

Local Market Update through August 2014

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

+ 0.9%

- 28.3%

+ 7.6%

Year-Over-Year Change in
New Listings

Year-Over-Year Change in
Closed Sales

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

| | Thru 8-2013 | Thru 8-2014 | + / - | Thru 8-2013 | Thru 8-2014 | + / - |
|--|-------------|-------------|---------|-------------|-------------|---------|
| New Listings | 114 | 115 | + 0.9% | 322 | 299 | - 7.1% |
| Pending Sales | 85 | 81 | - 4.7% | 238 | 202 | - 15.1% |
| Closed Sales | 99 | 71 | - 28.3% | 226 | 187 | - 17.3% |
| Lowest Sale Price* | \$75,000 | \$55,000 | - 26.7% | \$61,100 | \$55,000 | - 10.0% |
| Median Sales Price* | \$409,000 | \$440,000 | + 7.6% | \$400,000 | \$410,000 | + 2.5% |
| Highest Sale Price* | \$965,000 | \$1,150,000 | + 19.2% | \$965,000 | \$1,150,000 | + 19.2% |
| Percent of Original List Price Received* | 92.2% | 93.4% | + 1.3% | 91.1% | 91.9% | + 0.9% |
| Inventory of Homes for Sale | 182 | 161 | - 11.7% | -- | -- | -- |
| Months Supply of Inventory | 6.8 | 6.3 | - 6.9% | -- | -- | -- |

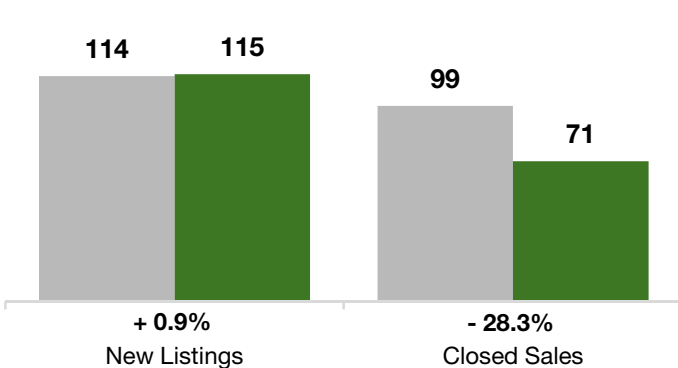
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

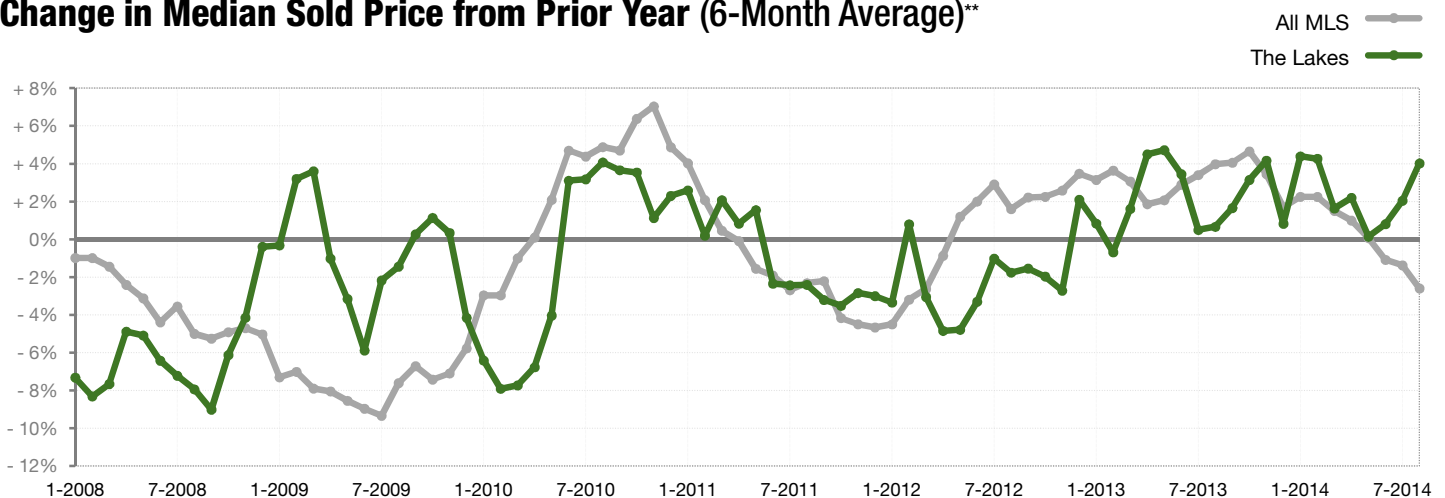
■ Thru 8-2013
■ Thru 8-2014

Year to Date

■ Thru 8-2013
■ Thru 8-2014



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



**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 September 3, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.