

Local Market Update through May 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

- 38.5%

Year-Over-Year Change in New Listings

- 46.1%

Year-Over-Year Change in Closed Sales

+ 27.5%

One-Year Change in Median Sales Price*

Last 3 Months

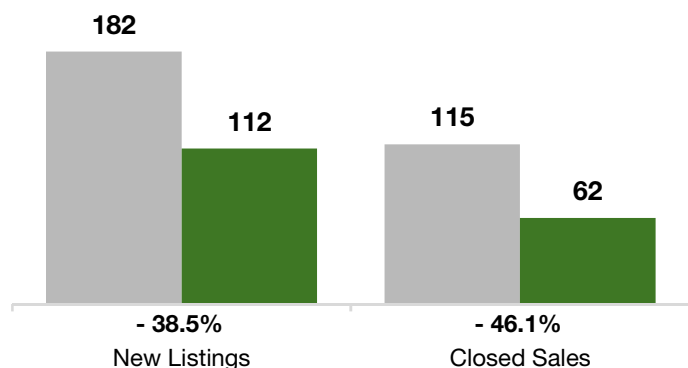
Year to Date

	Thru 5-2016	Thru 5-2017	+ / -	Thru 5-2016	Thru 5-2017	+ / -
New Listings	182	112	- 38.5%	269	206	- 23.4%
Pending Sales	142	92	- 35.2%	218	151	- 30.7%
Closed Sales	115	62	- 46.1%	192	144	- 25.0%
Lowest Sale Price*	\$112,000	\$210,000	+ 87.5%	\$107,000	\$120,000	+ 12.1%
Median Sales Price*	\$406,000	\$517,500	+ 27.5%	\$408,000	\$493,750	+ 21.0%
Highest Sale Price*	\$675,000	\$850,000	+ 25.9%	\$1,144,500	\$865,000	- 24.4%
Percent of Original List Price Received*	95.0%	98.6%	+ 3.7%	95.1%	98.5%	+ 3.6%
Inventory of Homes for Sale	160	72	- 54.9%	--	--	--
Months Supply of Inventory	3.7	1.6	- 57.0%	--	--	--

* 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.

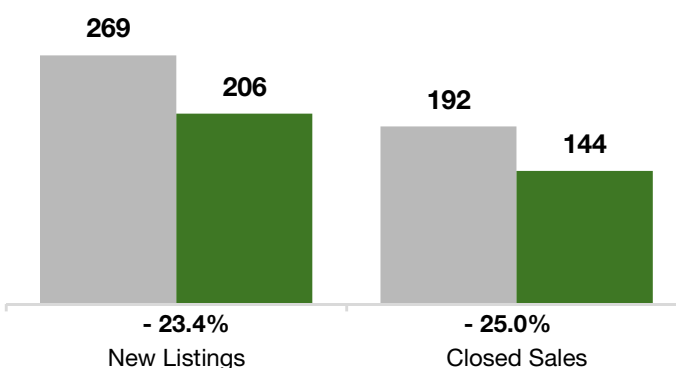
Last 3 Months

■ Thru 5-2016
■ Thru 5-2017



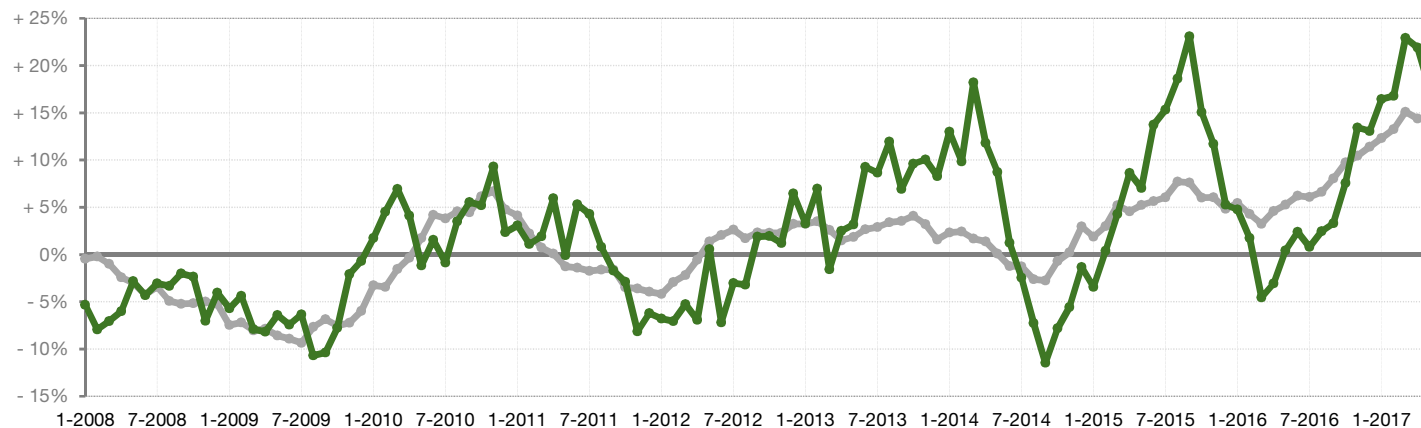
Year to Date

■ Thru 5-2016
■ Thru 5-2017



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