

Local Market Update through July 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

+ 31.3%

Year-Over-Year Change in New Listings

+ 5.3%

Year-Over-Year Change in Closed Sales

+ 10.4%

One-Year Change in Median Sales Price*

Last 3 Months

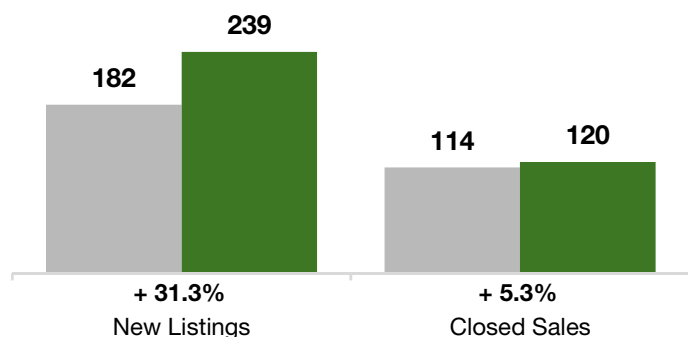
Year to Date

	Thru 7-2016	Thru 7-2017	+ / -	Thru 7-2016	Thru 7-2017	+ / -
New Listings	182	239	+ 31.3%	387	448	+ 15.8%
Pending Sales	168	157	- 6.5%	327	303	- 7.3%
Closed Sales	114	120	+ 5.3%	272	265	- 2.6%
Lowest Sale Price*	\$110,000	\$210,000	+ 90.9%	\$107,000	\$120,000	+ 12.1%
Median Sales Price*	\$407,500	\$450,000	+ 10.4%	\$408,000	\$475,000	+ 16.4%
Highest Sale Price*	\$750,000	\$900,000	+ 20.0%	\$1,144,500	\$900,000	- 21.4%
Percent of Original List Price Received*	95.7%	98.6%	+ 3.0%	95.2%	98.5%	+ 3.5%
Inventory of Homes for Sale	158	143	- 9.5%	--	--	--
Months Supply of Inventory	3.5	3.2	- 7.3%	--	--	--

* 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.

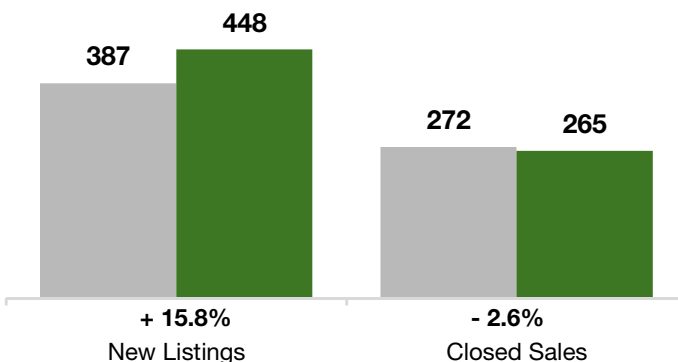
Last 3 Months

■ Thru 7-2016
■ Thru 7-2017



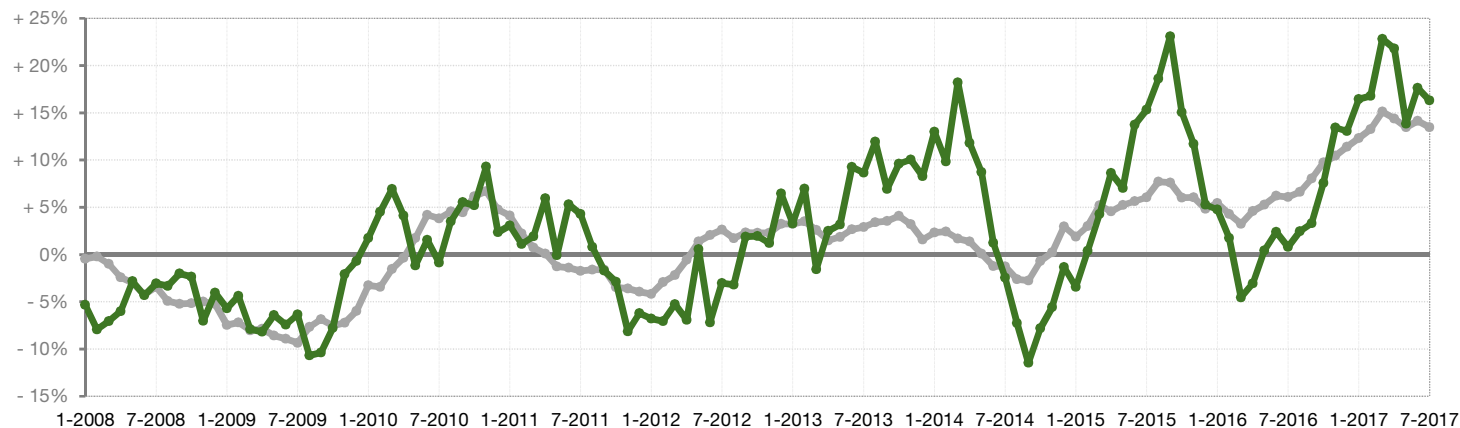
Year to Date

■ Thru 7-2016
■ Thru 7-2017



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