

Local Market Update through September 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

+ 35.5%

Year-Over-Year Change in New Listings

0.0%

Year-Over-Year Change in Closed Sales

+ 6.1%

One-Year Change in Median Sales Price*

Last 3 Months

Year to Date

	Thru 9-2016	Thru 9-2017	+ / -	Thru 9-2016	Thru 9-2017	+ / -
New Listings	155	210	+ 35.5%	494	586	+ 18.6%
Pending Sales	150	174	+ 16.0%	428	427	- 0.2%
Closed Sales	152	152	0.0%	384	381	- 0.8%
Lowest Sale Price*	\$110,000	\$190,000	+ 72.7%	\$107,000	\$120,000	+ 12.1%
Median Sales Price*	\$440,000	\$467,000	+ 6.1%	\$420,000	\$470,000	+ 11.9%
Highest Sale Price*	\$800,000	\$937,500	+ 17.2%	\$1,144,500	\$937,500	- 18.1%
Percent of Original List Price Received*	96.7%	98.6%	+ 2.0%	95.7%	98.5%	+ 3.0%
Inventory of Homes for Sale	143	154	+ 7.9%	--	--	--
Months Supply of Inventory	3.1	3.4	+ 11.1%	--	--	--

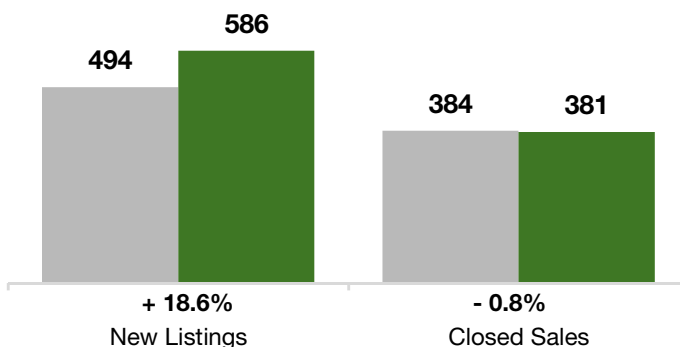
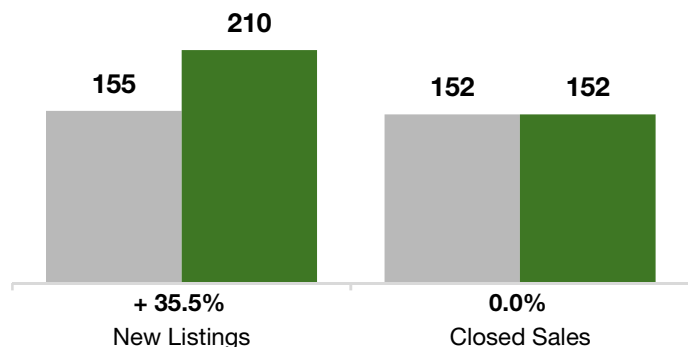
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 9-2016
■ Thru 9-2017

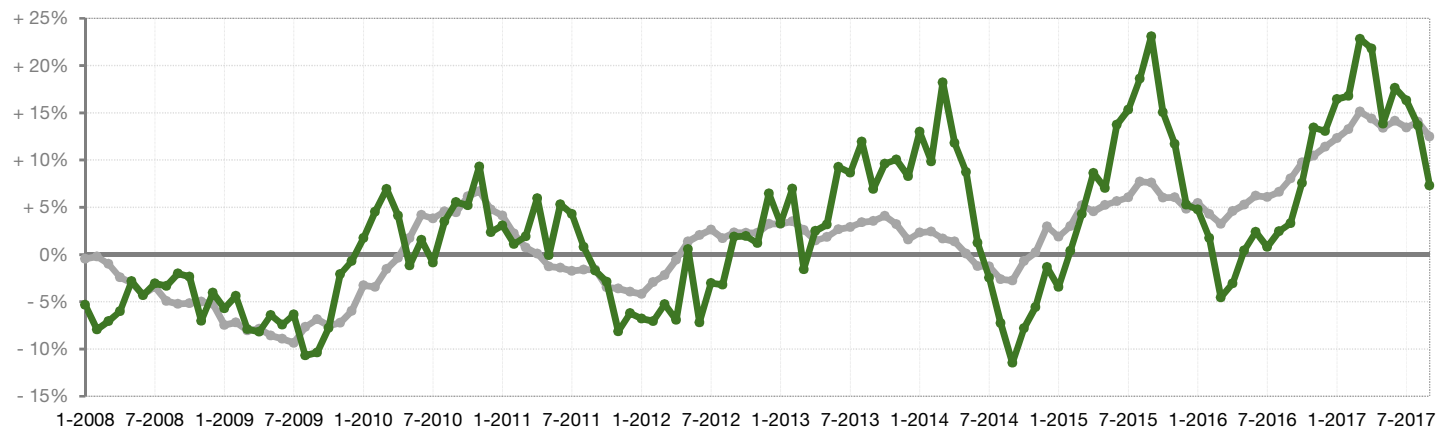
Year to Date

■ Thru 9-2016
■ Thru 9-2017



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