

Local Market Update through November 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

- 9.6%

+ 12.2%

+ 21.0%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

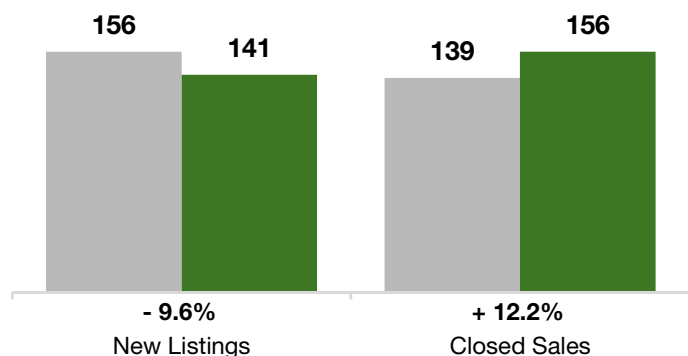
Year to Date

	Thru 11-2015	Thru 11-2016	+ / -	Thru 11-2015	Thru 11-2016	+ / -
New Listings	156	141	- 9.6%	606	575	- 5.1%
Pending Sales	134	146	+ 9.0%	453	525	+ 15.9%
Closed Sales	139	156	+ 12.2%	393	477	+ 21.4%
Lowest Sale Price*	\$170,000	\$170,000	0.0%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$400,000	\$484,000	+ 21.0%	\$395,000	\$432,000	+ 9.4%
Highest Sale Price*	\$840,000	\$800,000	- 4.8%	\$1,050,000	\$1,144,500	+ 9.0%
Percent of Original List Price Received*	95.9%	97.5%	+ 1.6%	94.9%	96.2%	+ 1.4%
Inventory of Homes for Sale	205	101	- 50.5%	--	--	--
Months Supply of Inventory	5.4	2.1	- 60.3%	--	--	--

* 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.

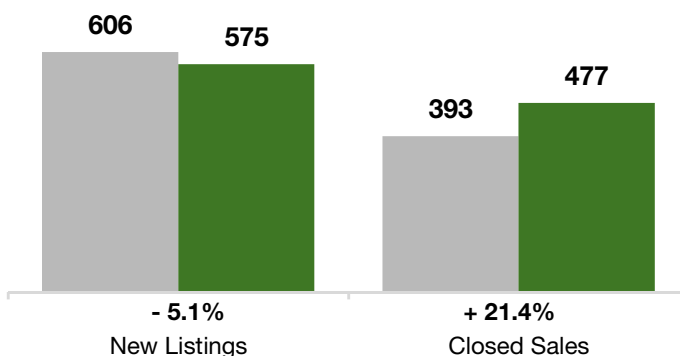
Last 3 Months

■ Thru 11-2015
■ Thru 11-2016



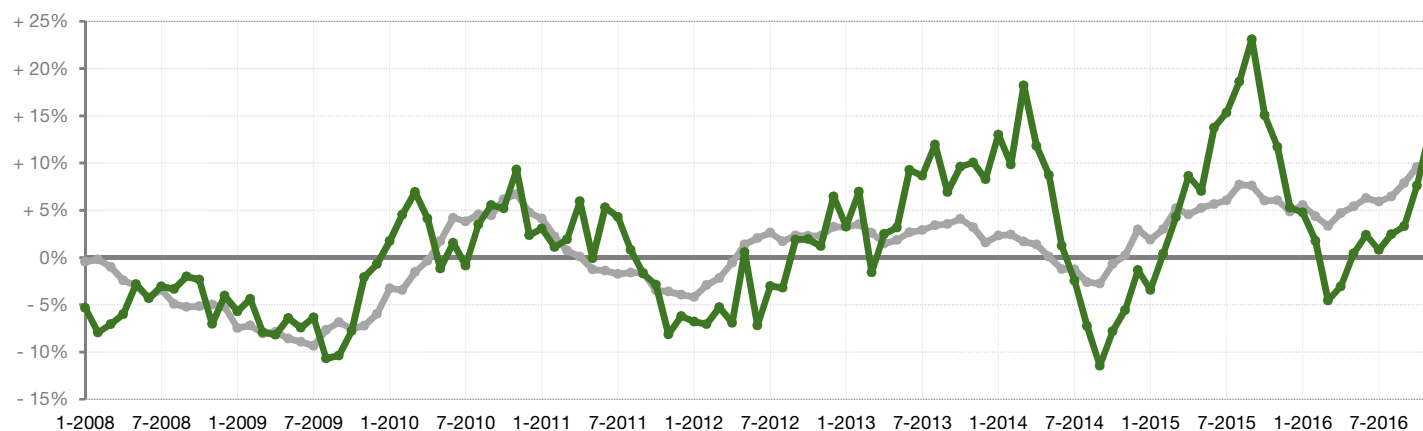
Year to Date

■ Thru 11-2015
■ Thru 11-2016



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