

Local Market Update through February 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

+ 21.4%

Year-Over-Year Change in New Listings

+ 2.2%

Year-Over-Year Change in Closed Sales

+ 12.8%

One-Year Change in Median Sales Price*

Last 3 Months

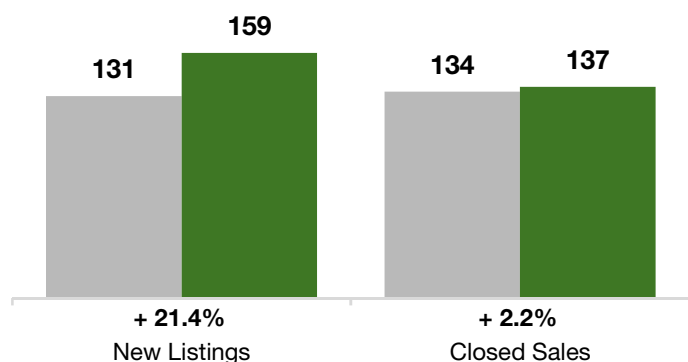
Year to Date

	Thru 2-2017	Thru 2-2018	+ / -	Thru 2-2017	Thru 2-2018	+ / -
New Listings	131	159	+ 21.4%	97	125	+ 28.9%
Pending Sales	85	116	+ 36.5%	56	72	+ 28.6%
Closed Sales	134	137	+ 2.2%	82	80	- 2.4%
Lowest Sale Price*	\$120,000	\$199,900	+ 66.6%	\$120,000	\$199,900	+ 66.6%
Median Sales Price*	\$449,500	\$507,200	+ 12.8%	\$477,500	\$524,500	+ 9.8%
Highest Sale Price*	\$865,000	\$911,000	+ 5.3%	\$865,000	\$875,000	+ 1.2%
Percent of Original List Price Received*	98.0%	97.2%	- 0.9%	98.4%	97.3%	- 1.1%
Inventory of Homes for Sale	119	142	+ 19.4%	--	--	--
Months Supply of Inventory	2.6	3.1	+ 17.2%	--	--	--

* 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.

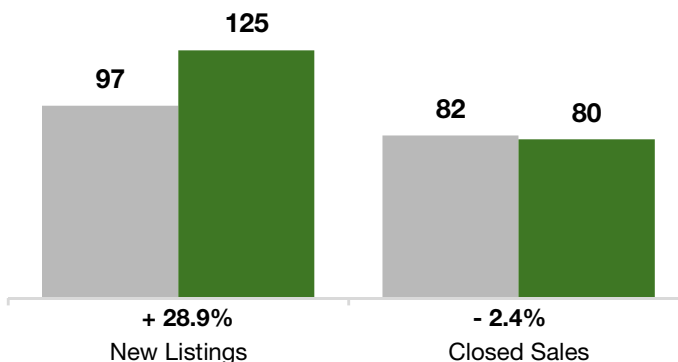
Last 3 Months

■ Thru 2-2017
■ Thru 2-2018



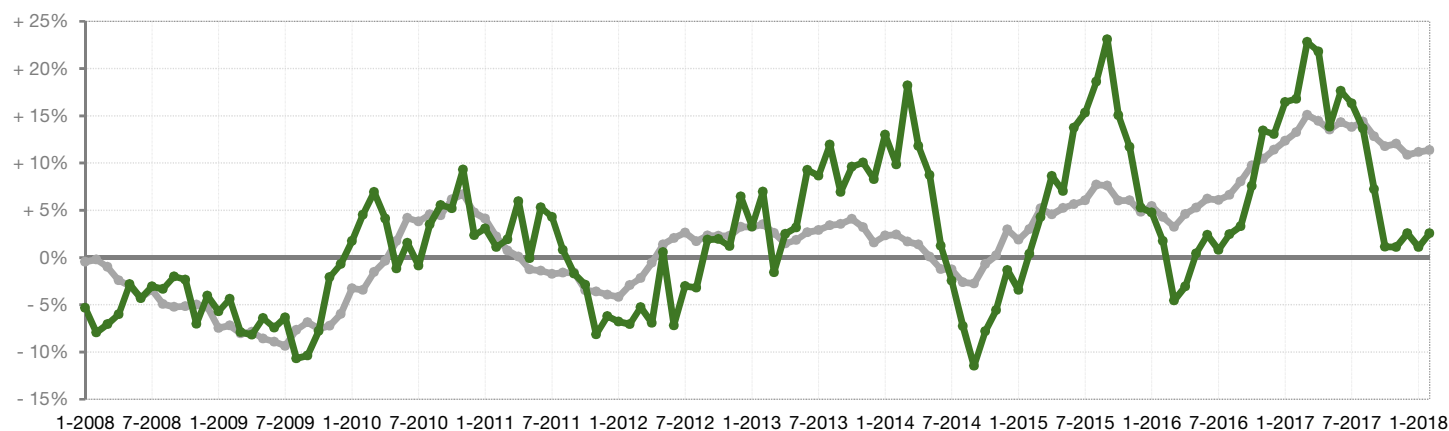
Year to Date

■ Thru 2-2017
■ Thru 2-2018



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