

Local Market Update through January 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

+ 12.5%

Year-Over-Year Change in
New Listings

+ 86.5%

Year-Over-Year Change in
Closed Sales

- 3.8%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 1-2015	Thru 1-2016	+ / -	Thru 1-2015	Thru 1-2016	+ / -
New Listings	104	117	+ 12.5%	42	36	- 14.3%
Pending Sales	74	122	+ 64.9%	33	35	+ 6.1%
Closed Sales	74	138	+ 86.5%	19	35	+ 84.2%
Lowest Sale Price*	\$100,000	\$107,000	+ 7.0%	\$100,000	\$107,000	+ 7.0%
Median Sales Price*	\$395,000	\$379,999	- 3.8%	\$373,000	\$395,000	+ 5.9%
Highest Sale Price*	\$800,000	\$739,999	- 7.5%	\$640,000	\$739,999	+ 15.6%
Percent of Original List Price Received*	94.2%	95.7%	+ 1.5%	94.4%	95.3%	+ 1.0%
Inventory of Homes for Sale	228	149	- 34.6%	--	--	--
Months Supply of Inventory	7.1	3.6	- 49.5%	--	--	--

* 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.

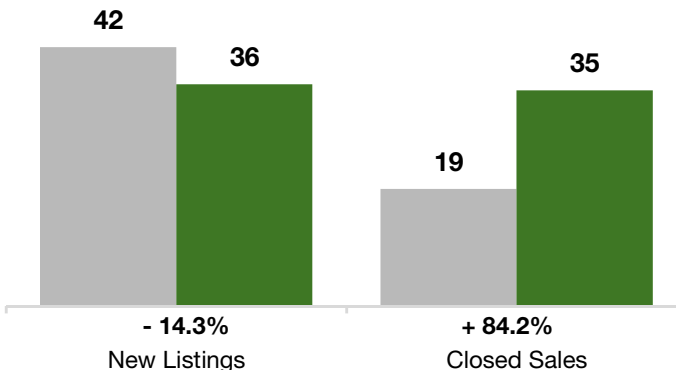
Last 3 Months

■ Thru 1-2015
■ Thru 1-2016



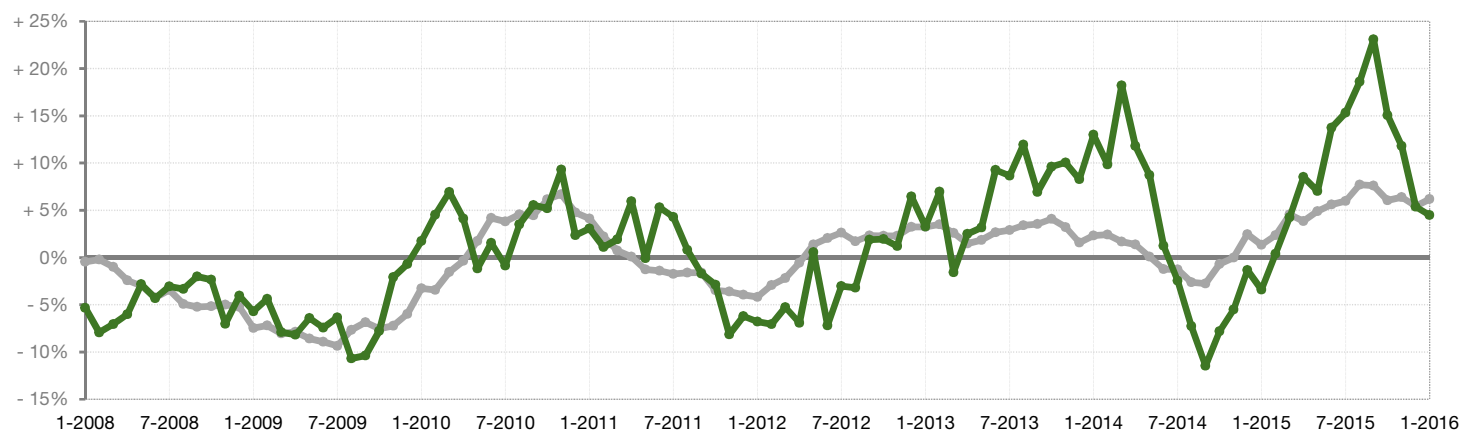
Year to Date

■ Thru 1-2015
■ Thru 1-2016



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 February 5, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by ShowingTime 10K.