

Local Market Update through August 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

- 13.0%

+ 9.3%

+ 10.0%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

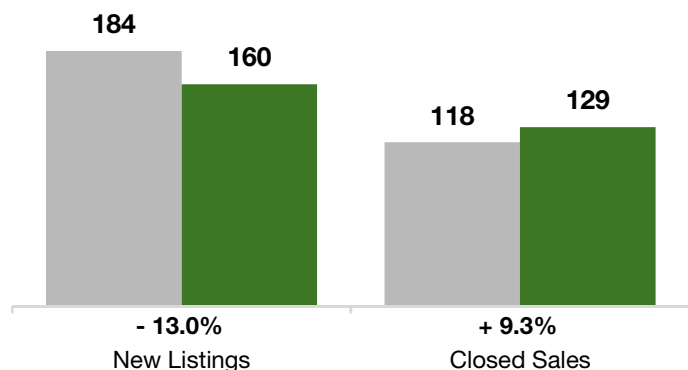
Year to Date

	Thru 8-2015	Thru 8-2016	+ / -	Thru 8-2015	Thru 8-2016	+ / -
New Listings	184	160	- 13.0%	450	426	- 5.3%
Pending Sales	136	158	+ 16.2%	319	379	+ 18.8%
Closed Sales	118	129	+ 9.3%	254	321	+ 26.4%
Lowest Sale Price*	\$170,000	\$110,000	- 35.3%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$390,000	\$428,888	+ 10.0%	\$390,000	\$420,000	+ 7.7%
Highest Sale Price*	\$1,050,000	\$780,000	- 25.7%	\$1,050,000	\$1,144,500	+ 9.0%
Percent of Original List Price Received*	94.6%	96.2%	+ 1.7%	94.3%	95.5%	+ 1.3%
Inventory of Homes for Sale	233	129	- 44.6%	--	--	--
Months Supply of Inventory	6.7	2.8	- 58.8%	--	--	--

* 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.

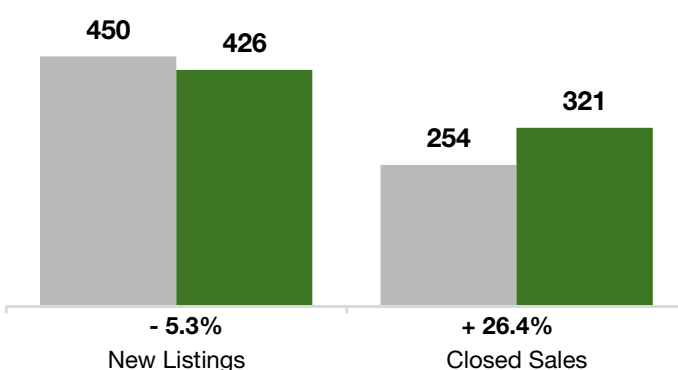
Last 3 Months

■ Thru 8-2015
■ Thru 8-2016



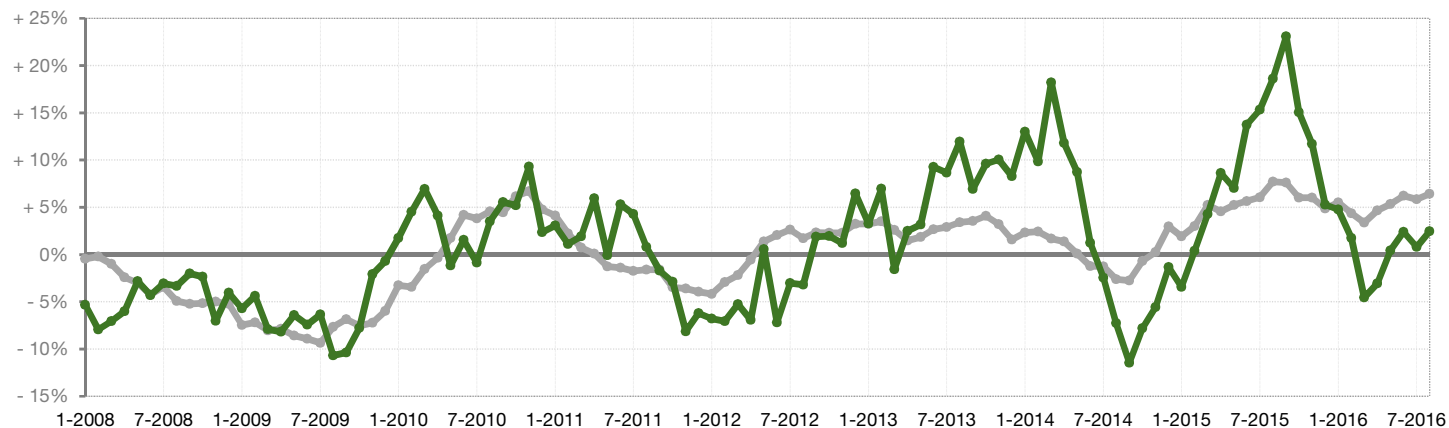
Year to Date

■ Thru 8-2015
■ Thru 8-2016



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

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