

Local Market Update through April 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

- 5.8%

+ 54.4%

- 4.0%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

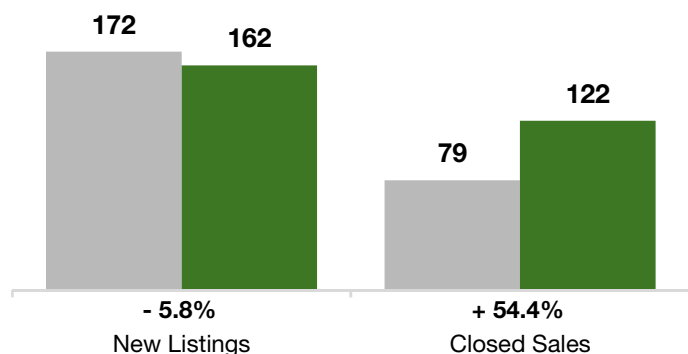
Year to Date

| | Thru 4-2015 | Thru 4-2016 | + / - | Thru 4-2015 | Thru 4-2016 | + / - |
|--|-------------|-------------|---------|-------------|-------------|---------|
| New Listings | 172 | 162 | - 5.8% | 214 | 201 | - 6.1% |
| Pending Sales | 110 | 127 | + 15.5% | 142 | 164 | + 15.5% |
| Closed Sales | 79 | 122 | + 54.4% | 98 | 158 | + 61.2% |
| Lowest Sale Price* | \$170,000 | \$112,000 | - 34.1% | \$100,000 | \$107,000 | + 7.0% |
| Median Sales Price* | \$425,000 | \$408,000 | - 4.0% | \$395,000 | \$408,000 | + 3.3% |
| Highest Sale Price* | \$825,000 | \$1,144,500 | + 38.7% | \$825,000 | \$1,144,500 | + 38.7% |
| Percent of Original List Price Received* | 94.1% | 94.5% | + 0.5% | 94.1% | 94.9% | + 0.8% |
| Inventory of Homes for Sale | 207 | 129 | - 37.8% | -- | -- | -- |
| Months Supply of Inventory | 6.3 | 3.0 | - 53.0% | -- | -- | -- |

* 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.

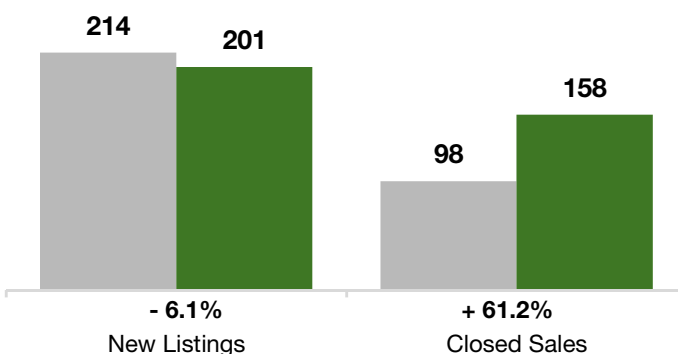
Last 3 Months

■ Thru 4-2015
■ Thru 4-2016



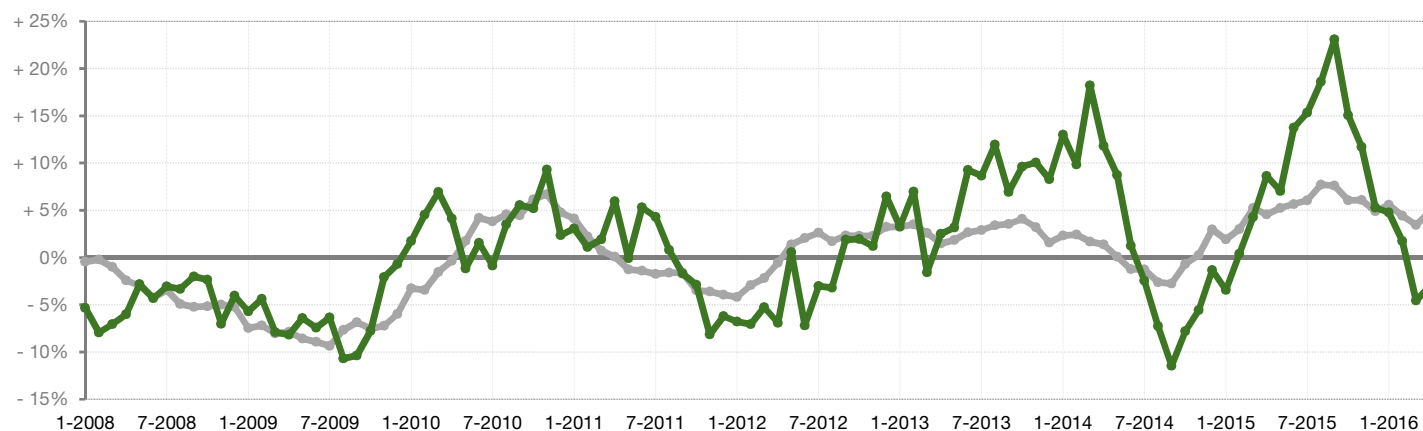
Year to Date

■ Thru 4-2015
■ Thru 4-2016



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 May 5, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2016 ShowingTime.