

# Elliman Report

## Q1-2022

### Northwest Queens, NY Sales

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

YEAR-OVER-YEAR

**+ 10.5%**  
Prices

Median Sales Price

**+ 31.8%**  
Sales

Closed Sales

**+ 46 days**  
Marketing Time

Days on Market

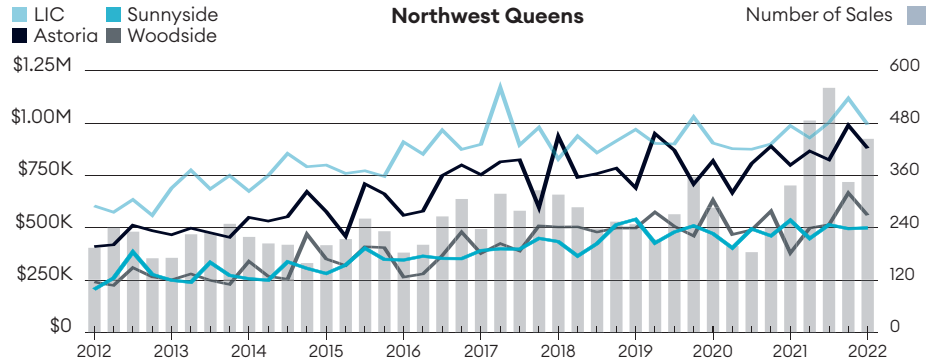
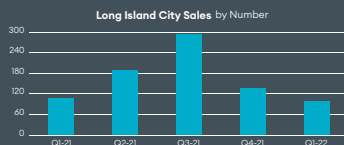
**- 3.7%**  
Negotiability

Listing Discount

- Price indicators rose annually and above the same period in 2020
- Sales surged annually for the fifth consecutive quarter
- Listing discount tightened to nearly half of the year-ago level

## Long Island City

- All condo price trend indicators exceeded pre-pandemic levels
- Co-op sales were the same as a year ago and two year-ago levels
- All 1-3 family price trend indicators continued to decline annually



Northwest Queens Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$982,174	-4.4%	\$1,026,843	10.3%	\$890,669
Median Sales Price	\$900,232	-7.7%	\$975,000	10.5%	\$815,000
Number of Sales (Closed)	444	28.7%	345	31.8%	337
Days on Market (From Last List Date)	92	10.8%	83	100.0%	46
Listing Discount (From Last List Price)	4.8%		3.2%		8.5%

Long Island City Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,132,529	-4.9%	\$1,191,191	2.6%	\$1,104,269
Average Price Per Sq Ft	\$1,284	-9.2%	\$1,414	-3.9%	\$1,336
Median Sales Price	\$999,000	-14.5%	\$1,168,141	1.1%	\$988,000
Number of Sales (Closed)	87	-29.8%	124	-8.4%	95

Long Island City Co-Op Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$505,000	-6.6%	\$540,909	29.2%	\$390,800
Median Sales Price	\$415,000	-23.8%	\$544,319	7.8%	\$385,000
Number of Sales (Closed)	5	25.0%	4	0.0%	5

Long Island City 1-3 Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,521,667	38.0%	\$1,102,571	-17.6%	\$1,845,655
Average Price Per Sq Ft	\$642	12.8%	\$569	-35.7%	\$998
Median Sales Price	\$1,410,000	28.2%	\$1,100,000	-32.9%	\$2,100,000
Number of Sales (Closed)	6	-14.3%	7	20.0%	5

## Sales and price trend indicators rose annually and were above the same period in 2020.

All price trend indicators rose annually and above pre-pandemic levels to their respective third-highest levels ever recorded. Median sales price increased 10.5% to \$900,232 from the same period last year and rose 4.7% from the same period pre-pandemic. Average sales price rose 10.3% to \$982,174 from the same period the previous

year and increased 4% from the same period in 2020. The number of sales surged 31.8% year over year to 444, the third-most sales in a quarter for the fifth consecutive increase. The total number of sales was significantly higher than the first quarter decade average of 264.

