

Local Market Update through September 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

- 13.0%

+ 1.6%

+ 20.0%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

Year to Date

	Thru 9-2014	Thru 9-2015	+ / -	Thru 9-2014	Thru 9-2015	+ / -
New Listings	185	161	- 13.0%	524	494	- 5.7%
Pending Sales	106	140	+ 32.1%	302	380	+ 25.8%
Closed Sales	123	125	+ 1.6%	326	296	- 9.2%
Lowest Sale Price*	\$105,000	\$170,000	+ 61.9%	\$105,000	\$100,000	- 4.8%
Median Sales Price*	\$350,000	\$420,000	+ 20.0%	\$355,500	\$400,850	+ 12.8%
Highest Sale Price*	\$800,000	\$840,000	+ 5.0%	\$800,000	\$1,050,000	+ 31.3%
Percent of Original List Price Received*	94.6%	95.2%	+ 0.7%	93.7%	94.5%	+ 0.9%
Inventory of Homes for Sale	270	181	- 33.2%	--	--	--
Months Supply of Inventory	7.8	5.0	- 35.6%	--	--	--

* 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.

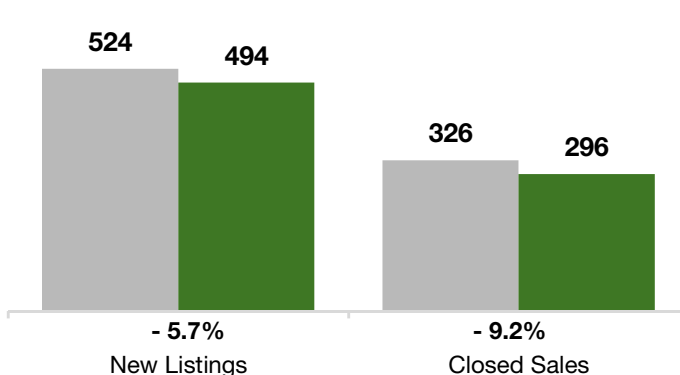
Last 3 Months

■ Thru 9-2014
■ Thru 9-2015



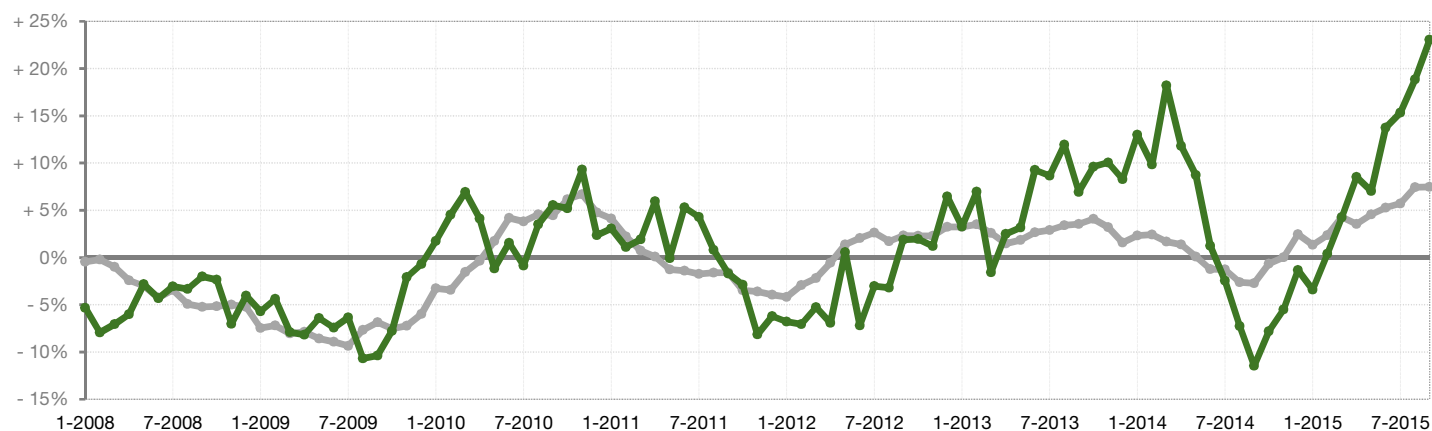
Year to Date

■ Thru 9-2014
■ Thru 9-2015



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 October 2, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.