

Local Market Update through July 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

+ 22.1%

Year-Over-Year Change in
New Listings

- 1.9%

Year-Over-Year Change in
Closed Sales

- 3.7%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 7-2013	Thru 7-2014	+ / -	Thru 7-2013	Thru 7-2014	+ / -
New Listings	163	199	+ 22.1%	403	412	+ 2.2%
Pending Sales	135	123	- 8.9%	263	242	- 8.0%
Closed Sales	108	106	- 1.9%	214	237	+ 10.7%
Lowest Sale Price*	\$155,000	\$110,000	- 29.0%	\$132,500	\$110,000	- 17.0%
Median Sales Price*	\$363,500	\$350,000	- 3.7%	\$362,500	\$369,000	+ 1.8%
Highest Sale Price*	\$835,000	\$800,000	- 4.2%	\$835,000	\$800,000	- 4.2%
Percent of Original List Price Received*	93.6%	94.0%	+ 0.4%	92.9%	93.5%	+ 0.7%
Inventory of Homes for Sale	284	216	- 24.1%	--	--	--
Months Supply of Inventory	9.1	6.0	- 34.4%	--	--	--

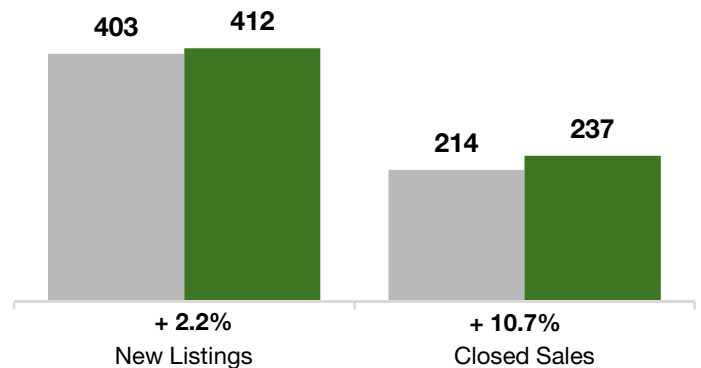
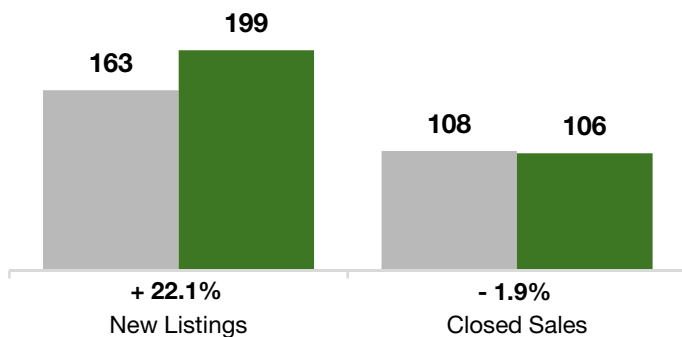
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 7-2013
■ Thru 7-2014

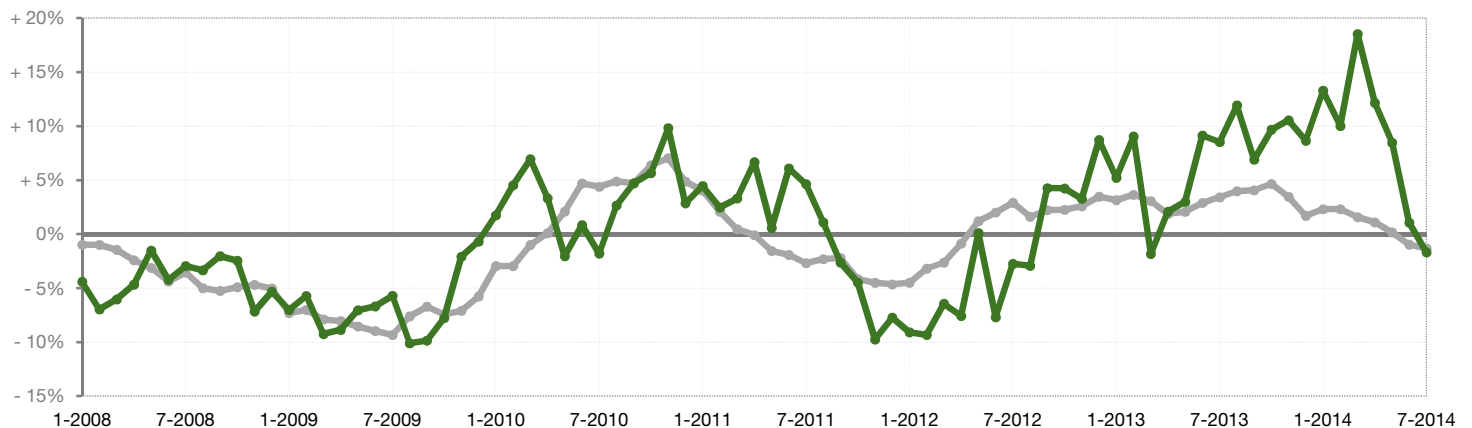
Year to Date

■ Thru 7-2013
■ Thru 7-2014



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 August 4, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.