

Local Market Update through August 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

+ 33.7%

Year-Over-Year Change in
New Listings

+ 17.8%

Year-Over-Year Change in
Closed Sales

+ 13.1%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 8-2016	Thru 8-2017	+ / -	Thru 8-2016	Thru 8-2017	+ / -
New Listings	169	226	+ 33.7%	438	518	+ 18.3%
Pending Sales	157	170	+ 8.3%	375	370	- 1.3%
Closed Sales	129	152	+ 17.8%	321	332	+ 3.4%
Lowest Sale Price*	\$110,000	\$207,500	+ 88.6%	\$107,000	\$120,000	+ 12.1%
Median Sales Price*	\$428,888	\$485,000	+ 13.1%	\$420,000	\$475,000	+ 13.1%
Highest Sale Price*	\$780,000	\$937,500	+ 20.2%	\$1,144,500	\$937,500	- 18.1%
Percent of Original List Price Received*	96.2%	98.6%	+ 2.5%	95.5%	98.5%	+ 3.1%
Inventory of Homes for Sale	151	151	0.0%	--	--	--
Months Supply of Inventory	3.3	3.4	+ 3.7%	--	--	--

* 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 8-2016
■ Thru 8-2017



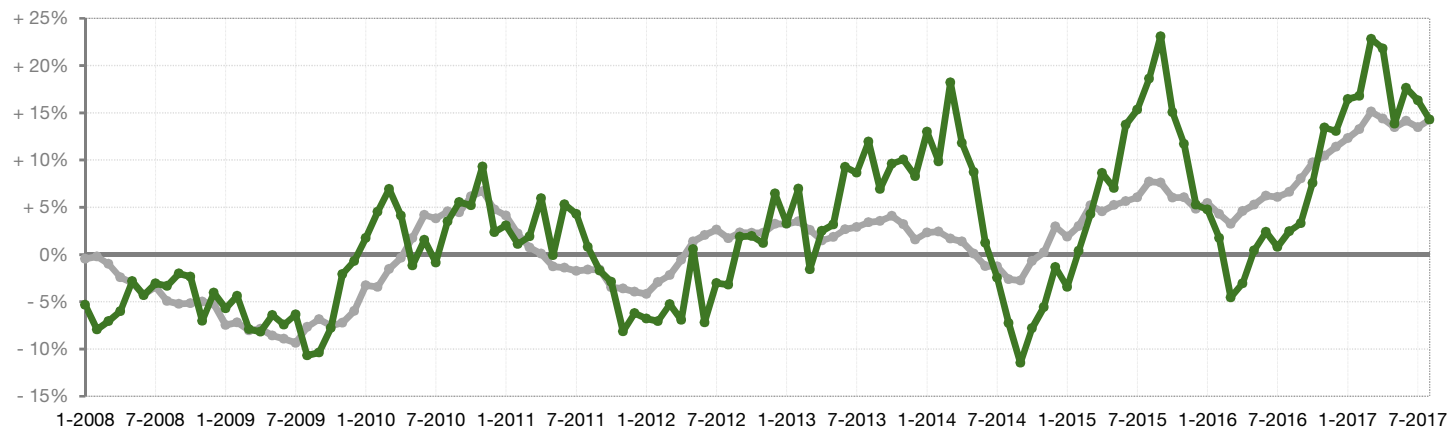
Year to Date

■ Thru 8-2016
■ Thru 8-2017



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 September 5, 2017. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2017 ShowingTime.