

# Elliman Report

## Q4-2022 Northwest Queens, NY Sales

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

YEAR-OVER-YEAR

- 18.0%  
Prices  
Median Sales Price

- 9.9%  
Sales  
Closed Sales

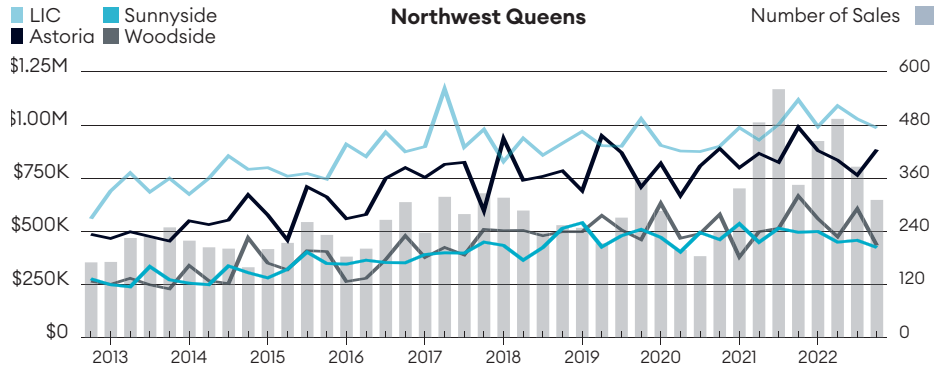
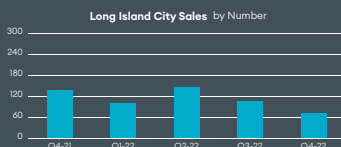
- 3 days  
Marketing Time  
Days on Market

+ 3.0%  
Negotiability  
Listing Discount

- Prices declined year over year for the second consecutive quarter
- Sales fell annually for the last two quarters
- Days on market fell annually for the last two quarters

### Long Island City

- Condo sales declined annually for the fourth consecutive quarter
- Co-op median sales price fell annually for the third straight quarter
- 1-3 family sales rose annually for the eighth consecutive year



Northwest Queens Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$942,834	1.5%	\$928,972	-8.2%	\$1,026,843
Median Sales Price	\$799,326	-7.1%	\$860,000	-18.0%	\$975,000
Number of Sales (Closed)	311	-19.4%	386	-9.9%	345
Days on Market (From Last List Date)	80	14.3%	70	-3.6%	83
Listing Discount (From Last List Price)	6.2%		5.0%		3.2%

Long Island City Condo Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,148,892	-5.2%	\$1,211,982	-3.6%	\$1,191,191
Average Price Per Sq Ft	\$1,342	1.7%	\$1,320	-5.1%	\$1,414
Median Sales Price	\$986,817	-8.1%	\$1,074,297	-15.5%	\$1,168,141
Number of Sales (Closed)	55	-26.7%	75	-55.6%	124

Long Island City Co-Op Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$500,000	-12.5%	\$571,215	-7.6%	\$540,909
Median Sales Price	\$447,500	-20.1%	\$560,000	-17.8%	\$544,319
Number of Sales (Closed)	6	-53.8%	13	50.0%	4

Long Island City 1-3 Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,484,375	36.0%	\$1,091,706	34.6%	\$1,102,571
Average Price Per Sq Ft	\$1,101	68.3%	\$654	93.5%	\$569
Median Sales Price	\$1,325,000	33.8%	\$990,000	20.5%	\$1,100,000
Number of Sales (Closed)	8	-52.9%	17	14.3%	7

### Price trend indicators slid annually for the second consecutive quarter.

The 311 sales total was 9.9% below the prior-year quarter, 19.4% below the prior quarter, and 12.9% below the pre-pandemic levels as the market came down from the unsustainable sales boom of 2021, poaching future sales. The median sales price was

\$799,326, down 18% year over year, and was 9.4% above the pre-pandemic level. Average sales price followed a similar pattern, sliding 8.4% from the prior-year quarter to \$924,834 but 0.8% higher than pre-pandemic levels.

