

Local Market Update through March 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

- 4.2%

+ 62.5%

+ 1.9%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

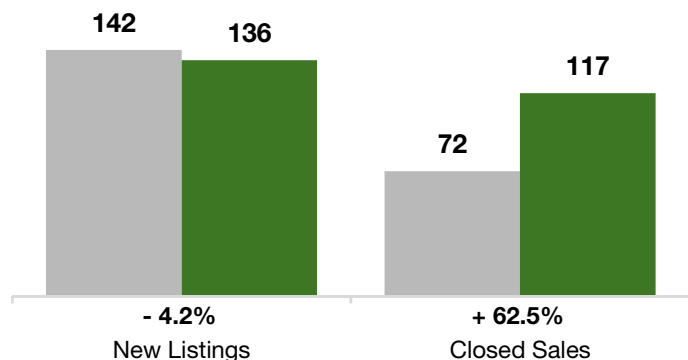
Year to Date

	Thru 3-2015	Thru 3-2016	+ / -	Thru 3-2015	Thru 3-2016	+ / -
New Listings	142	136	- 4.2%	142	136	- 4.2%
Pending Sales	103	120	+ 16.5%	103	120	+ 16.5%
Closed Sales	72	117	+ 62.5%	72	117	+ 62.5%
Lowest Sale Price*	\$100,000	\$107,000	+ 7.0%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$392,500	\$400,000	+ 1.9%	\$392,500	\$400,000	+ 1.9%
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%	94.8%	+ 0.9%	94.0%	94.8%	+ 0.9%
Inventory of Homes for Sale	201	131	- 35.0%	--	--	--
Months Supply of Inventory	6.2	3.0	- 51.0%	--	--	--

* 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.

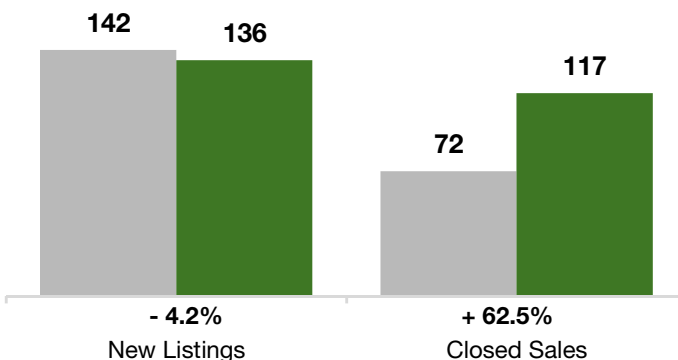
Last 3 Months

■ Thru 3-2015
■ Thru 3-2016



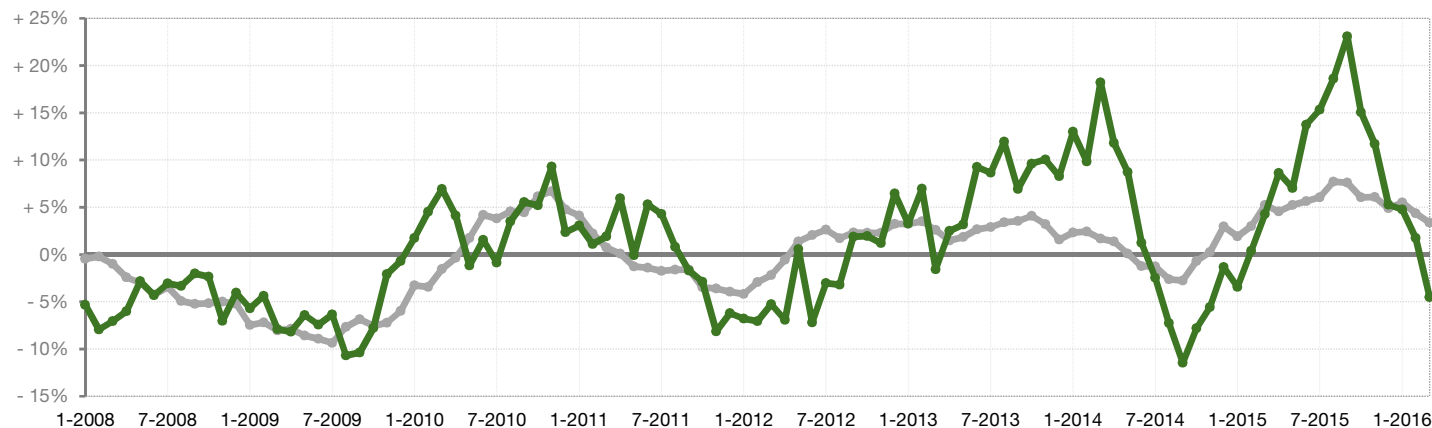
Year to Date

■ Thru 3-2015
■ Thru 3-2016



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 April 5, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by ShowingTime 10K.