

Local Market Update through January 2012

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

- 2.5%

+ 16.3%

- 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 1-2011	Thru 1-2012	+ / -	Thru 1-2011	Thru 1-2012	+ / -
New Listings	79	77	- 2.5%	38	26	- 31.6%
Pending Sales	43	50	+ 16.3%	7	18	+ 157.1%
Closed Sales	51	52	+ 2.0%	17	16	- 5.9%
Lowest Sale Price*	\$150,000	\$97,000	- 35.3%	\$153,000	\$97,000	- 36.6%
Median Sales Price*	\$395,000	\$390,000	- 1.3%	\$405,000	\$390,000	- 3.7%
Highest Sale Price*	\$910,000	\$865,000	- 4.9%	\$705,000	\$774,000	+ 9.8%
Percent of Original List Price Received*	89.1%	89.5%	+ 0.5%	90.0%	88.5%	- 1.7%
Inventory of Homes for Sale	190	209	+ 9.6%	191	183	- 4.2%
Months Supply of Inventory	9.8	11.1	+ 12.4%	10.1	9.3	- 7.9%

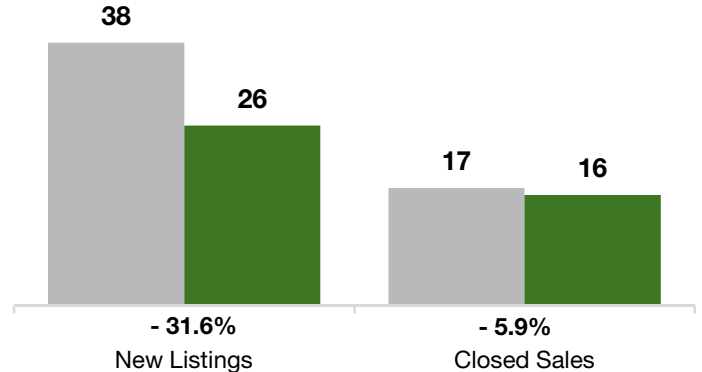
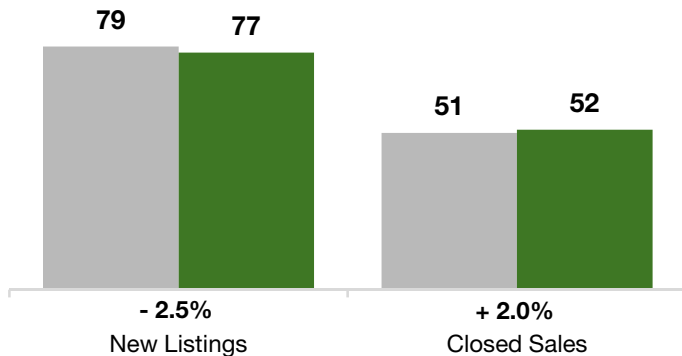
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

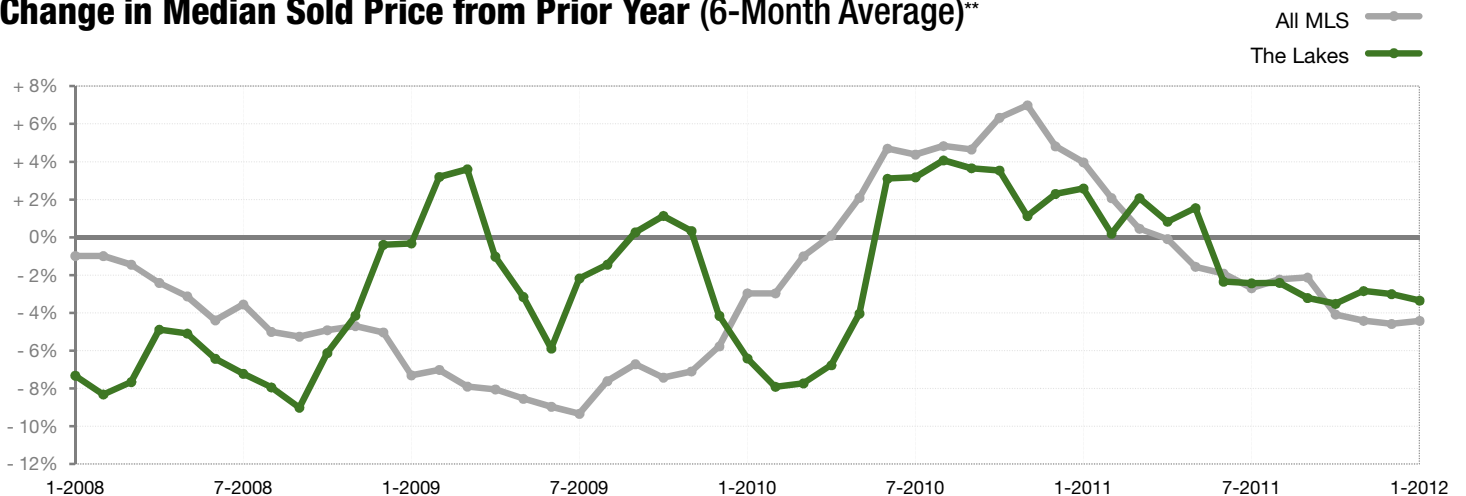
■ Thru 1-2011
■ Thru 1-2012

Year to Date

■ Thru 1-2011
■ Thru 1-2012



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 January 9, 2012. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.