

# Local Market Update through February 2016

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

**- 1.7%**

**+ 102.9%**

**+ 3.4%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

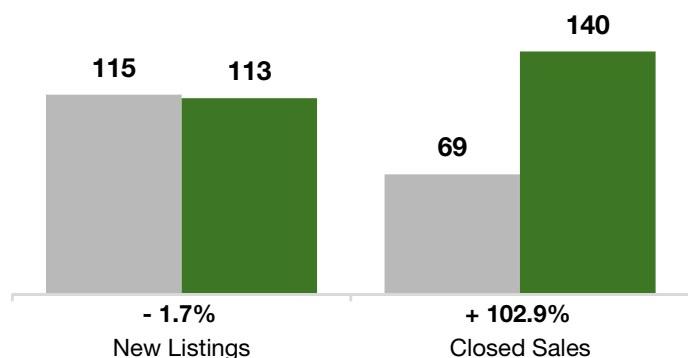
### Year to Date

	Thru 2-2015	Thru 2-2016	+ / -	Thru 2-2015	Thru 2-2016	+ / -
New Listings	115	113	- 1.7%	83	84	+ 1.2%
Pending Sales	88	128	+ 45.5%	65	78	+ 20.0%
Closed Sales	69	140	+ 102.9%	40	77	+ 92.5%
Lowest Sale Price*	\$100,000	\$107,000	+ 7.0%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$387,000	\$400,000	+ 3.4%	\$374,000	\$409,000	+ 9.4%
Highest Sale Price*	\$825,000	\$1,144,500	+ 38.7%	\$825,000	\$1,144,500	+ 38.7%
Percent of Original List Price Received*	94.0%	95.4%	+ 1.5%	93.8%	94.9%	+ 1.2%
Inventory of Homes for Sale	209	133	- 36.2%	--	--	--
Months Supply of Inventory	6.5	3.1	- 52.3%	--	--	--

\* 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.

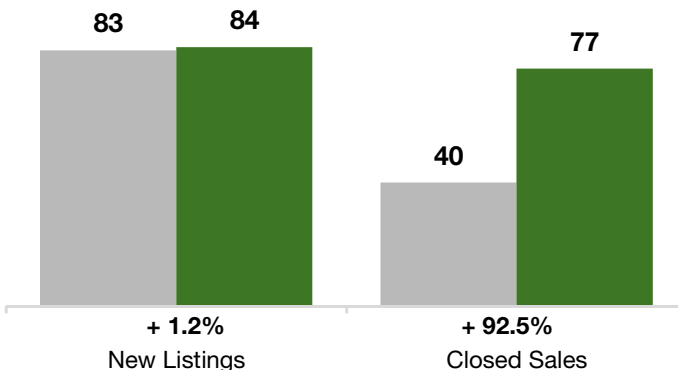
### Last 3 Months

■ Thru 2-2015  
■ Thru 2-2016



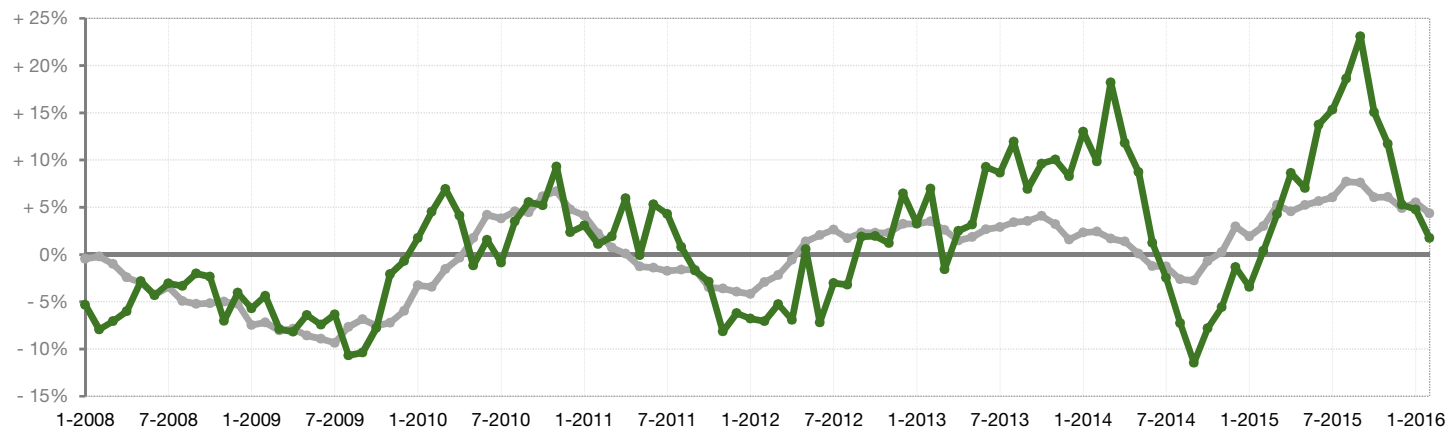
### Year to Date

■ Thru 2-2015  
■ Thru 2-2016



### 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 7, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by ShowingTime 10K.