

Local Market Update through November 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

+ 20.7%

Year-Over-Year Change in
New Listings

- 1.9%

Year-Over-Year Change in
Closed Sales

- 10.9%

One-Year Change in
Median Sales Price*

Last 3 Months

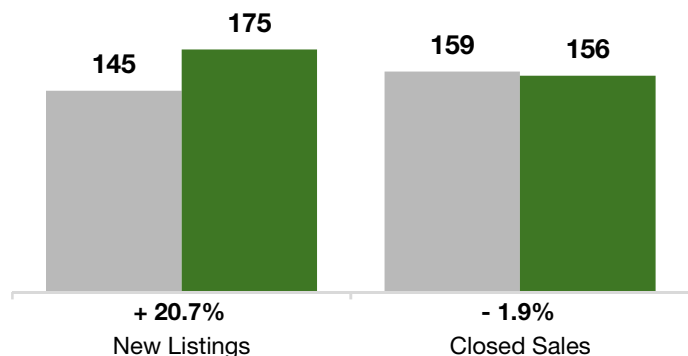
Year to Date

	Thru 11-2016	Thru 11-2017	+ / -	Thru 11-2016	Thru 11-2017	+ / -
New Listings	145	175	+ 20.7%	583	698	+ 19.7%
Pending Sales	152	141	- 7.2%	526	504	- 4.2%
Closed Sales	159	156	- 1.9%	480	490	+ 2.1%
Lowest Sale Price*	\$170,000	\$175,000	+ 2.9%	\$107,000	\$120,000	+ 12.1%
Median Sales Price*	\$488,000	\$435,000	- 10.9%	\$434,000	\$465,000	+ 7.1%
Highest Sale Price*	\$800,000	\$935,000	+ 16.9%	\$1,144,500	\$937,500	- 18.1%
Percent of Original List Price Received*	97.6%	97.4%	- 0.1%	96.2%	98.2%	+ 2.1%
Inventory of Homes for Sale	123	151	+ 22.2%	--	--	--
Months Supply of Inventory	2.6	3.4	+ 30.4%	--	--	--

* 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 11-2016
■ Thru 11-2017



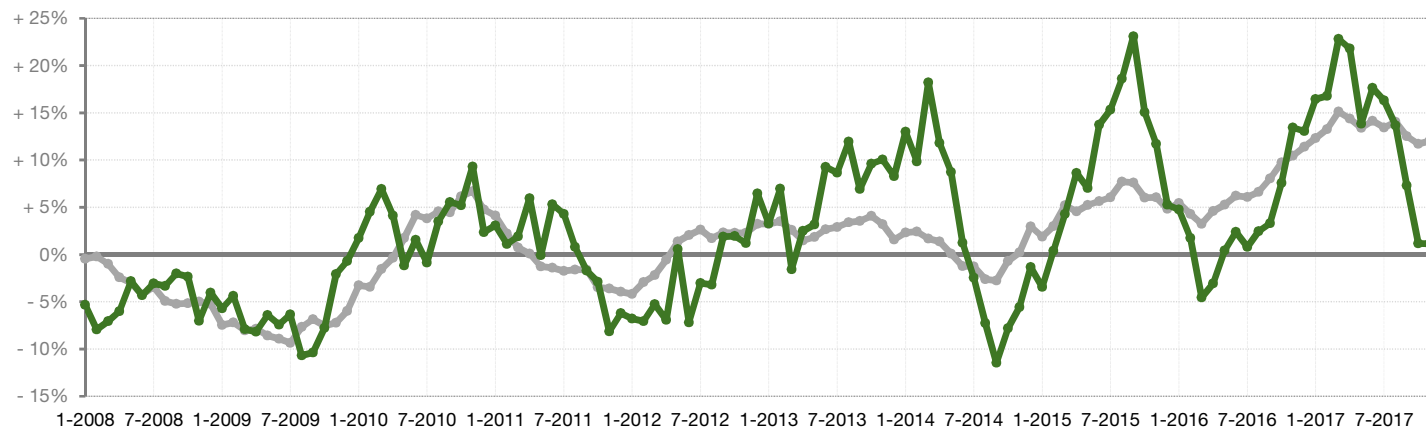
Year to Date

■ Thru 11-2016
■ Thru 11-2017



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