

Local Market Update through March 2016

A Research Tool Provided by the Staten Island Board of REALTORS®, Inc.



The Lakes

Includes data from Westerleigh, Sunset Hill, Sunnyside, Royal Oak, Silver Lake, Clove Lakes and Castleton Corners

+ 2.7%

Year-Over-Year Change in New Listings

+ 21.7%

Year-Over-Year Change in Closed Sales

+ 12.3%

One-Year Change in Median Sales Price*

Last 3 Months

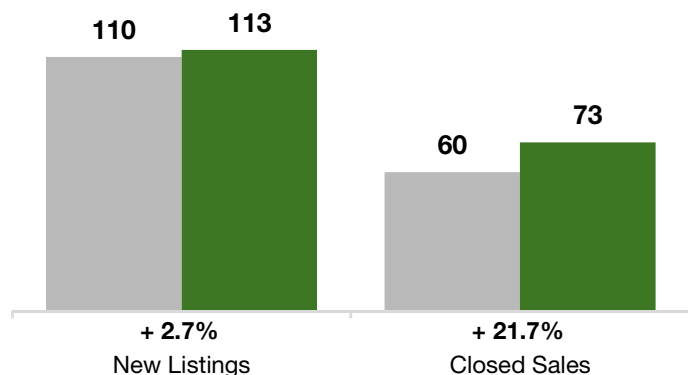
Year to Date

	Thru 3-2015	Thru 3-2016	+ / -	Thru 3-2015	Thru 3-2016	+ / -
New Listings	110	113	+ 2.7%	110	113	+ 2.7%
Pending Sales	70	69	- 1.4%	70	69	- 1.4%
Closed Sales	60	73	+ 21.7%	60	73	+ 21.7%
Lowest Sale Price*	\$66,000	\$70,000	+ 6.1%	\$66,000	\$70,000	+ 6.1%
Median Sales Price*	\$422,500	\$474,500	+ 12.3%	\$422,500	\$474,500	+ 12.3%
Highest Sale Price*	\$990,000	\$820,000	- 17.2%	\$990,000	\$820,000	- 17.2%
Percent of Original List Price Received*	91.0%	95.0%	+ 4.4%	91.0%	95.0%	+ 4.4%
Inventory of Homes for Sale	142	86	- 39.6%	--	--	--
Months Supply of Inventory	5.5	3.3	- 40.7%	--	--	--

* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

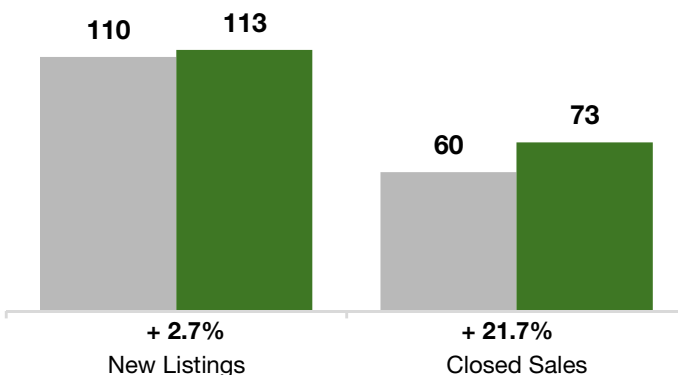
Last 3 Months

■ Thru 3-2015
■ Thru 3-2016



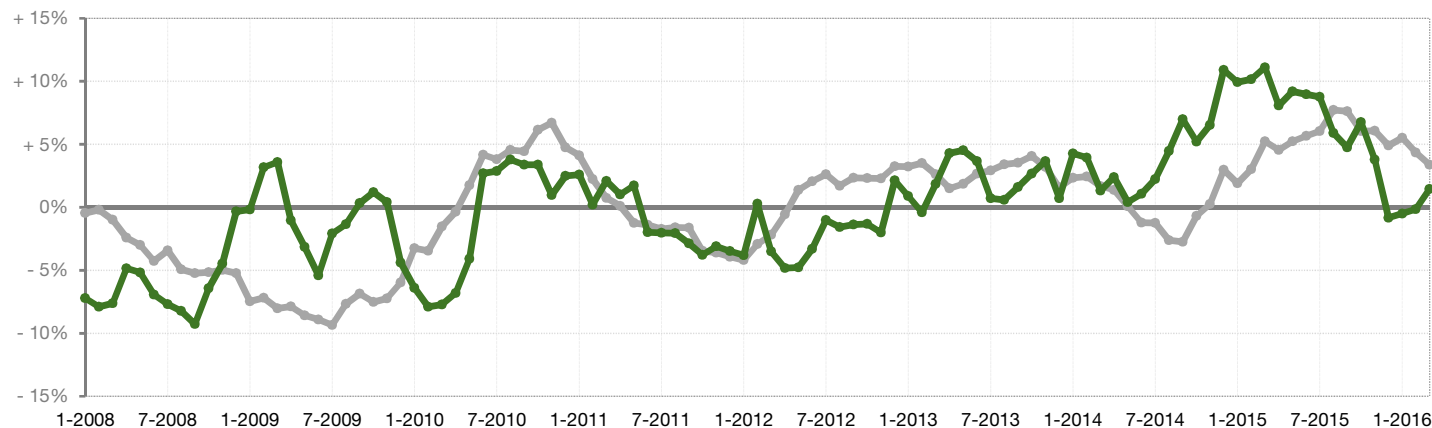
Year to Date

■ Thru 3-2015
■ Thru 3-2016



Change in Median Sold Price from Prior Year (6-Month Average)**

— All MLS
— The Lakes



**Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period. | Current as of April 5, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by ShowingTime 10K.