

# Local Market Update through December 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

**+ 17.1%**

Year-Over-Year Change in  
New Listings

**+ 12.2%**

Year-Over-Year Change in  
Closed Sales

**- 1.1%**

One-Year Change in  
Median Sales Price\*

### Last 3 Months

### Year to Date

	Thru 12-2016	Thru 12-2017	+ / -	Thru 12-2016	Thru 12-2017	+ / -
New Listings	123	<b>144</b>	+ 17.1%	617	<b>734</b>	+ 19.0%
Pending Sales	127	<b>131</b>	+ 3.1%	555	<b>551</b>	- 0.7%
Closed Sales	148	<b>166</b>	+ 12.2%	532	<b>548</b>	+ 3.0%
Lowest Sale Price*	\$170,000	<b>\$175,000</b>	+ 2.9%	\$107,000	<b>\$120,000</b>	+ 12.1%
Median Sales Price*	\$472,500	<b>\$467,500</b>	- 1.1%	\$430,000	<b>\$470,000</b>	+ 9.3%
Highest Sale Price*	\$800,000	<b>\$935,000</b>	+ 16.9%	\$1,144,500	<b>\$937,500</b>	- 18.1%
Percent of Original List Price Received*	98.0%	<b>97.0%</b>	- 1.0%	96.3%	<b>98.1%</b>	+ 1.8%
Inventory of Homes for Sale	113	<b>143</b>	+ 26.5%	--	--	--
Months Supply of Inventory	2.4	<b>3.2</b>	+ 34.4%	--	--	--

\* 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.

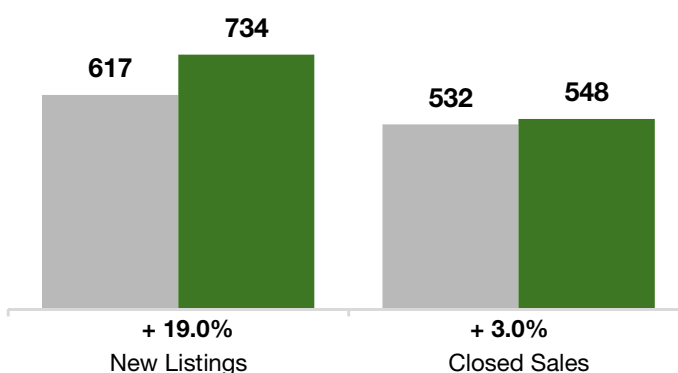
### Last 3 Months

■ Thru 12-2016  
■ Thru 12-2017



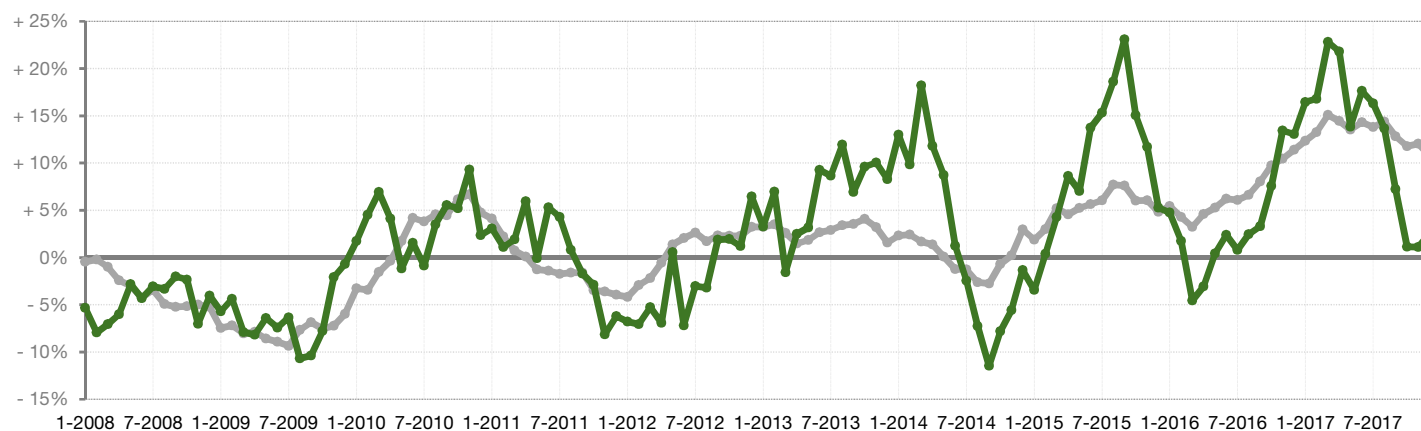
### Year to Date

■ Thru 12-2016  
■ Thru 12-2017



### 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 January 10, 2018. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2018 ShowingTime.