

Local Market Update through May 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

- 3.3%

+ 18.8%

- 0.8%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

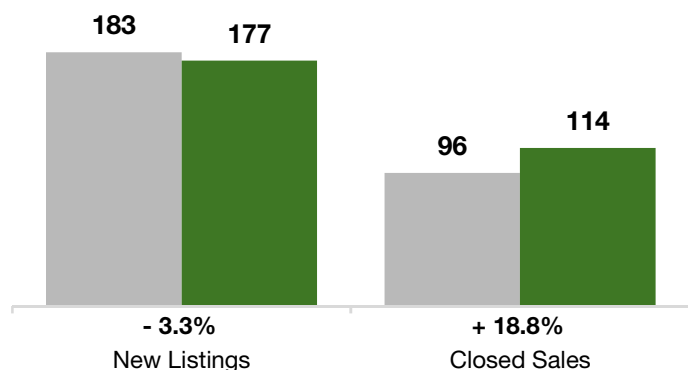
Year to Date

	Thru 5-2015	Thru 5-2016	+ / -	Thru 5-2015	Thru 5-2016	+ / -
New Listings	183	177	- 3.3%	266	263	- 1.1%
Pending Sales	120	147	+ 22.5%	184	226	+ 22.8%
Closed Sales	96	114	+ 18.8%	136	191	+ 40.4%
Lowest Sale Price*	\$107,000	\$112,000	+ 4.7%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$415,000	\$411,500	- 0.8%	\$395,000	\$409,000	+ 3.5%
Highest Sale Price*	\$800,000	\$675,000	- 15.6%	\$825,000	\$1,144,500	+ 38.7%
Percent of Original List Price Received*	94.1%	95.1%	+ 1.0%	94.0%	95.1%	+ 1.2%
Inventory of Homes for Sale	216	129	- 40.3%	--	--	--
Months Supply of Inventory	6.5	2.9	- 55.1%	--	--	--

* 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.

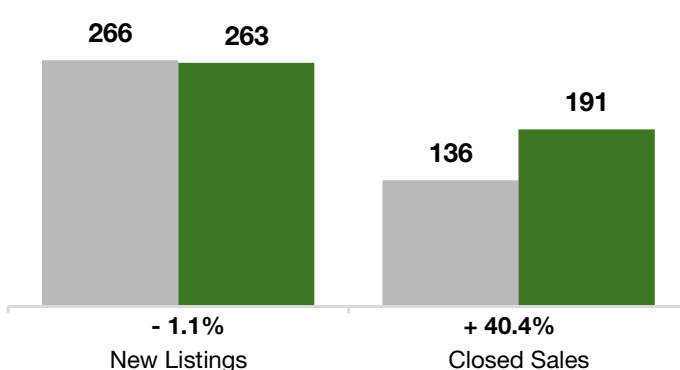
Last 3 Months

■ Thru 5-2015
■ Thru 5-2016



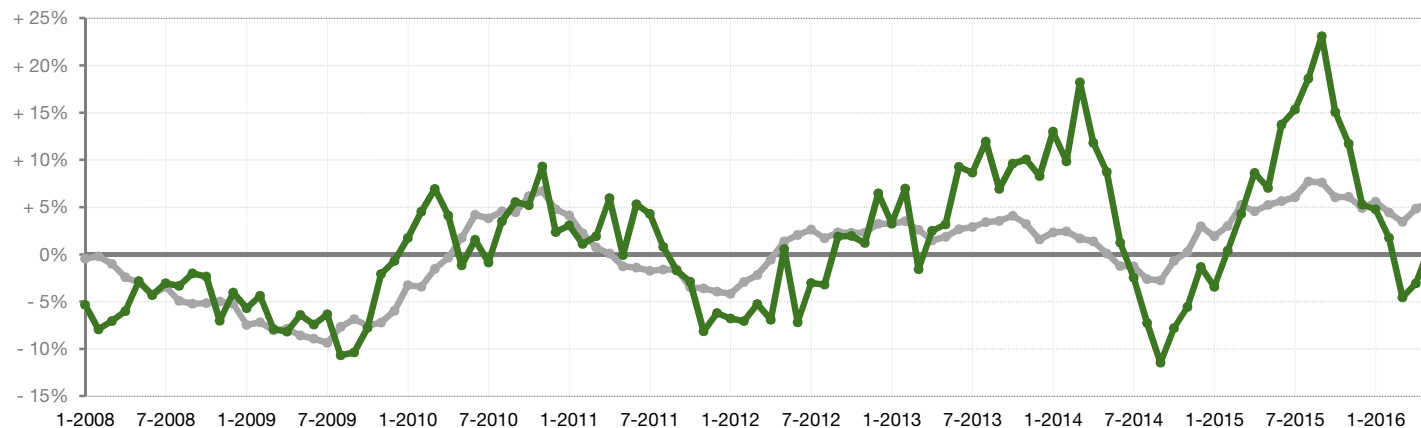
Year to Date

■ Thru 5-2015
■ Thru 5-2016



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 31, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2016 ShowingTime.