

Elliman Report

Q1-2023

Northwest Queens, NY Sales

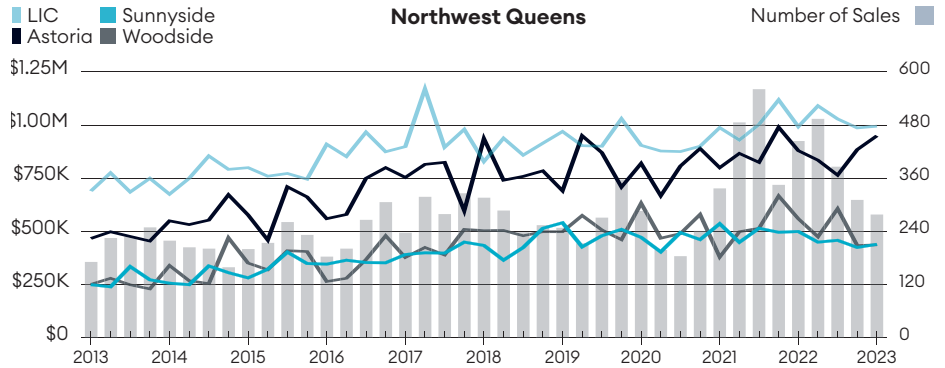
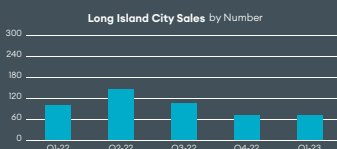
Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

- **8.1%**
Prices
Median Sales Price
- **37.4%**
Sales
Closed Sales
- **19 days**
Marketing Time
Days on Market
- **1.2%**
Negotiability
Listing Discount
- Median sales price declined annually for the third straight quarter
- Sales fell year over year for the third consecutive quarter
- Days on market fell annually for the last three quarters

Long Island City

- Condo sales declined annually for the fifth straight quarter
- Co-op median sales price rose annually for the first time in four quarters
- 1-3 family sales haven't seen an annual decline in more than two years



Northwest Queens Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$951,997	1.0%	\$942,834	-3.1%	\$982,174
Median Sales Price	\$827,000	3.5%	\$799,326	-8.1%	\$900,232
Number of Sales (Closed)	278	-10.6%	311	-37.4%	444
Days on Market (From Last List Date)	73	-8.8%	80	-20.7%	92
Listing Discount (From Last List Price)	3.6%		6.2%		4.8%

Long Island City Condo Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$1,171,154	1.9%	\$1,148,892	3.4%	\$1,132,529
Average Price Per Sq Ft	\$1,390	3.6%	\$1,342	8.3%	\$1,284
Median Sales Price	\$916,228	-7.2%	\$986,817	-8.3%	\$999,000
Number of Sales (Closed)	60	9.1%	55	-31.0%	87

Long Island City Co-Op Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$696,667	39.3%	\$500,000	38.0%	\$505,000
Median Sales Price	\$555,000	24.0%	\$447,500	33.7%	\$415,000
Number of Sales (Closed)	3	-50.0%	6	-40.0%	5

Long Island City 1-3 Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$1,580,000	6.4%	\$1,484,375	3.8%	\$1,521,667
Average Price Per Sq Ft	\$855	-22.3%	\$1,101	33.2%	\$642
Median Sales Price	\$1,440,000	8.7%	\$1,325,000	2.1%	\$1,410,000
Number of Sales (Closed)	6	-25.0%	8	0.0%	6

Price trend indicators slid annually to pre-pandemic levels.

Median sales price declined 8.1% annually to \$827,000 and was 0.8% higher than pre-pandemic levels. Average sales price decreased 3.1% year over year to \$951,997

and 3.8% below pre-pandemic levels. In Long Island City, the number of sales declined 31% to 60 from the same period last year.

