

Local Market Update through June 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

+ 6.0%

Year-Over-Year Change in
New Listings

+ 8.9%

Year-Over-Year Change in
Closed Sales

- 20.3%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 6-2013	Thru 6-2014	+ / -	Thru 6-2013	Thru 6-2014	+ / -
New Listings	168	178	+ 6.0%	344	337	- 2.0%
Pending Sales	136	122	- 10.3%	224	200	- 10.7%
Closed Sales	90	98	+ 8.9%	169	200	+ 18.3%
Lowest Sale Price*	\$155,000	\$110,000	- 29.0%	\$132,500	\$110,000	- 17.0%
Median Sales Price*	\$373,500	\$297,750	- 20.3%	\$362,500	\$365,750	+ 0.9%
Highest Sale Price*	\$835,000	\$737,500	- 11.7%	\$835,000	\$738,000	- 11.6%
Percent of Original List Price Received*	92.9%	93.4%	+ 0.5%	92.5%	93.1%	+ 0.7%
Inventory of Homes for Sale	293	208	- 29.0%	--	--	--
Months Supply of Inventory	9.8	5.7	- 42.1%	--	--	--

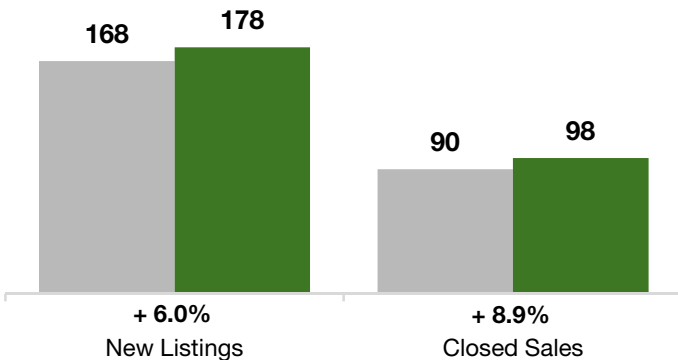
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 6-2013
■ Thru 6-2014

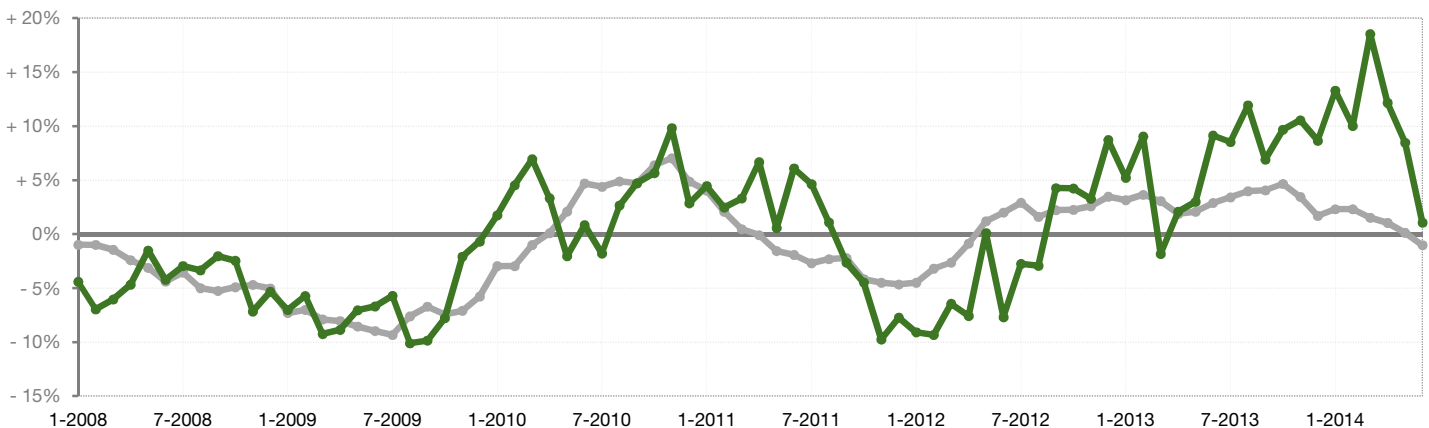
Year to Date

■ Thru 6-2013
■ Thru 6-2014



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 June 23, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.