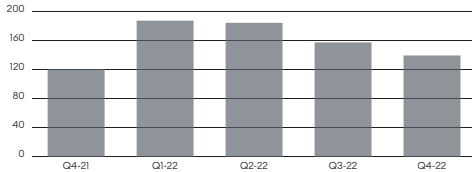


Prepared by Miller Samuel Real Estate Appraisers & Consultants

# Astoria

- Condo median sales price rose annually for the third time in four quarters
- Co-op sales declined year over year for the second consecutive quarter
- 1-3 family median sales price fell year over year for the first time in six quarters

Astoria Sales by Number



Astoria Condo Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$799,408	21.6%	\$657,229	18.8%	\$672,838
Average Price Per Sq Ft	\$943	0.3%	\$940	-4.5%	\$987
Median Sales Price	\$720,000	15.7%	\$622,500	9.1%	\$660,000
Number of Sales (Closed)	58	7.4%	54	100.0%	29

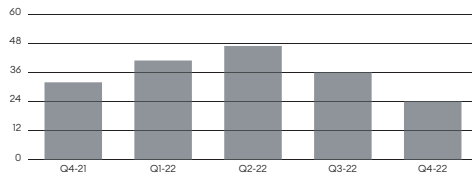
Astoria Co-Op Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$448,526	-8.8%	\$491,691	-0.2%	\$449,485
Median Sales Price	\$460,000	-5.4%	\$486,500	12.9%	\$407,500
Number of Sales (Closed)	19	-36.7%	30	-5.0%	20

Astoria 1-3 Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,337,569	1.6%	\$1,317,062	-4.3%	\$1,398,128
Average Price Per Sq Ft	\$704	2.9%	\$684	29.2%	\$545
Median Sales Price	\$1,250,000	-3.8%	\$1,300,000	-2.0%	\$1,275,000
Number of Sales (Closed)	62	-15.1%	73	-12.7%	71

# Sunnyside

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

Sunnyside Sales by Number



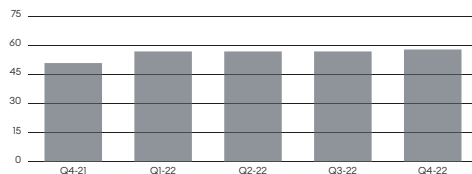
Sunnyside Co-Op Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$410,073	1.1%	\$405,704	0.4%	\$408,438
Median Sales Price	\$365,000	-6.9%	\$392,200	-4.5%	\$382,350
Number of Sales (Closed)	16	-30.4%	23	-5.9%	17

Sunnyside 1-3 Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$1,420,833	20.5%	\$1,179,409	3.4%	\$1,374,417
Average Price Per Sq Ft	\$783	7.7%	\$727	41.3%	\$554
Median Sales Price	\$1,467,500	17.4%	\$1,250,000	1.0%	\$1,452,500
Number of Sales (Closed)	6	-45.5%	11	-50.0%	12

# Woodside

- Co-op sales increased year over year for the second time in five quarters
- 1-3 family median sales price declined year over year for the first time in four quarters

Woodside Sales by Number



Woodside Co-Op Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$334,142	-23.0%	\$434,175	-8.6%	\$365,416
Median Sales Price	\$333,750	-15.0%	\$392,500	-11.0%	\$375,000
Number of Sales (Closed)	32	0.0%	32	68.4%	19

Woodside 1-3 Family Matrix	Q4-2022	%Δ (QTR)	Q3-2022	%Δ (YR)	Q4-2021
Average Sales Price	\$980,250	-11.5%	\$1,108,043	2.3%	\$958,199
Average Price Per Sq Ft	\$518	-10.5%	\$579	-3.2%	\$535
Median Sales Price	\$877,500	-10.5%	\$980,000	-7.8%	\$952,000
Number of Sales (Closed)	24	14.3%	21	-4.0%	25

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)

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