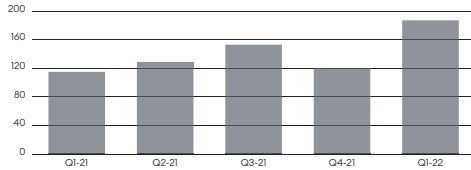


Prepared by Miller Samuel Real Estate Appraisers & Consultants

## Astoria

- Condo sales surged annually and doubled two year-ago levels
- Both co-op price trend indicators continued to decline annually
- 1-3 family price trend indicators rose annually but fell short of pre-pandemic levels

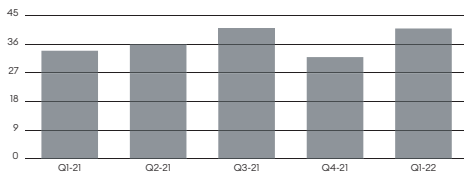
Astoria Sales by Number



## Sunnyside

- Co-op price trend indicators rose annually and doubled two year-ago levels
- 1-3 family median sales price declined annually and fell below two year-ago levels

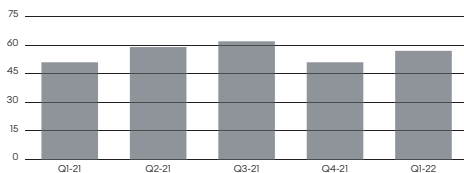
Sunnyside Sales by Number



## Woodside

- Co-op price trend indicators rose annually but fell short of pre-pandemic levels
- 1-3 family median sales price increased annually but fell below two year-ago levels

Woodside Sales by Number



Astoria Condo Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$827,529	23.0%	\$672,838	14.3%	\$723,827
Average Price Per Sq Ft	\$1,136	15.1%	\$987	7.8%	\$1,054
Median Sales Price	\$730,000	10.6%	\$660,000	6.1%	\$687,813
Number of Sales (Closed)	83	186.2%	29	53.7%	54
Astoria Co-Op Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$476,845	6.1%	\$449,485	-6.2%	\$508,481
Median Sales Price	\$470,000	15.3%	\$407,500	-9.4%	\$518,750
Number of Sales (Closed)	21	5.0%	20	50.0%	14
Astoria 1-3 Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,265,657	-9.5%	\$1,398,128	16.4%	\$1,087,734
Average Price Per Sq Ft	\$634	16.3%	\$545	5.3%	\$602
Median Sales Price	\$1,248,000	-2.1%	\$1,275,000	15.0%	\$1,085,000
Number of Sales (Closed)	83	16.9%	71	76.6%	47

Sunnyside Co-Op Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$426,330	4.4%	\$408,438	2.0%	\$417,854
Median Sales Price	\$415,000	8.5%	\$382,350	3.0%	\$402,800
Number of Sales (Closed)	23	35.3%	17	21.1%	19
Sunnyside 1-3 Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,080,962	-21.4%	\$1,374,417	-3.7%	\$1,122,821
Average Price Per Sq Ft	\$515	-7.0%	\$554	-12.4%	\$588
Median Sales Price	\$950,000	-34.6%	\$1,452,500	-8.9%	\$1,042,500
Number of Sales (Closed)	13	8.3%	12	-7.1%	14

Woodside Co-Op Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$393,384	7.7%	\$365,416	7.4%	\$366,190
Median Sales Price	\$384,000	2.4%	\$375,000	6.7%	\$360,000
Number of Sales (Closed)	27	42.1%	19	-12.9%	31
Woodside 1-3 Family Matrix	Q1-2022	%Δ (QTR)	Q4-2021	%Δ (YR)	Q1-2021
Average Sales Price	\$1,118,944	16.8%	\$958,199	20.2%	\$931,234
Average Price Per Sq Ft	\$614	14.8%	\$535	16.7%	\$526
Median Sales Price	\$1,055,000	10.8%	\$952,000	9.6%	\$962,500
Number of Sales (Closed)	18	-28.0%	25	12.5%	16

Questions or comments? Email report author Jonathan Miller at [jmiller@millersamuel.com](mailto:jmiller@millersamuel.com)  
Methodology: [millersamuel.com/research-reports/methodology](http://millersamuel.com/research-reports/methodology)

**Douglas Elliman Real Estate**  
575 Madison Avenue, New York, NY 10022  
212.891.7000 • [elliman.com](http://elliman.com)

**Miller Samuel Real Estate Appraisers & Consultants**  
21 West 38<sup>th</sup> Street, New York, NY 10018  
212.768.8100 • [millersamuel.com](http://millersamuel.com)