

Local Market Update through January 2018

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

+ 31.1%

- 8.3%

+ 6.4%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

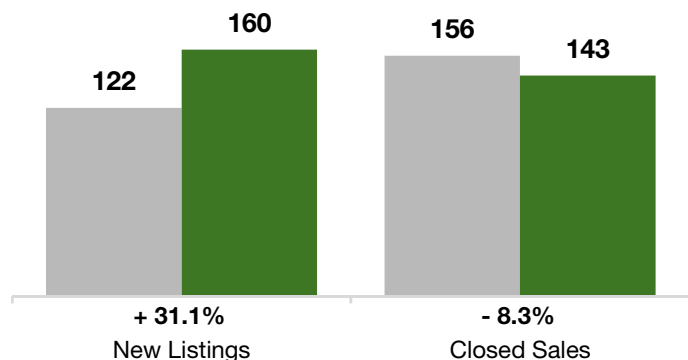
Year to Date

	Thru 1-2017	Thru 1-2018	+ / -	Thru 1-2017	Thru 1-2018	+ / -
New Listings	122	160	+ 31.1%	51	67	+ 31.4%
Pending Sales	88	117	+ 33.0%	26	32	+ 23.1%
Closed Sales	156	143	- 8.3%	47	43	- 8.5%
Lowest Sale Price*	\$170,000	\$175,000	+ 2.9%	\$207,000	\$199,900	- 3.4%
Median Sales Price*	\$470,000	\$499,999	+ 6.4%	\$499,984	\$520,000	+ 4.0%
Highest Sale Price*	\$865,000	\$935,000	+ 8.1%	\$865,000	\$850,000	- 1.7%
Percent of Original List Price Received*	97.6%	97.1%	- 0.5%	97.8%	97.4%	- 0.5%
Inventory of Homes for Sale	115	141	+ 22.3%	--	--	--
Months Supply of Inventory	2.5	3.1	+ 25.6%	--	--	--

* 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.

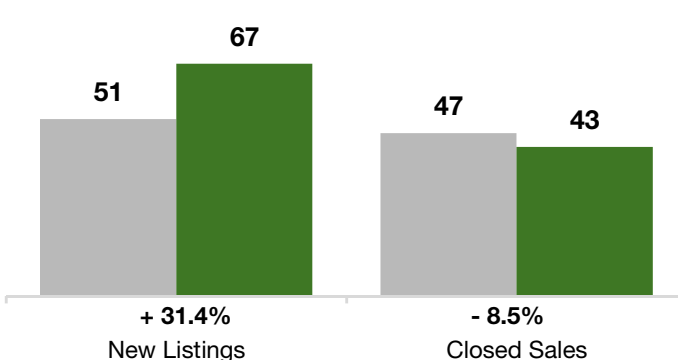
Last 3 Months

■ Thru 1-2017
■ Thru 1-2018



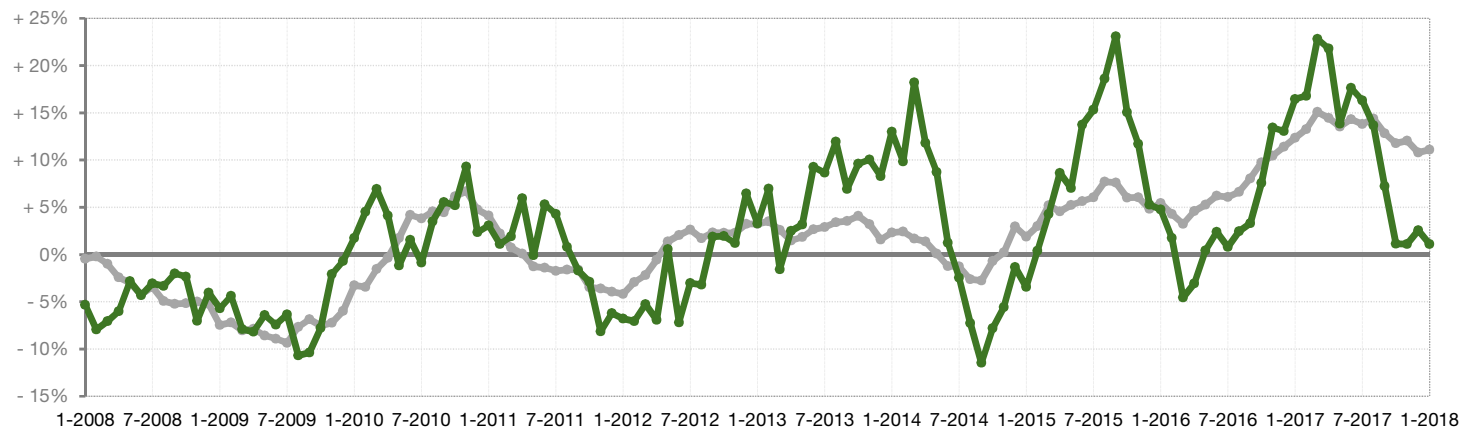
Year to Date

■ Thru 1-2017
■ Thru 1-2018



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 February 5, 2018. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2018 ShowingTime.