

Local Market Update through May 2014

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

- 7.7%

+ 8.9%

- 7.9%

Year-Over-Year Change in
New Listings

Year-Over-Year Change in
Closed Sales

One-Year Change in
Median Sales Price*

Last 3 Months

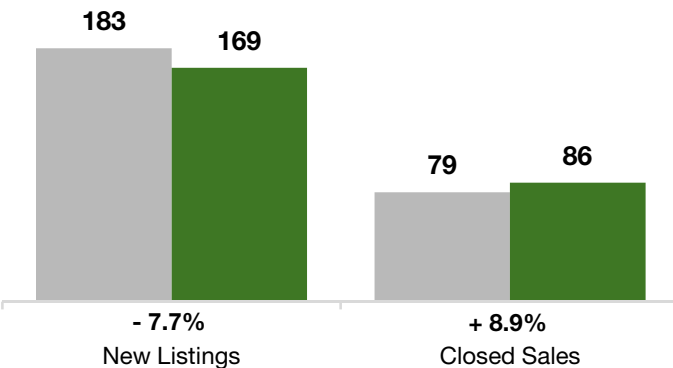
Year to Date

	Thru 5-2013	Thru 5-2014	+ / -	Thru 5-2013	Thru 5-2014	+ / -
New Listings	183	169	- 7.7%	301	258	- 14.3%
Pending Sales	120	114	- 5.0%	178	160	- 10.1%
Closed Sales	79	86	+ 8.9%	131	158	+ 20.6%
Lowest Sale Price*	\$132,500	\$120,000	- 9.4%	\$132,500	\$120,000	- 9.4%
Median Sales Price*	\$372,000	\$342,450	- 7.9%	\$365,000	\$388,500	+ 6.4%
Highest Sale Price*	\$835,000	\$738,000	- 11.6%	\$835,000	\$738,000	- 11.6%
Percent of Original List Price Received*	91.3%	93.6%	+ 2.5%	91.9%	93.2%	+ 1.4%
Inventory of Homes for Sale	298	206	- 31.1%	--	--	--
Months Supply of Inventory	10.4	5.6	- 46.5%	--	--	--

* 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.

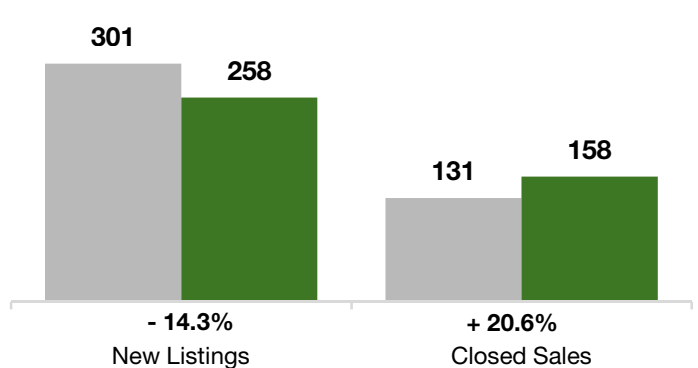
Last 3 Months

■ Thru 5-2013
■ Thru 5-2014



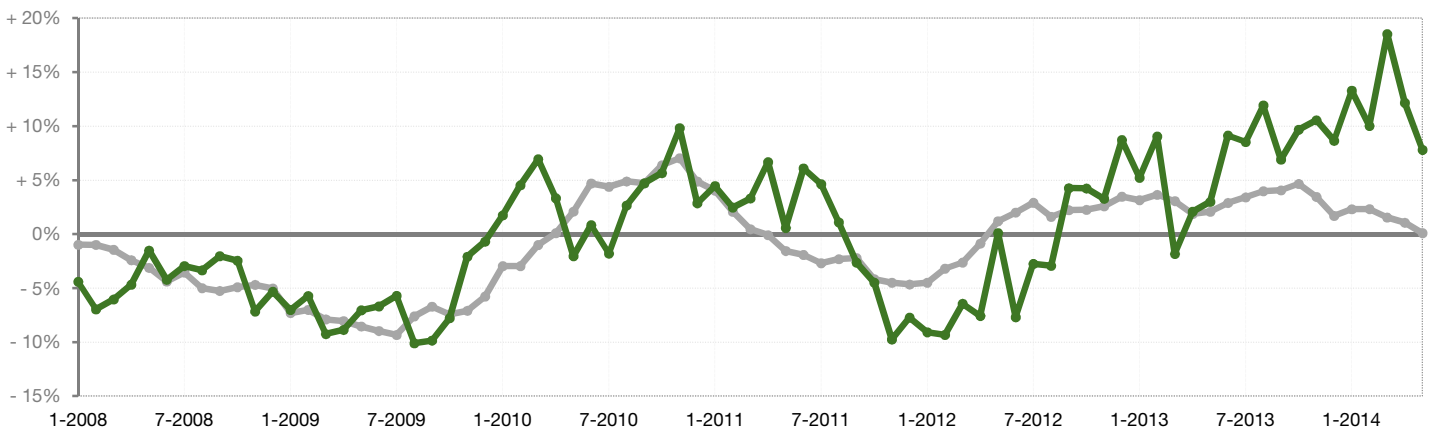
Year to Date

■ Thru 5-2013
■ Thru 5-2014



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 March 26, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.