

# Local Market Update through October 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

**+ 15.7%**

Year-Over-Year Change in  
New Listings

**+ 18.5%**

Year-Over-Year Change in  
Closed Sales

**- 7.4%**

One-Year Change in  
Median Sales Price\*

### Last 3 Months

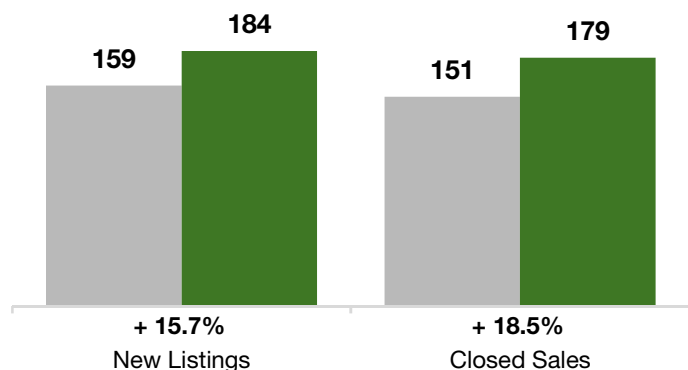
### Year to Date

	Thru 10-2016	Thru 10-2017	+ / -	Thru 10-2016	Thru 10-2017	+ / -
New Listings	159	<b>184</b>	+ 15.7%	546	<b>638</b>	+ 16.8%
Pending Sales	167	<b>169</b>	+ 1.2%	493	<b>463</b>	- 6.1%
Closed Sales	151	<b>179</b>	+ 18.5%	423	<b>445</b>	+ 5.2%
Lowest Sale Price*	\$160,000	<b>\$190,000</b>	+ 18.8%	\$107,000	<b>\$120,000</b>	+ 12.1%
Median Sales Price*	\$470,000	<b>\$435,000</b>	- 7.4%	\$425,000	<b>\$465,000</b>	+ 9.4%
Highest Sale Price*	\$800,000	<b>\$937,500</b>	+ 17.2%	\$1,144,500	<b>\$937,500</b>	- 18.1%
Percent of Original List Price Received*	97.5%	<b>98.0%</b>	+ 0.5%	96.0%	<b>98.3%</b>	+ 2.4%
Inventory of Homes for Sale	132	<b>152</b>	+ 14.6%	--	--	--
Months Supply of Inventory	2.8	<b>3.4</b>	+ 19.7%	--	--	--

\* 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.

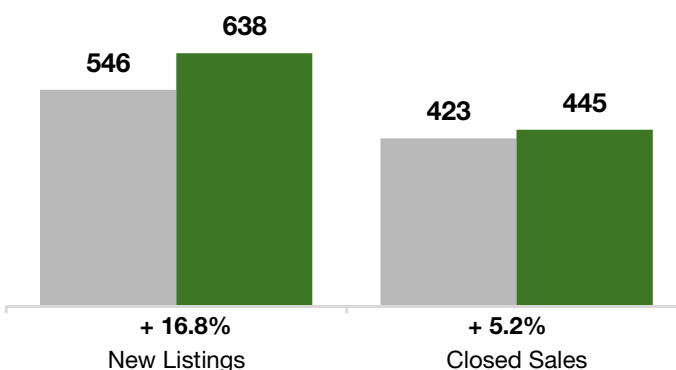
### Last 3 Months

■ Thru 10-2016  
■ Thru 10-2017



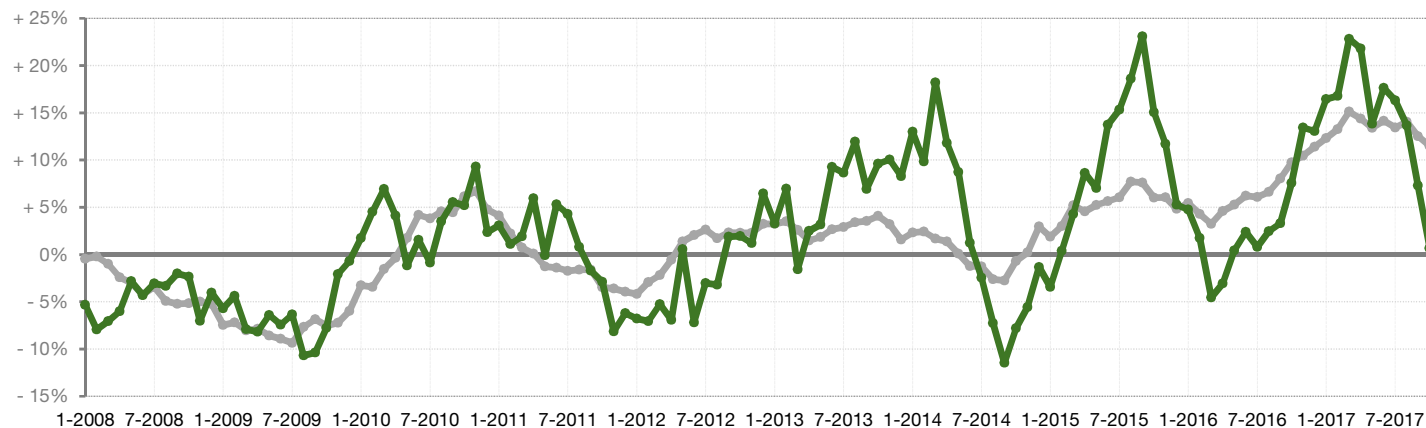
### Year to Date

■ Thru 10-2016  
■ Thru 10-2017



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