

Elliman Report

Q3-2022 Northwest Queens, NY Sales

Co-Op, Condo & 1-3 Family Dashboard

YEAR-OVER-YEAR

- **6.2%**
Prices
Median Sales Price

- **31.2%**
Sales
Closed Sales

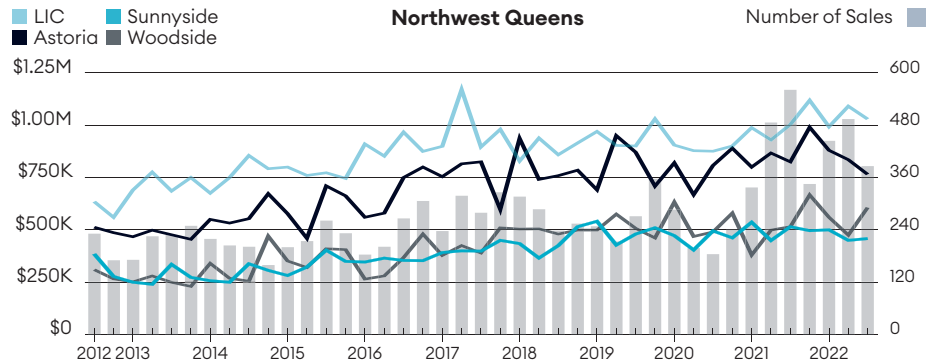
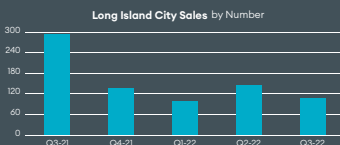
- **26 days**
Marketing Time
Days on Market

- **2.1%**
Negotiability
Listing Discount

- Prices slipped annually but remained above pre-pandemic levels
- Sales fell but remained sharply above pre-pandemic levels
- Days on market fell to a six quarter low

Long Island City

- Condo average sales price set a new record
- Co-op median sales price fell annually
- 1-3 family sales surged year over year



Northwest Queens Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$928,972	-8.5%	\$1,014,992	-6.0%	\$987,775
Median Sales Price	\$860,000	-13.0%	\$989,000	-6.2%	\$916,730
Number of Sales (Closed)	386	-21.9%	494	-31.2%	561
Days on Market (From Last List Date)	70	-39.1%	115	-27.1%	96
Listing Discount (From Last List Price)	5.0%		6.9%		7.1%

Long Island City Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,211,982	1.8%	\$1,191,064	3.9%	\$1,166,919
Average Price Per Sq Ft	\$1,320	-5.7%	\$1,400	-3.9%	\$1,374
Median Sales Price	\$1,074,297	-1.5%	\$1,090,650	4.1%	\$1,032,473
Number of Sales (Closed)	75	-42.7%	131	-71.8%	266

Long Island City Co-Op Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$571,215	-8.9%	\$627,083	-10.0%	\$634,408
Median Sales Price	\$560,000	0.2%	\$558,750	-6.6%	\$599,509
Number of Sales (Closed)	13	116.7%	6	-7.1%	14

Long Island City 1-3 Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,091,706	-28.5%	\$1,526,309	-21.8%	\$1,395,792
Average Price Per Sq Ft	\$654	-2.8%	\$673	-18.6%	\$803
Median Sales Price	\$990,000	-28.0%	\$1,375,000	-26.7%	\$1,350,000
Number of Sales (Closed)	17	112.5%	8	30.8%	13

Price trend indicators slid for the first time since early 2021.

Both price trend indicators declined annually for the first time after five quarters of expansion but remain nominally above pre-pandemic levels. The median sales price declined 6.2% annually to \$860,000, which was 1.2% above pre-pandemic levels.

Average sales price followed the same pattern, sliding 6% to \$928,972, 1.7% higher than pre-pandemic. There were 386 sales in the quarter, 31.2% below the same period last year and the first decline in seven quarters.

