

Local Market Update through September 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

+ 20.4%

Year-Over-Year Change in
New Listings

- 7.6%

Year-Over-Year Change in
Closed Sales

- 8.1%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 9-2013	Thru 9-2014	+ / -	Thru 9-2013	Thru 9-2014	+ / -
New Listings	152	183	+ 20.4%	496	520	+ 4.8%
Pending Sales	117	109	- 6.8%	341	307	- 10.0%
Closed Sales	131	121	- 7.6%	300	321	+ 7.0%
Lowest Sale Price*	\$145,000	\$105,000	- 27.6%	\$132,500	\$105,000	- 20.8%
Median Sales Price*	\$383,000	\$352,000	- 8.1%	\$372,000	\$356,000	- 4.3%
Highest Sale Price*	\$710,000	\$800,000	+ 12.7%	\$835,000	\$800,000	- 4.2%
Percent of Original List Price Received*	93.4%	94.7%	+ 1.4%	92.9%	93.7%	+ 0.9%
Inventory of Homes for Sale	255	226	- 11.5%	--	--	--
Months Supply of Inventory	7.6	6.4	- 15.9%	--	--	--

* 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 9-2013
■ Thru 9-2014

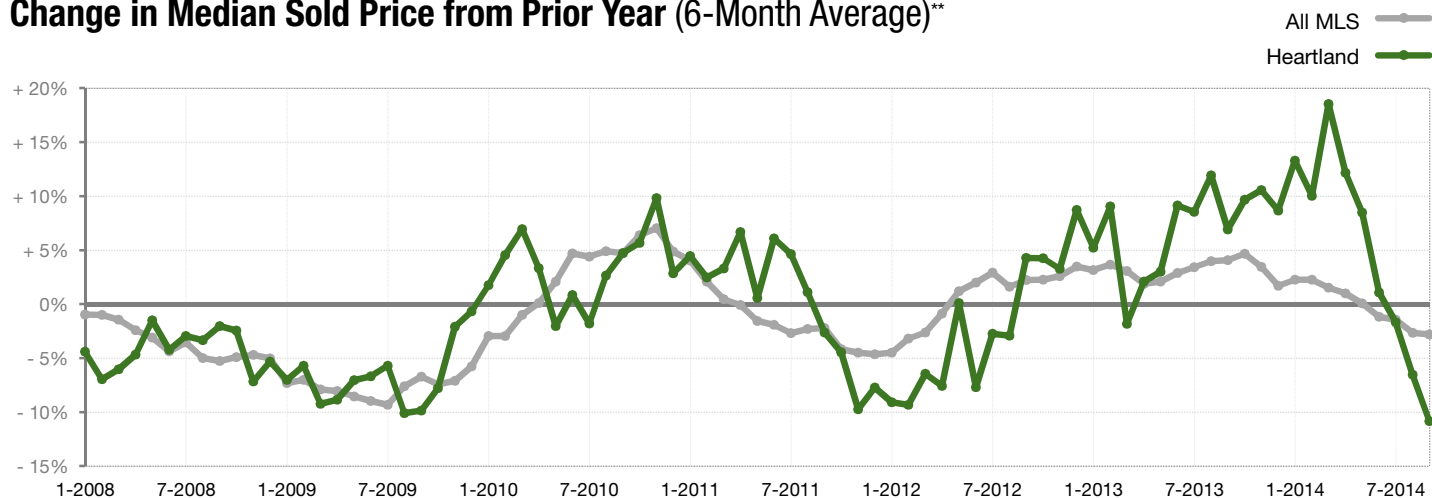


Year to Date

■ Thru 9-2013
■ Thru 9-2014



Change in Median Sold Price from Prior Year (6-Month Average)**



**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 3, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.