

# Local Market Update through July 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

**- 6.5%**

**+ 0.9%**

**+ 7.2%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

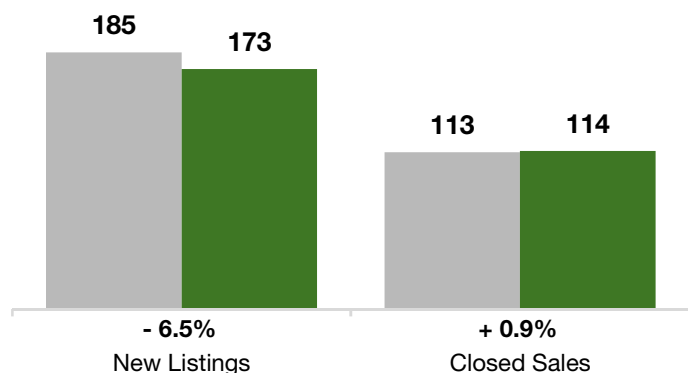
### Year to Date

	Thru 7-2015	Thru 7-2016	+ / -	Thru 7-2015	Thru 7-2016	+ / -
New Listings	185	173	- 6.5%	399	378	- 5.3%
Pending Sales	127	169	+ 33.1%	269	330	+ 22.7%
Closed Sales	113	114	+ 0.9%	211	272	+ 28.9%
Lowest Sale Price*	\$107,000	\$110,000	+ 2.8%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$380,000	\$407,500	+ 7.2%	\$384,250	\$408,000	+ 6.2%
Highest Sale Price*	\$1,050,000	\$750,000	- 28.6%	\$1,050,000	\$1,144,500	+ 9.0%
Percent of Original List Price Received*	94.0%	95.7%	+ 1.8%	94.1%	95.2%	+ 1.2%
Inventory of Homes for Sale	230	133	- 42.1%	--	--	--
Months Supply of Inventory	6.8	2.9	- 57.2%	--	--	--

\* 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.

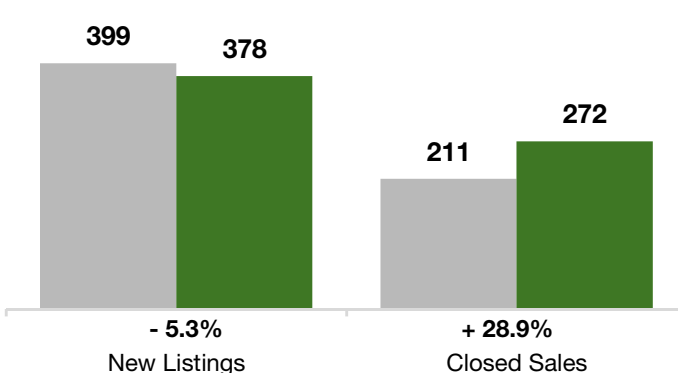
### Last 3 Months

■ Thru 7-2015  
■ Thru 7-2016



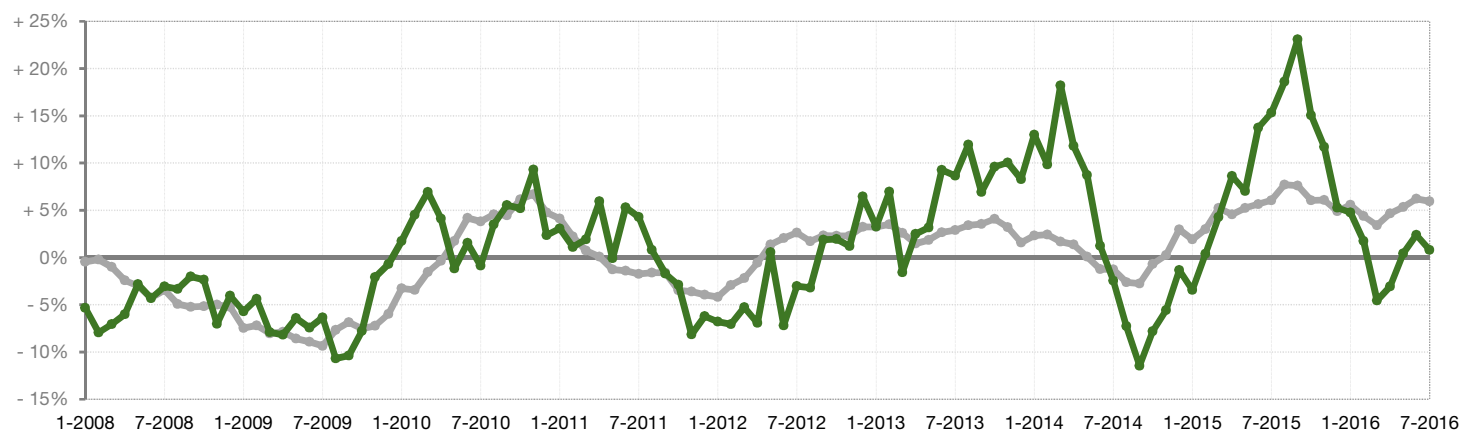
### Year to Date

■ Thru 7-2015  
■ Thru 7-2016



### 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 August 5, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2016 ShowingTime.