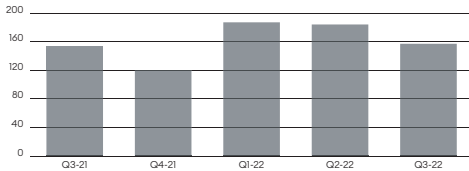


Prepared by Miller Samuel Real Estate Appraisers & Consultants

Astoria

- Condo median sales price slipped for first time in three quarters
- Co-op sales slipped but were at their second-highest level in five years
- 1-3 family median sales price increased annually for fifth consecutive month

Astoria Sales by Number



Astoria Condo Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$657,229	-12.0%	\$746,600	-4.2%	\$685,955
Average Price Per Sq Ft	\$940	3.6%	\$907	-5.1%	\$991
Median Sales Price	\$622,500	-3.9%	\$648,040	-9.8%	\$690,000
Number of Sales (Closed)	54	-27.0%	74	10.2%	49

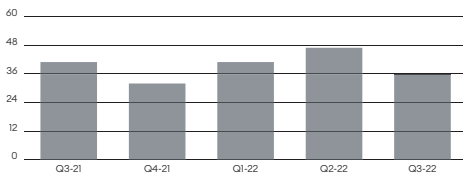
Astoria Co-Op Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$491,691	-13.9%	\$570,852	-17.7%	\$597,273
Median Sales Price	\$486,500	-7.3%	\$525,000	-8.2%	\$530,000
Number of Sales (Closed)	30	11.1%	27	-9.1%	33

Astoria 1-3 Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,317,062	0.3%	\$1,312,613	13.9%	\$1,156,470
Average Price Per Sq Ft	\$684	6.5%	\$642	9.3%	\$626
Median Sales Price	\$1,300,000	-5.5%	\$1,375,000	9.7%	\$1,185,000
Number of Sales (Closed)	73	-12.0%	83	2.8%	71

Sunnyside

- Co-op median sales price increased annually for the fourth consecutive month
- 1-3 family sales fell year over year for the first time in seven quarters

Sunnyside Sales by Number



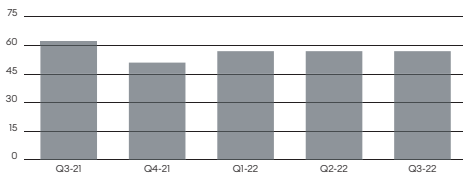
Sunnyside Co-Op Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$405,704	5.1%	\$386,164	-3.4%	\$419,898
Median Sales Price	\$392,200	0.6%	\$390,000	4.6%	\$375,000
Number of Sales (Closed)	23	-20.7%	29	-14.8%	27

Sunnyside 1-3 Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,179,409	-0.2%	\$1,182,050	4.7%	\$1,126,846
Average Price Per Sq Ft	\$727	43.4%	\$507	22.8%	\$592
Median Sales Price	\$1,250,000	-1.0%	\$1,262,500	8.7%	\$1,150,000
Number of Sales (Closed)	11	-31.3%	16	-15.4%	13

Woodside

- Co-op median sales price increased annually for third time in four months
- 1-3 family sales fell year over year for the second straight quarter

Woodside Sales by Number



Woodside Co-Op Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$434,175	29.6%	\$335,087	20.8%	\$359,528
Median Sales Price	\$392,500	22.8%	\$319,500	9.0%	\$360,000
Number of Sales (Closed)	32	6.7%	30	14.3%	28

Woodside 1-3 Family Matrix	Q3-2022	%Δ (QTR)	Q2-2022	%Δ (YR)	Q3-2021
Average Sales Price	\$1,108,043	0.0%	\$1,108,283	2.5%	\$1,081,522
Average Price Per Sq Ft	\$579	16.7%	\$496	30.4%	\$444
Median Sales Price	\$980,000	-2.0%	\$1,000,000	8.9%	\$900,000
Number of Sales (Closed)	21	-8.7%	23	-8.7%	23

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

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