

Local Market Update through March 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

+ 20.5%

Year-Over-Year Change in New Listings

+ 5.9%

Year-Over-Year Change in Closed Sales

+ 3.3%

One-Year Change in Median Sales Price*

Last 3 Months

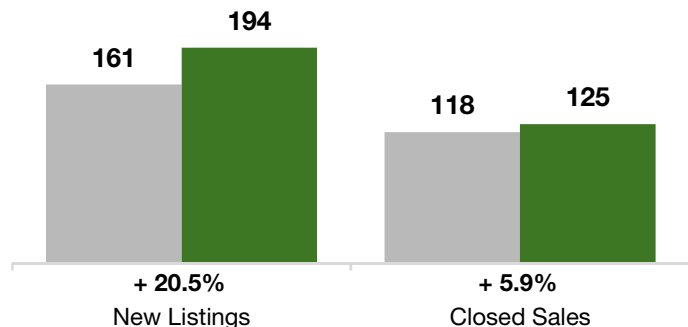
Year to Date

	Thru 3-2017	Thru 3-2018	+ / -	Thru 3-2017	Thru 3-2018	+ / -
New Listings	161	194	+ 20.5%	161	194	+ 20.5%
Pending Sales	103	119	+ 15.5%	103	119	+ 15.5%
Closed Sales	118	125	+ 5.9%	118	125	+ 5.9%
Lowest Sale Price*	\$120,000	\$199,900	+ 66.6%	\$120,000	\$199,900	+ 66.6%
Median Sales Price*	\$484,000	\$500,000	+ 3.3%	\$484,000	\$500,000	+ 3.3%
Highest Sale Price*	\$865,000	\$975,000	+ 12.7%	\$865,000	\$975,000	+ 12.7%
Percent of Original List Price Received*	98.5%	96.6%	- 1.9%	98.5%	96.6%	- 1.9%
Inventory of Homes for Sale	130	153	+ 17.4%	--	--	--
Months Supply of Inventory	2.9	3.3	+ 13.6%	--	--	--

* 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.

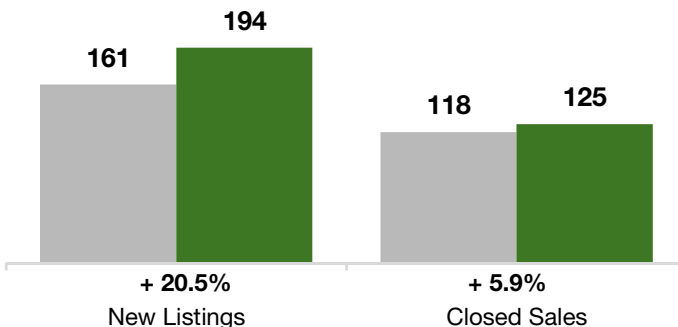
Last 3 Months

■ Thru 3-2017
■ Thru 3-2018



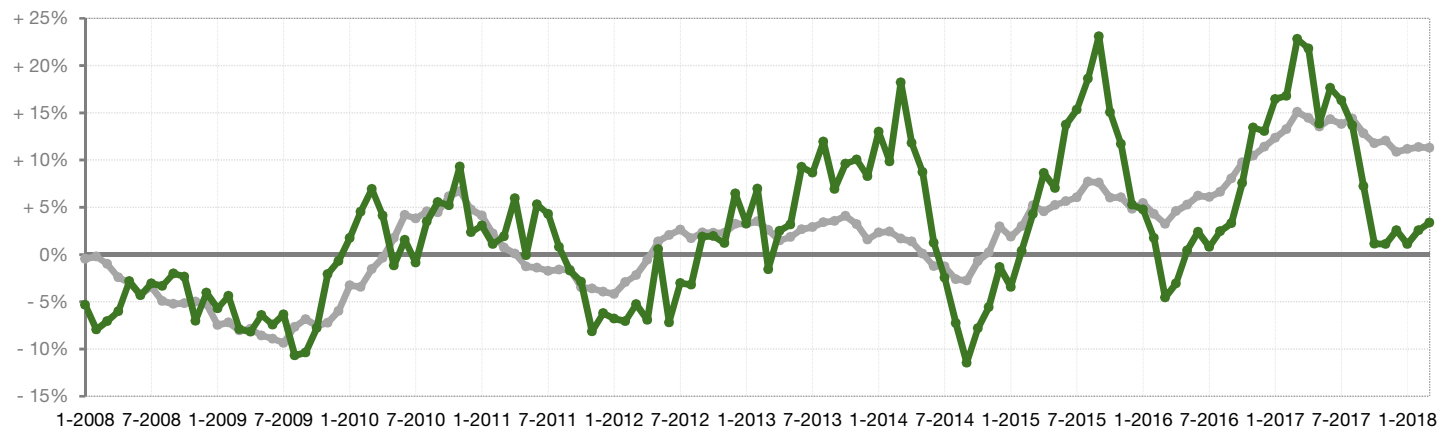
Year to Date

■ Thru 3-2017
■ Thru 3-2018



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