

Local Market Update through April 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

+ 41.5%

Year-Over-Year Change in New Listings

+ 33.7%

Year-Over-Year Change in Closed Sales

+ 2.8%

One-Year Change in Median Sales Price*

Last 3 Months

Year to Date

	Thru 4-2017	Thru 4-2018	+ / -	Thru 4-2017	Thru 4-2018	+ / -
New Listings	159	225	+ 41.5%	210	294	+ 40.0%
Pending Sales	120	139	+ 15.8%	146	173	+ 18.5%
Closed Sales	98	131	+ 33.7%	145	174	+ 20.0%
Lowest Sale Price*	\$120,000	\$199,900	+ 66.6%	\$120,000	\$199,900	+ 66.6%
Median Sales Price*	\$485,500	\$499,000	+ 2.8%	\$492,500	\$500,000	+ 1.5%
Highest Sale Price*	\$850,000	\$975,000	+ 14.7%	\$865,000	\$975,000	+ 12.7%
Percent of Original List Price Received*	98.8%	96.3%	- 2.5%	98.5%	96.6%	- 1.9%
Inventory of Homes for Sale	134	168	+ 25.1%	--	--	--
Months Supply of Inventory	3.0	3.6	+ 19.3%	--	--	--

* 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.

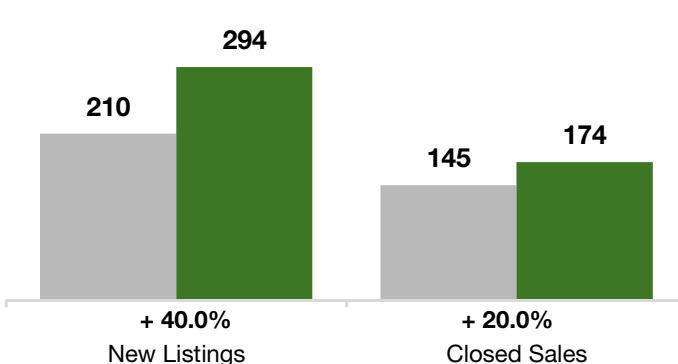
Last 3 Months

■ Thru 4-2017
■ Thru 4-2018



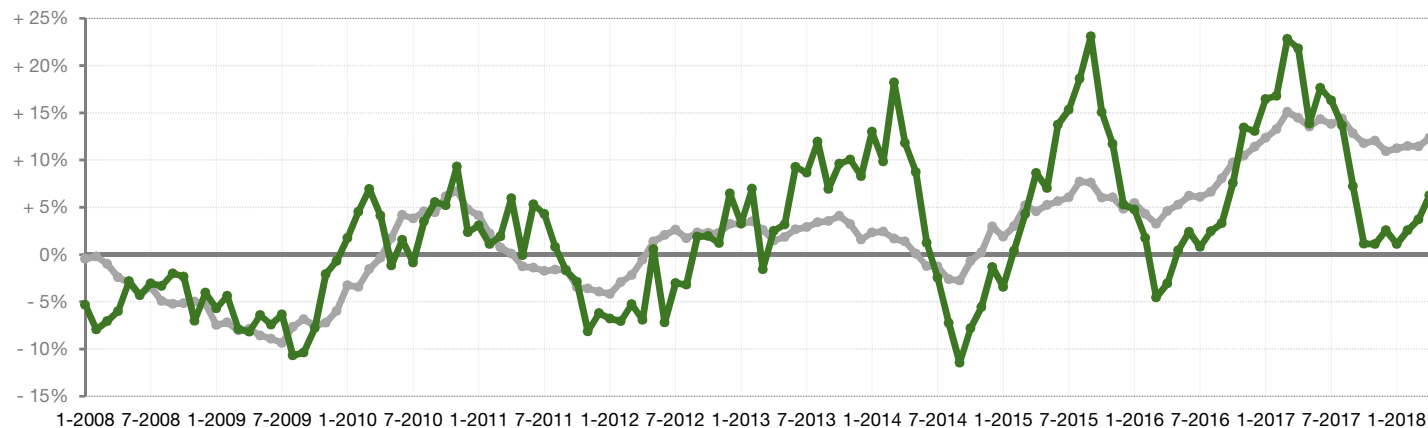
Year to Date

■ Thru 4-2017
■ Thru 4-2018



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