

Local Market Update through May 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

+ 9.1%

Year-Over-Year Change in Closed Sales

+ 13.4%

One-Year Change in Median Sales Price*

Last 3 Months

Year to Date

	Thru 5-2014	Thru 5-2015	+ / -	Thru 5-2014	Thru 5-2015	+ / -
New Listings	171	182	+ 6.4%	259	263	+ 1.5%
Pending Sales	109	129	+ 18.3%	156	195	+ 25.0%
Closed Sales	88	96	+ 9.1%	162	136	- 16.0%
Lowest Sale Price*	\$120,000	\$107,000	- 10.8%	\$120,000	\$100,000	- 16.7%
Median Sales Price*	\$366,000	\$415,000	+ 13.4%	\$390,000	\$395,000	+ 1.3%
Highest Sale Price*	\$738,000	\$800,000	+ 8.4%	\$738,000	\$825,000	+ 11.8%
Percent of Original List Price Received*	93.7%	94.0%	+ 0.4%	93.3%	93.9%	+ 0.7%
Inventory of Homes for Sale	238	175	- 26.7%	--	--	--
Months Supply of Inventory	6.5	5.1	- 21.1%	--	--	--

* 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.

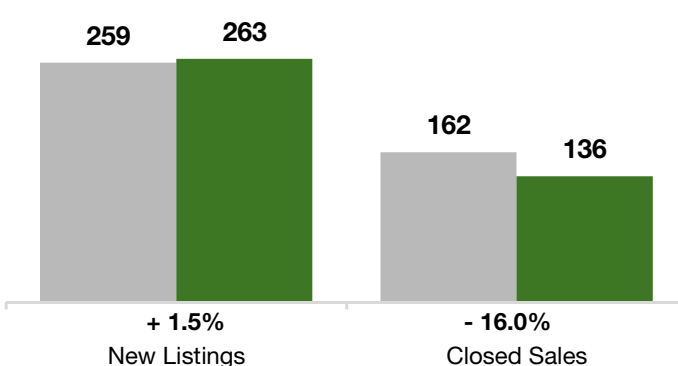
Last 3 Months

■ Thru 5-2014
■ Thru 5-2015



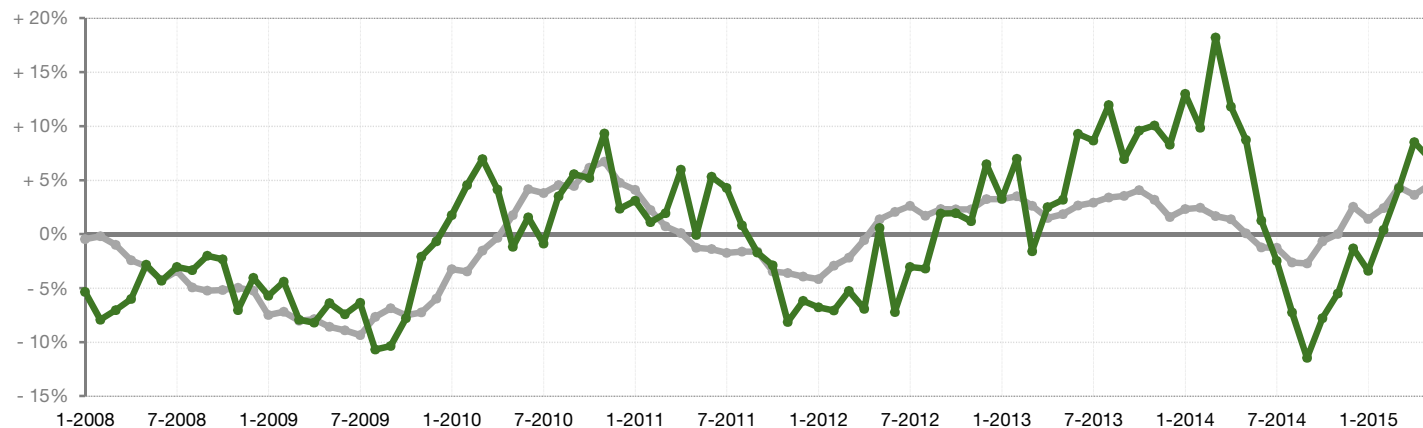
Year to Date

■ Thru 5-2014
■ Thru 5-2015



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