

Local Market Update through January 2015

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

- 6.4%

Year-Over-Year Change in
New Listings

- 31.8%

Year-Over-Year Change in
Closed Sales

+ 3.5%

One-Year Change in
Median Sales Price*

Last 3 Months

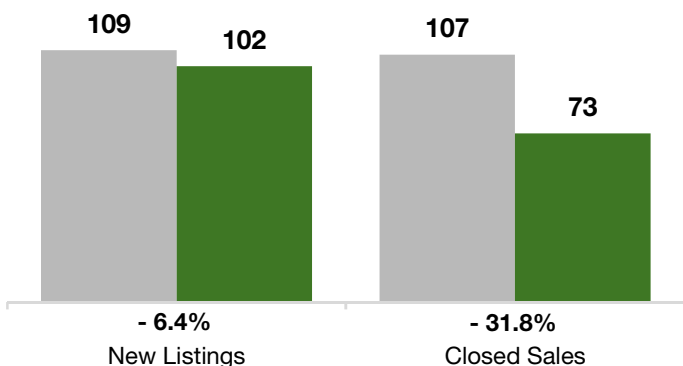
Year to Date

	Thru 1-2014	Thru 1-2015	+ / -	Thru 1-2014	Thru 1-2015	+ / -
New Listings	109	102	- 6.4%	50	40	- 20.0%
Pending Sales	92	79	- 14.1%	22	32	+ 45.5%
Closed Sales	107	73	- 31.8%	42	18	- 57.1%
Lowest Sale Price*	\$156,000	\$100,000	- 35.9%	\$175,000	\$100,000	- 42.9%
Median Sales Price*	\$385,000	\$398,350	+ 3.5%	\$397,450	\$374,000	- 5.9%
Highest Sale Price*	\$837,500	\$800,000	- 4.5%	\$700,000	\$640,000	- 8.6%
Percent of Original List Price Received*	93.0%	94.4%	+ 1.5%	93.0%	95.1%	+ 2.2%
Inventory of Homes for Sale	205	196	- 4.4%	--	--	--
Months Supply of Inventory	5.5	6.0	+ 9.1%	--	--	--

* 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.

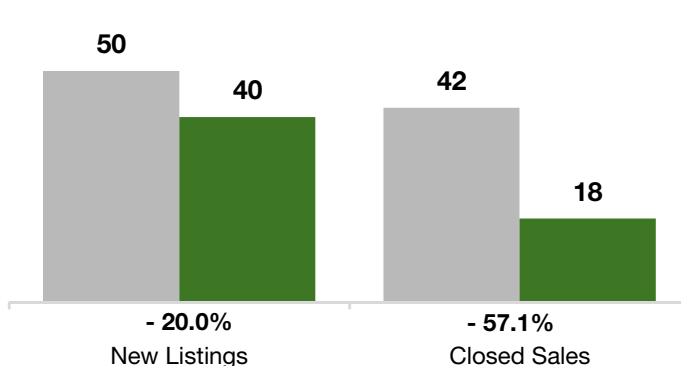
Last 3 Months

■ Thru 1-2014
■ Thru 1-2015



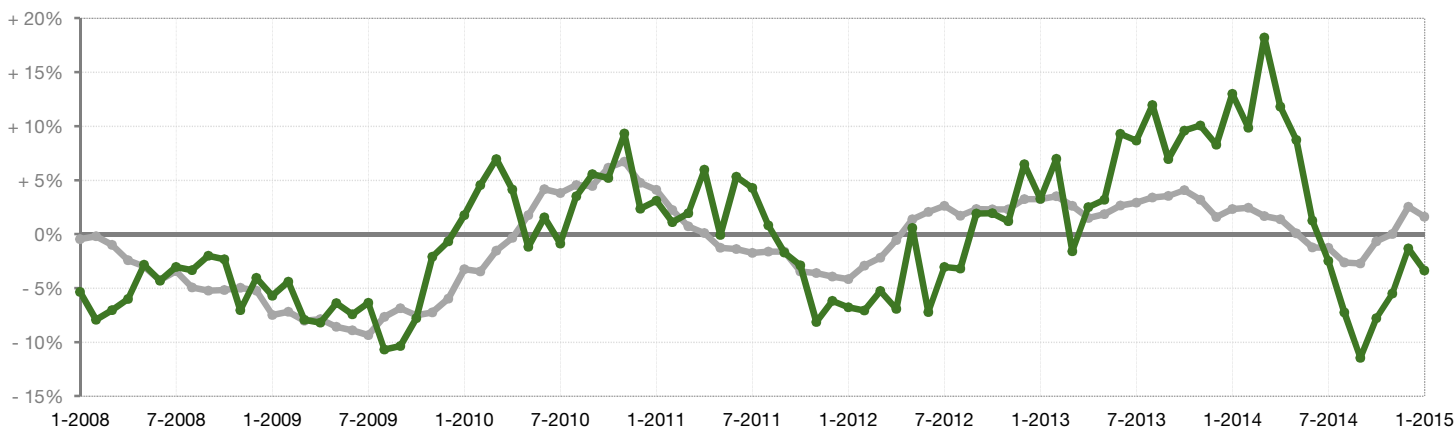
Year to Date

■ Thru 1-2014
■ Thru 1-2015



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 January 14, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.