

# ELLIMAN

## REPORT

Q4 2018

### NORTHWEST QUEENS SALES

Highlights of the Quarterly Survey of Residential Sales

“ Weaker sales with mixed price trends in the final quarter of 2018. ”

Northwest Queens Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$874,594	5.8%	\$826,505	6.3%	\$823,125
Median Sales Price	\$778,481	6.6%	\$730,000	-0.2%	\$780,000
Number of Sales	254	6.7%	238	-22.8%	329
Days on Market (From Last List Date)	96	74.5%	55	-19.3%	119
Listing Discount (From Last List Price)	4.2%		2.6%		1.5%
Long Island City Condos Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,017,574	-5.5%	\$1,077,036	-7.7%	\$1,102,680
Average Price Per Sq Ft	\$1,123	-4.3%	\$1,174	-10.8%	\$1,259
Median Sales Price	\$906,542	-0.1%	\$907,500	-9.2%	\$998,000
Number of Sales (Closed)	60	7.1%	56	-49.6%	119
Astoria Condos Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$610,118	16.0%	\$525,984	3.1%	\$591,676
Average Price Per Sq Ft	\$1,004	25.8%	\$798	14.9%	\$874
Median Sales Price	\$610,000	25.8%	\$485,000	1.7%	\$600,000
Number of Sales (Closed)	29	11.5%	26	38.1%	21
Sunnyside Co-Op Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$381,032	3.5%	\$368,149	7.6%	\$354,141
Median Sales Price	\$367,500	2.1%	\$360,000	13.2%	\$324,750
Number of Sales (Closed)	20	-4.8%	21	25.0%	16
Woodside Co-Op Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$345,894	-5.6%	\$366,235	0.8%	\$343,131
Median Sales Price	\$315,250	-11.2%	\$355,000	-5.8%	\$334,500
Number of Sales (Closed)	22	29.4%	17	-8.3%	24

The median sales price for the quarter was \$778,481, down a nominal 0.2% while average sales price increased 6.3% to \$874,594 respectively from the year-ago quarter.

Higher priced 1-3 family sales skewed the average sales price higher despite their small market share. The number of sales declined 22.8% to 254 over the same period and was the third consecutive decline consistent with the overall borough trend.

Listing discount, the percent change from the list price at the time of contract to the contract price, expanded to 4.2% from 1.5% over the same period.