

Local Market Update through February 2017

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

+ 5.9%

Year-Over-Year Change in New Listings

- 4.3%

Year-Over-Year Change in Closed Sales

+ 12.4%

One-Year Change in Median Sales Price*

Last 3 Months

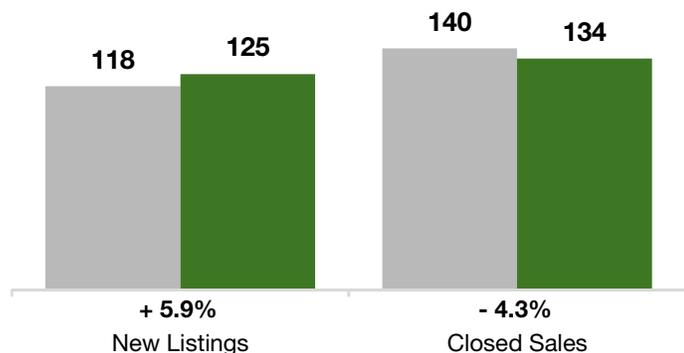
Year to Date

	Thru 2-2016	Thru 2-2017	+ / -	Thru 2-2016	Thru 2-2017	+ / -
New Listings	118	125	+ 5.9%	87	93	+ 6.9%
Pending Sales	125	86	- 31.2%	76	57	- 25.0%
Closed Sales	140	134	- 4.3%	77	82	+ 6.5%
Lowest Sale Price*	\$107,000	\$120,000	+ 12.1%	\$107,000	\$120,000	+ 12.1%
Median Sales Price*	\$400,000	\$449,500	+ 12.4%	\$409,000	\$477,500	+ 16.7%
Highest Sale Price*	\$1,144,500	\$865,000	- 24.4%	\$1,144,500	\$865,000	- 24.4%
Percent of Original List Price Received*	95.5%	98.0%	+ 2.7%	95.2%	98.4%	+ 3.4%
Inventory of Homes for Sale	158	94	- 40.4%	--	--	--
Months Supply of Inventory	3.8	2.1	- 44.9%	--	--	--

* 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.

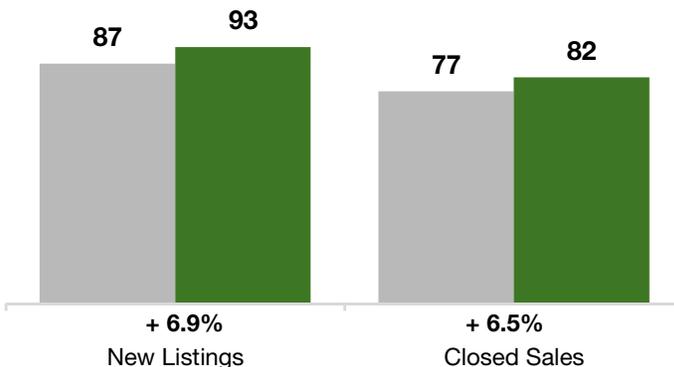
Last 3 Months

■ Thru 2-2016
■ Thru 2-2017



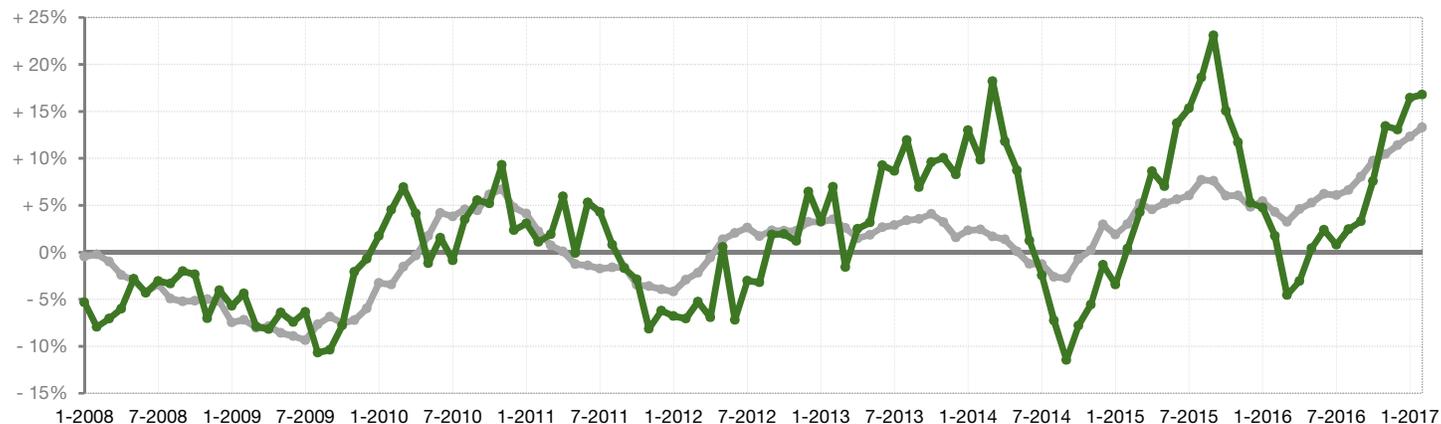
Year to Date

■ Thru 2-2016
■ Thru 2-2017



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 March 5, 2017. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2017 ShowingTime.