

Local Market Update through August 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

+ 36.5%

Year-Over-Year Change in New Listings

+ 11.6%

Year-Over-Year Change in Closed Sales

+ 4.5%

One-Year Change in Median Sales Price*

Last 3 Months

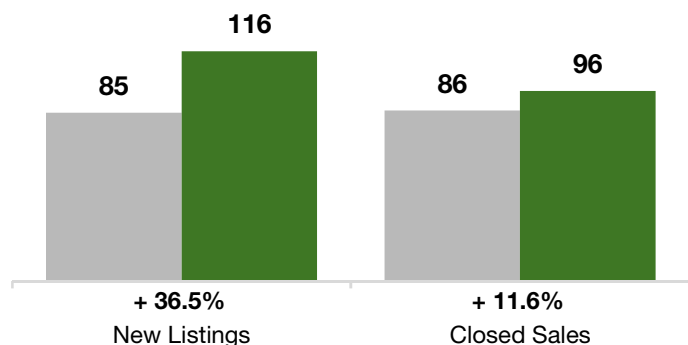
Year to Date

| | Thru 8-2015 | Thru 8-2016 | + / - | Thru 8-2015 | Thru 8-2016 | + / - |
|--|-------------|--------------------|---------|-------------|--------------------|---------|
| New Listings | 85 | 116 | + 36.5% | 275 | 326 | + 18.5% |
| Pending Sales | 92 | 95 | + 3.3% | 206 | 238 | + 15.5% |
| Closed Sales | 86 | 96 | + 11.6% | 197 | 212 | + 7.6% |
| Lowest Sale Price* | \$110,000 | \$62,000 | - 43.6% | \$66,000 | \$62,000 | - 6.1% |
| Median Sales Price* | \$473,750 | \$495,000 | + 4.5% | \$448,000 | \$475,000 | + 6.0% |
| Highest Sale Price* | \$866,500 | \$1,350,000 | + 55.8% | \$990,000 | \$1,350,000 | + 36.4% |
| Percent of Original List Price Received* | 94.8% | 96.2% | + 1.5% | 92.9% | 95.7% | + 3.1% |
| Inventory of Homes for Sale | 140 | 102 | - 27.1% | -- | -- | -- |
| Months Supply of Inventory | 5.5 | 3.5 | - 35.0% | -- | -- | -- |

* 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.

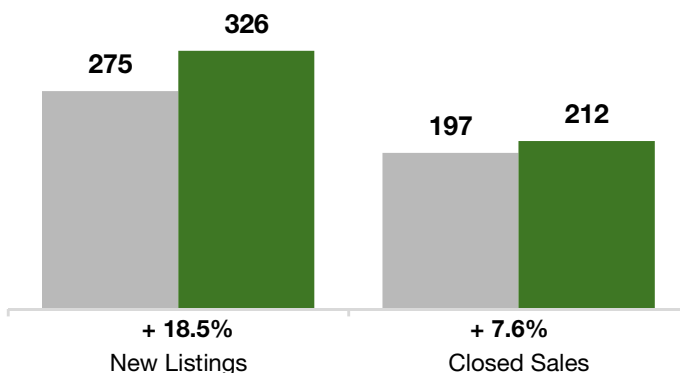
Last 3 Months

■ Thru 8-2015
■ Thru 8-2016



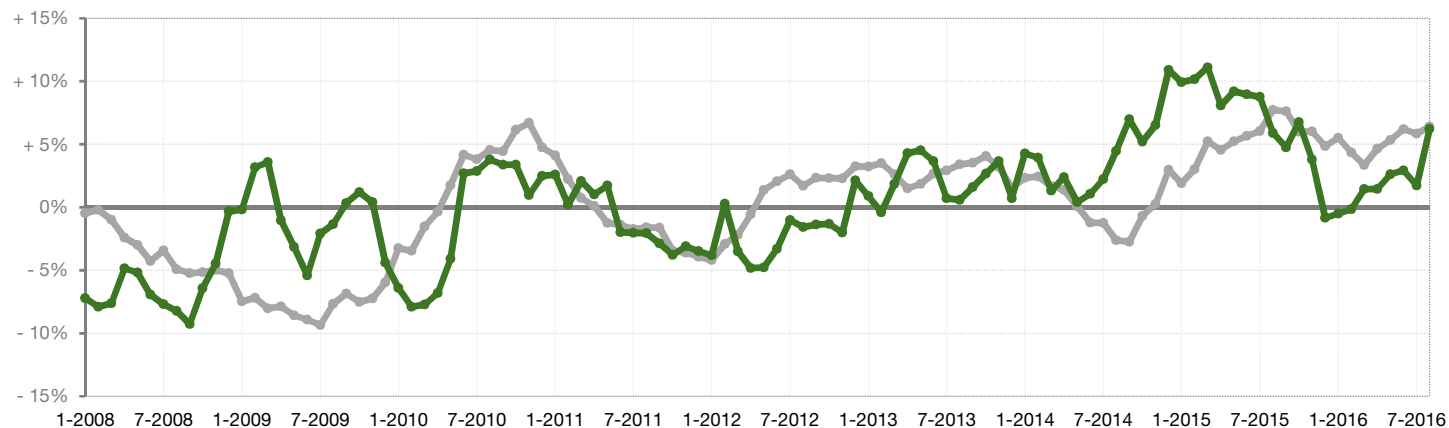
Year to Date

■ Thru 8-2015
■ Thru 8-2016



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 September 6, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2016 ShowingTime.