

Local Market Update through December 2016

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



Heartland

Includes data from Willowbrook, Manor Heights, Bulls Head, New Springville, Heartland Village, Travis and Latourette

- 15.8%

Year-Over-Year Change in New Listings

- 6.9%

Year-Over-Year Change in Closed Sales

+ 24.3%

One-Year Change in Median Sales Price*

Last 3 Months

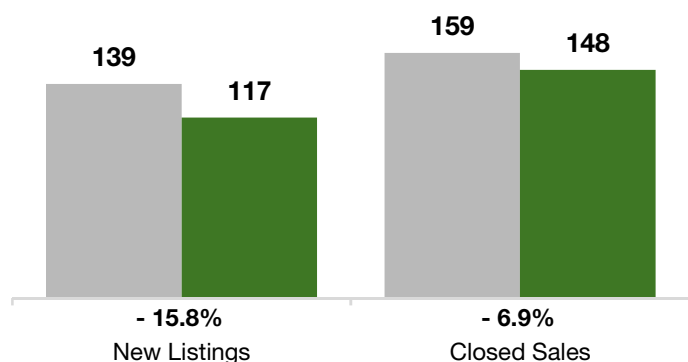
Year to Date

	Thru 12-2015	Thru 12-2016	+ / -	Thru 12-2015	Thru 12-2016	+ / -
New Listings	139	117	- 15.8%	637	610	- 4.2%
Pending Sales	134	125	- 6.7%	501	557	+ 11.2%
Closed Sales	159	148	- 6.9%	456	531	+ 16.4%
Lowest Sale Price*	\$140,000	\$170,000	+ 21.4%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$380,000	\$472,500	+ 24.3%	\$390,000	\$430,000	+ 10.3%
Highest Sale Price*	\$715,000	\$800,000	+ 11.9%	\$1,050,000	\$1,144,500	+ 9.0%
Percent of Original List Price Received*	95.8%	98.0%	+ 2.2%	95.0%	96.3%	+ 1.4%
Inventory of Homes for Sale	190	91	- 52.2%	--	--	--
Months Supply of Inventory	4.8	1.9	- 60.2%	--	--	--

* 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.

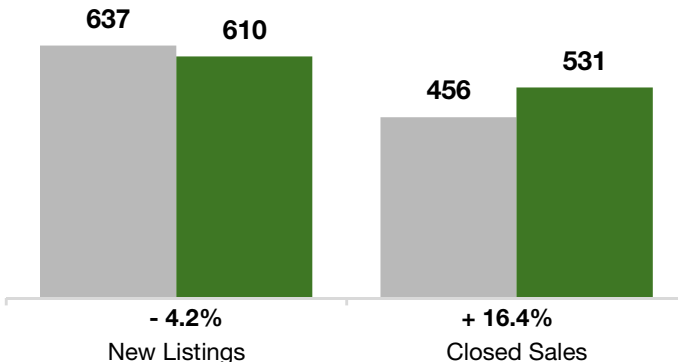
Last 3 Months

■ Thru 12-2015
■ Thru 12-2016



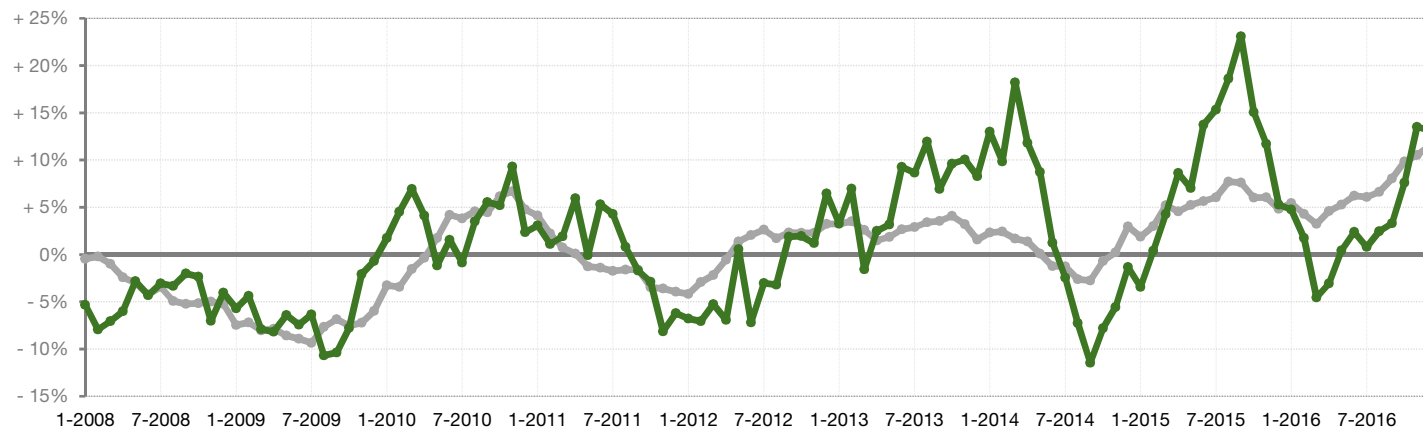
Year to Date

■ Thru 12-2015
■ Thru 12-2016



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

— All MLS
— Heartland



**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 December 19, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2016 ShowingTime.