

Local Market Update through June 2018

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

+ 6.0%

- 29.3%

+ 3.6%

Year-Over-Year Change in
New Listings

Year-Over-Year Change in
Closed Sales

One-Year Change in
Median Sales Price*

Last 3 Months

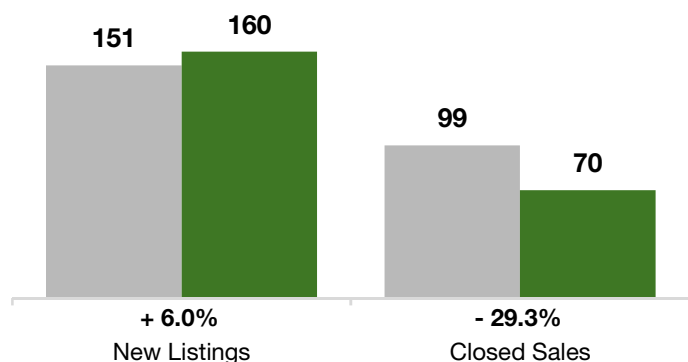
Year to Date

| | Thru 6-2017 | Thru 6-2018 | + / - | Thru 6-2017 | Thru 6-2018 | + / - |
|--|-------------|-------------|----------|-------------|-------------|----------|
| New Listings | 151 | 160 | + 6.0% | 258 | 275 | + 6.6% |
| Pending Sales | 98 | 88 | - 10.2% | 179 | 148 | - 17.3% |
| Closed Sales | 99 | 70 | - 29.3% | 192 | 130 | - 32.3% |
| Lowest Sale Price* | \$80,000 | \$160,000 | + 100.0% | \$80,000 | \$160,000 | + 100.0% |
| Median Sales Price* | \$555,000 | \$575,000 | + 3.6% | \$524,500 | \$579,500 | + 10.5% |
| Highest Sale Price* | \$979,999 | \$975,000 | - 0.5% | \$1,188,000 | \$1,200,000 | + 1.0% |
| Percent of Original List Price Received* | 96.9% | 95.5% | - 1.4% | 96.5% | 95.2% | - 1.3% |
| Inventory of Homes for Sale | 114 | 145 | + 27.5% | -- | -- | -- |
| Months Supply of Inventory | 3.7 | 5.2 | + 41.9% | -- | -- | -- |

* 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.

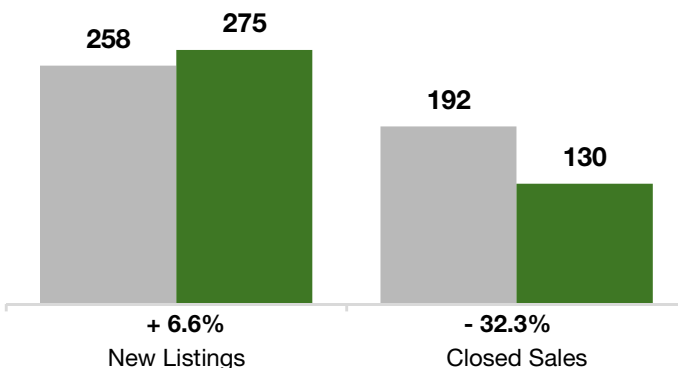
Last 3 Months

■ Thru 6-2017
■ Thru 6-2018



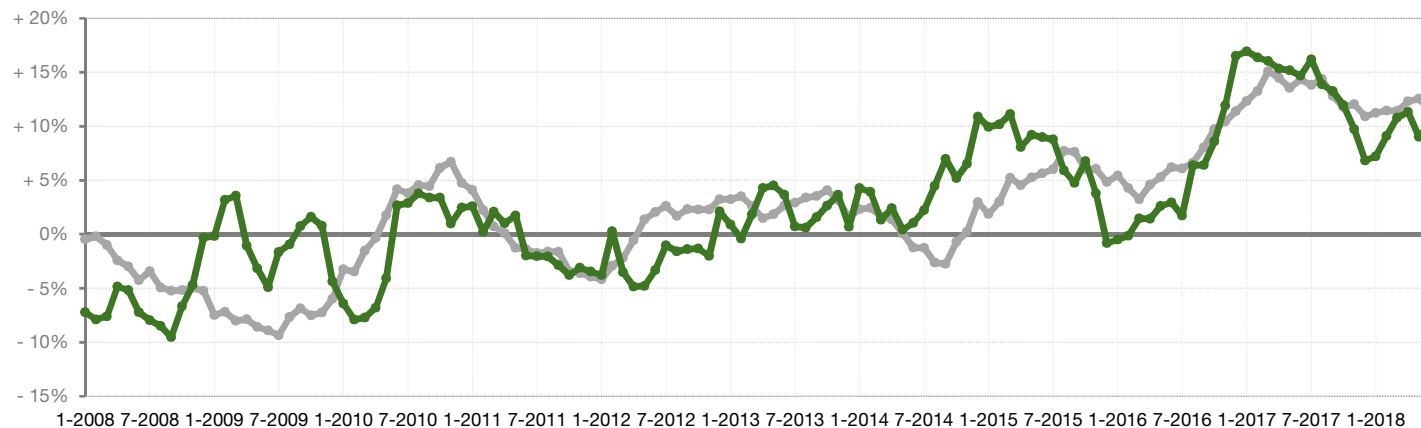
Year to Date

■ Thru 6-2017
■ Thru 6-2018



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 July 5, 2018. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2018 ShowingTime.