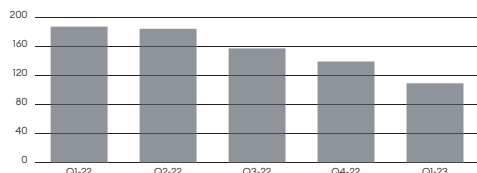


Prepared by Miller Samuel Real Estate Appraisers & Consultants

Astoria

- Condo median sales price declined annually for the second time in three quarters
- Co-op price trend indicators showed mixed annual results
- 1-3 family median sales price rose year over year for the sixth time in seven quarters

Astoria Sales by Number

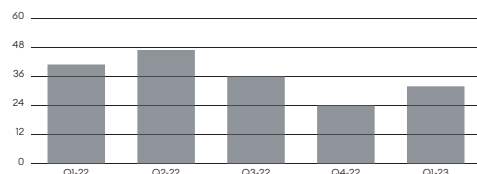


Astoria Condo Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$685,922	-14.2%	\$799,408	-17.1%	\$827,529
Average Price Per Sq Ft	\$919	-2.5%	\$943	-19.1%	\$1,136
Median Sales Price	\$632,000	-12.2%	\$720,000	-13.4%	\$730,000
Number of Sales (Closed)	33	-43.1%	58	-60.2%	83
Astoria Co-Op Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$521,699	16.3%	\$448,526	9.4%	\$476,845
Median Sales Price	\$434,500	-5.5%	\$460,000	-7.6%	\$470,000
Number of Sales (Closed)	16	-15.8%	19	-23.8%	21
Astoria 1-3 Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$1,294,365	-3.2%	\$1,337,569	2.3%	\$1,265,657
Average Price Per Sq Ft	\$595	-15.5%	\$704	-6.2%	\$634
Median Sales Price	\$1,305,000	4.4%	\$1,250,000	4.6%	\$1,248,000
Number of Sales (Closed)	60	-3.2%	62	-27.7%	83

Sunnyside

- Co-op sales median sales price declined year over year for the second straight quarter
- 1-3 family median sales price rose year over year for the fourth consecutive quarter

Sunnyside Sales by Number

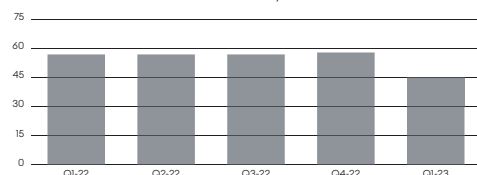


Sunnyside Co-Op Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$391,622	-4.5%	\$410,073	-8.1%	\$426,330
Median Sales Price	\$378,000	3.6%	\$365,000	-8.9%	\$415,000
Number of Sales (Closed)	21	31.3%	16	-8.7%	23
Sunnyside 1-3 Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$1,082,828	-23.8%	\$1,420,833	0.2%	\$1,080,962
Average Price Per Sq Ft	\$552	-29.5%	\$783	7.2%	\$515
Median Sales Price	\$995,000	-32.2%	\$1,467,500	4.7%	\$950,000
Number of Sales (Closed)	9	50.0%	6	-30.8%	13

Woodside

- Co-op median sales price declined year over year for the second straight quarter
- 1-3 family sales declined year over year for the fourth consecutive quarter

Woodside Sales by Number



Woodside Co-Op Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$347,080	3.9%	\$334,142	-11.8%	\$393,384
Median Sales Price	\$340,000	1.9%	\$333,750	-11.5%	\$384,000
Number of Sales (Closed)	25	-21.9%	32	-7.4%	27
Woodside 1-3 Family Matrix	Q1-2023	%Δ (QTR)	Q4-2022	%Δ (YR)	Q1-2022
Average Sales Price	\$946,926	-3.4%	\$980,250	-15.4%	\$1,118,944
Average Price Per Sq Ft	\$487	-6.0%	\$518	-20.7%	\$614
Median Sales Price	\$928,980	5.9%	\$877,500	-11.9%	\$1,055,000
Number of Sales (Closed)	14	-41.7%	24	-22.2%	18

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

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