

Local Market Update through January 2016

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



The Hills

Includes data from Emerson Hill, Todt Hill, Lower Todt Hill, Light House Hill, Richmondtown, High Rock, Dongan Hills Colony, and Emerson Valley

- 31.7%

+ 32.3%

- 1.3%

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 1-2015 | Thru 1-2016 | + / - | Thru 1-2015 | Thru 1-2016 | + / - |
|--|-------------|--------------------|---------|-------------|--------------------|----------|
| New Listings | 63 | 43 | - 31.7% | 24 | 16 | - 33.3% |
| Pending Sales | 33 | 31 | - 6.1% | 10 | 8 | - 20.0% |
| Closed Sales | 31 | 41 | + 32.3% | 10 | 10 | 0.0% |
| Lowest Sale Price* | \$185,000 | \$274,600 | + 48.4% | \$185,000 | \$420,000 | + 127.0% |
| Median Sales Price* | \$640,000 | \$632,000 | - 1.3% | \$519,000 | \$675,000 | + 30.1% |
| Highest Sale Price* | \$2,950,000 | \$1,600,000 | - 45.8% | \$1,200,000 | \$1,600,000 | + 33.3% |
| Percent of Original List Price Received* | 88.8% | 90.0% | + 1.4% | 91.7% | 89.4% | - 2.6% |
| Inventory of Homes for Sale | 147 | 111 | - 24.7% | -- | -- | -- |
| Months Supply of Inventory | 14.3 | 7.3 | - 48.8% | -- | -- | -- |

* 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.

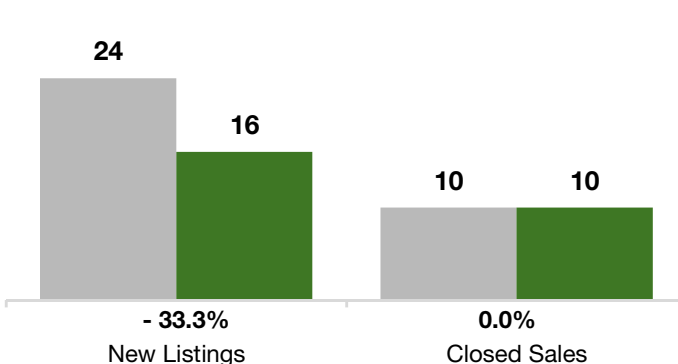
Last 3 Months

■ Thru 1-2015
■ Thru 1-2016



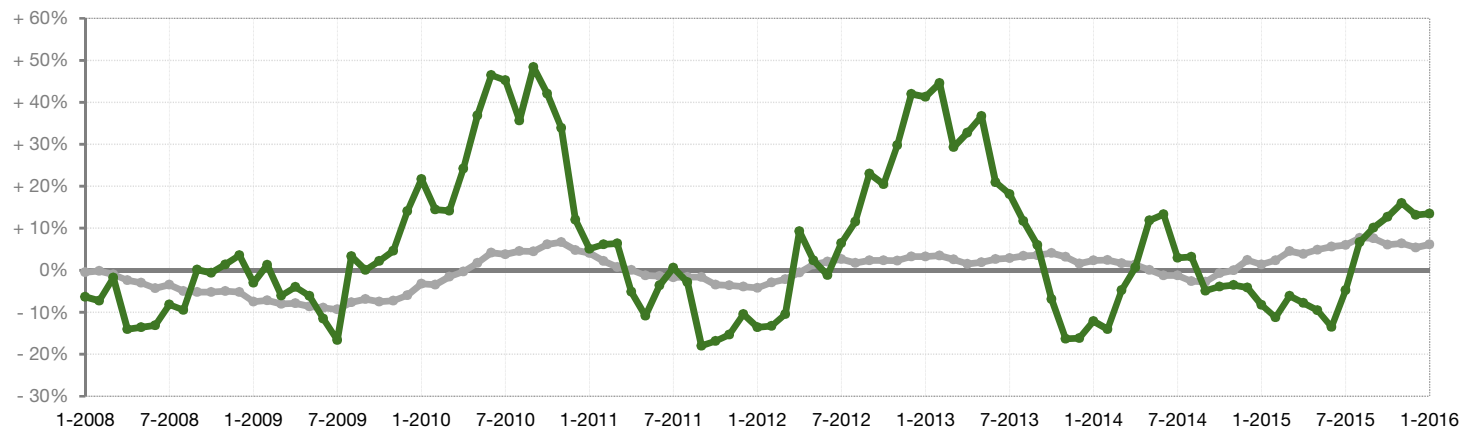
Year to Date

■ Thru 1-2015
■ Thru 1-2016



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

All MLS —
The Hills —



**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 February 5, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by ShowingTime 10K.