

# Local Market Update through April 2017

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

**- 6.7%**

Year-Over-Year Change in New Listings

**- 20.5%**

Year-Over-Year Change in Closed Sales

**+ 19.6%**

One-Year Change in Median Sales Price\*

### Last 3 Months

### Year to Date

	Thru 4-2016	Thru 4-2017	+ / -	Thru 4-2016	Thru 4-2017	+ / -
New Listings	165	154	- 6.7%	205	204	- 0.5%
Pending Sales	124	123	- 0.8%	159	149	- 6.3%
Closed Sales	122	97	- 20.5%	158	144	- 8.9%
Lowest Sale Price*	\$112,000	\$120,000	+ 7.1%	\$107,000	\$120,000	+ 12.1%
Median Sales Price*	\$408,000	\$488,000	+ 19.6%	\$408,000	\$493,750	+ 21.0%
Highest Sale Price*	\$1,144,500	\$850,000	- 25.7%	\$1,144,500	\$865,000	- 24.4%
Percent of Original List Price Received*	94.5%	98.8%	+ 4.5%	94.9%	98.5%	+ 3.8%
Inventory of Homes for Sale	157	107	- 31.7%	--	--	--
Months Supply of Inventory	3.7	2.4	- 35.6%	--	--	--

\* 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 4-2016  
■ Thru 4-2017

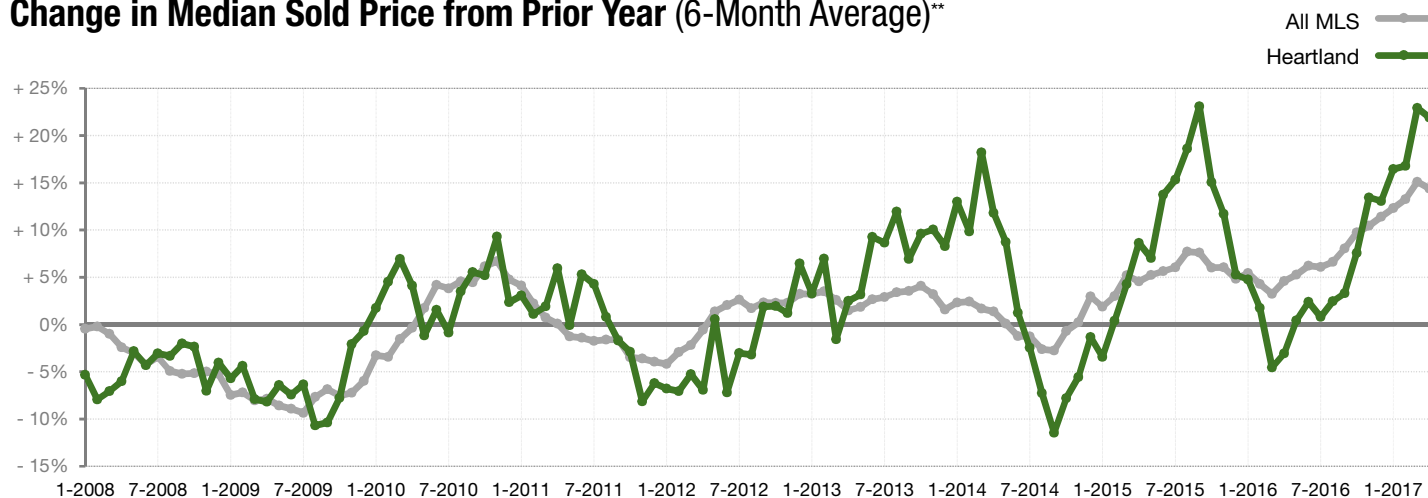


### Year to Date

■ Thru 4-2016  
■ Thru 4-2017



### Change in Median Sold Price from Prior Year (6-Month Average)\*\*



\*\*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, 2017. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2017 ShowingTime.