.7%	\$999,579
Average Price Per Sq Ft	\$1,174	-5.6%	\$1,243	-0.8%	\$1,184
Median Sales Price	\$907,500	-3.3%	\$938,441	-1.4%	\$920,000
Number of Sales (Closed)	56	-20.0%	70	-32.5%	83

Long Island City Co-Ops Market Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$591,100	15.1%	\$513,750	-4.0%	\$615,471
Median Sales Price	\$565,000	10.0%	\$513,750	-9.6%	\$625,000
Number of Sales (Closed)	6	200.0%	2	-45.5%	11

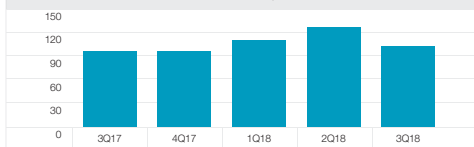
Long Island City 1-3 Family Market Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$1,108,333	-11.2%	\$1,248,125	-5.2%	\$1,169,667
Average Price Per Sq Ft	\$337	-63.9%	\$933	-24.9%	\$449
Median Sales Price	\$995,000	-2.9%	\$1,025,000	-5.9%	\$1,057,500
Number of Sales (Closed)	3	-62.5%	8	-50.0%	6

Queens Market by **LOCATION**

ASTORIA

- Condo sales declined as sales trends were mixed
- Co-op sales surged with mixed price trends
- 1-3 family price trends and sales rose

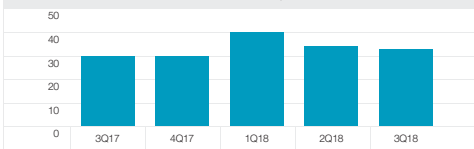
ASTORIA SALES (by number)



SUNNYSIDE

- Co-op price trends and sales increased
- 1-3 family sales and price trends moved higher

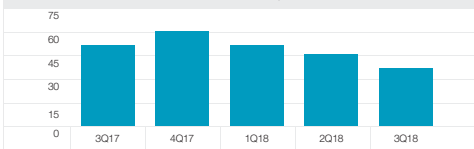
SUNNYSIDE SALES (by number)



WOODSIDE

- Co-op price trends moved higher as sales declined
- 1-3 family price trends were mixed as sales stabilized

WOODSIDE SALES (by number)



Astoria Condos Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$525,984	-25.9%	\$710,072	-26.6%	\$716,151
Average Price per Sq Ft	\$798	-18.3%	\$977	10.1%	\$725
Median Sales Price	\$485,000	-31.6%	\$709,160	-26.6%	\$661,023
Number of Sales (Closed)	26	-61.8%	68	-18.8%	32

Astoria Co-Op Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$390,520	-5.5%	\$413,431	1.6%	\$384,300
Median Sales Price	\$338,139	-14.2%	\$394,000	-7.4%	\$365,000
Number of Sales (Closed)	24	84.6%	13	50.0%	16

Astoria 1-3 Family Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$1,204,906	-2.8%	\$1,239,538	3.4%	\$1,165,647
Average Price per Sq Ft	\$678	3.0%	\$658	27.9%	\$530
Median Sales Price	\$1,220,000	-3.2%	\$1,260,000	16.2%	\$1,050,000
Number of Sales (Closed)	53	15.2%	46	8.2%	49

Sunnyside Co-Op Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$368,149	8.4%	\$339,631	19.8%	\$307,240
Median Sales Price	\$360,000	7.8%	\$334,000	9.3%	\$329,222
Number of Sales (Closed)	21	-12.5%	24	16.7%	18

Sunnyside 1-3 Family Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$1,134,222	9.1%	\$1,039,400	8.0%	\$1,049,938
Average Price per Sq Ft	\$699	20.5%	\$580	4.6%	\$668
Median Sales Price	\$1,160,000	6.0%	\$1,094,350	13.2%	\$1,024,750
Number of Sales (Closed)	9	12.5%	8	12.5%	8

Woodside Co-Op Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$366,235	8.2%	\$338,474	9.5%	\$334,509
Median Sales Price	\$355,000	12.7%	\$315,000	1.4%	\$350,000
Number of Sales (Closed)	17	-10.5%	19	-41.4%	29

Woodside 1-3 Family Matrix	Q3-2018	%Δ (QRT)	Q2-2018	%Δ (YR)	Q3-2017
Average Sales Price	\$889,883	-1.7%	\$905,267	-9.6%	\$983,919
Average Price per Sq Ft	\$437	-8.4%	\$477	-13.1%	\$503
Median Sales Price	\$915,000	1.7%	\$900,000	6.4%	\$860,000
Number of Sales (Closed)	15	0.0%	15	0.0%	15

NEIGHBORHOODS OF QUEENS

CENTRAL

Bellerose
Briarwood
Floral Park
Forest Hills
Fresh Meadows
Glen Oaks
Hillcrest

Hollis Hills
Holliswood
Jamaica Estates
Jamaica Hills
Kew Gardens
Queens Village
Rego Park

NORTHEAST

Bayside
Beechhurst
College Point
Douglaston
Flushing North
Flushing South
Little Neck
Oakland Gardens
Whitestone

NORTHWEST

Astoria
Long Island City
Sunnyside
Woodside

SOUTH

Airport JFK
Cambria Heights
Hollis
Howard Beach
Jamaica
Jamaica Bay
Laurelton
Ozone Park

Richmond Hill
Rosedale
So. Jamaica Bay
South Jamaica
South Ozone Park
Springfield Gardens
St. Albans
Woodhaven

WEST

Airport LaGuardia
Corona
East Elmhurst
Elmhurst
Flushing Meadow Park
Glendale
Jackson Heights
Maspeth
Middle Village
Ridgewood

ROCKAWAY

Arverne
Belle Harbor
Broad Channel
Far Rockaway
Hammels
Nesponsit
Rockaway Park

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