

Local Market Update through June 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

- 2.1%

+ 13.1%

+ 12.6%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

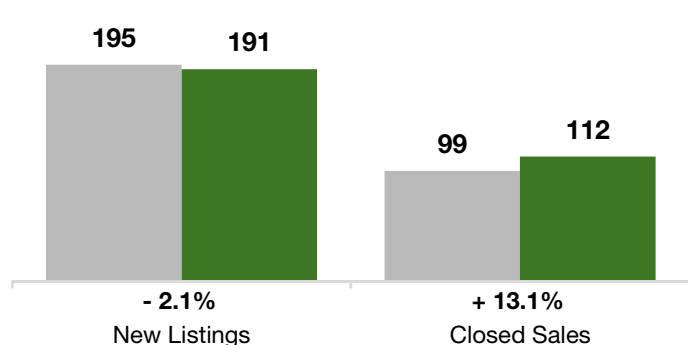
Year to Date

	Thru 6-2015	Thru 6-2016	+ / -	Thru 6-2015	Thru 6-2016	+ / -
New Listings	195	191	- 2.1%	337	329	- 2.4%
Pending Sales	132	163	+ 23.5%	235	278	+ 18.3%
Closed Sales	99	112	+ 13.1%	171	231	+ 35.1%
Lowest Sale Price*	\$107,000	\$112,000	+ 4.7%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$377,500	\$425,000	+ 12.6%	\$379,500	\$407,000	+ 7.2%
Highest Sale Price*	\$1,050,000	\$750,000	- 28.6%	\$1,050,000	\$1,144,500	+ 9.0%
Percent of Original List Price Received*	94.1%	95.3%	+ 1.2%	94.1%	95.1%	+ 1.1%
Inventory of Homes for Sale	224	135	- 39.7%	--	--	--
Months Supply of Inventory	6.6	3.0	- 54.6%	--	--	--

* 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.

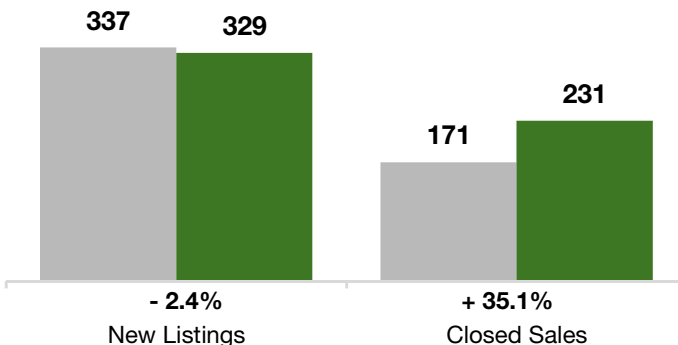
Last 3 Months

■ Thru 6-2015
■ Thru 6-2016



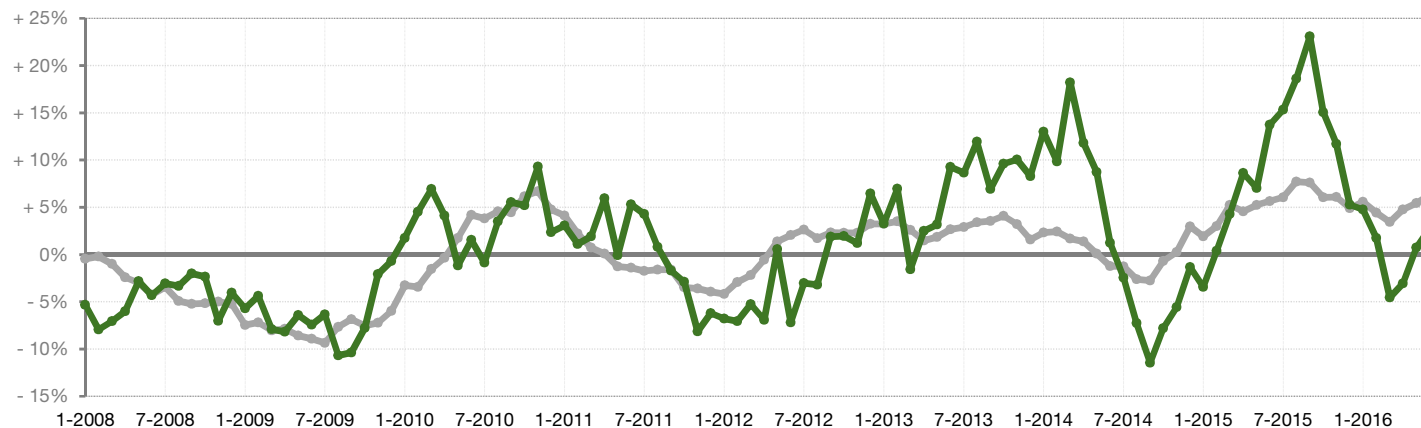
Year to Date

■ Thru 6-2015
■ Thru 6-2016



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