

Local Market Update through October 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

- 4.3%

+ 11.9%

+ 12.7%

Year-Over-Year Change in
New Listings

Year-Over-Year Change in
Closed Sales

One-Year Change in
Median Sales Price*

Last 3 Months

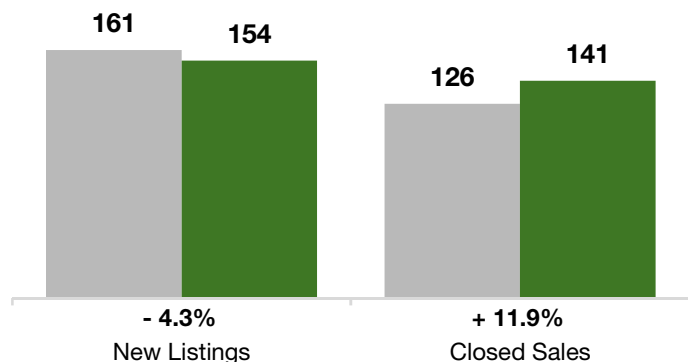
Year to Date

	Thru 10-2014	Thru 10-2015	+ / -	Thru 10-2014	Thru 10-2015	+ / -
New Listings	161	154	- 4.3%	576	549	- 4.7%
Pending Sales	99	152	+ 53.5%	335	425	+ 26.9%
Closed Sales	126	141	+ 11.9%	367	352	- 4.1%
Lowest Sale Price*	\$105,000	\$170,000	+ 61.9%	\$105,000	\$100,000	- 4.8%
Median Sales Price*	\$361,000	\$406,900	+ 12.7%	\$362,500	\$395,000	+ 9.0%
Highest Sale Price*	\$760,000	\$840,000	+ 10.5%	\$800,000	\$1,050,000	+ 31.3%
Percent of Original List Price Received*	94.1%	95.8%	+ 1.9%	93.7%	94.8%	+ 1.1%
Inventory of Homes for Sale	263	176	- 33.3%	--	--	--
Months Supply of Inventory	7.7	4.7	- 38.6%	--	--	--

* 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.

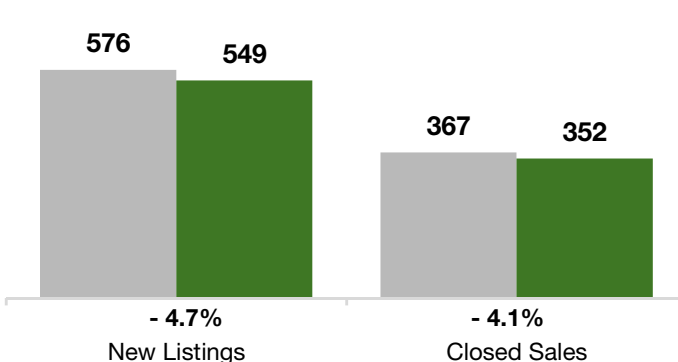
Last 3 Months

■ Thru 10-2014
■ Thru 10-2015



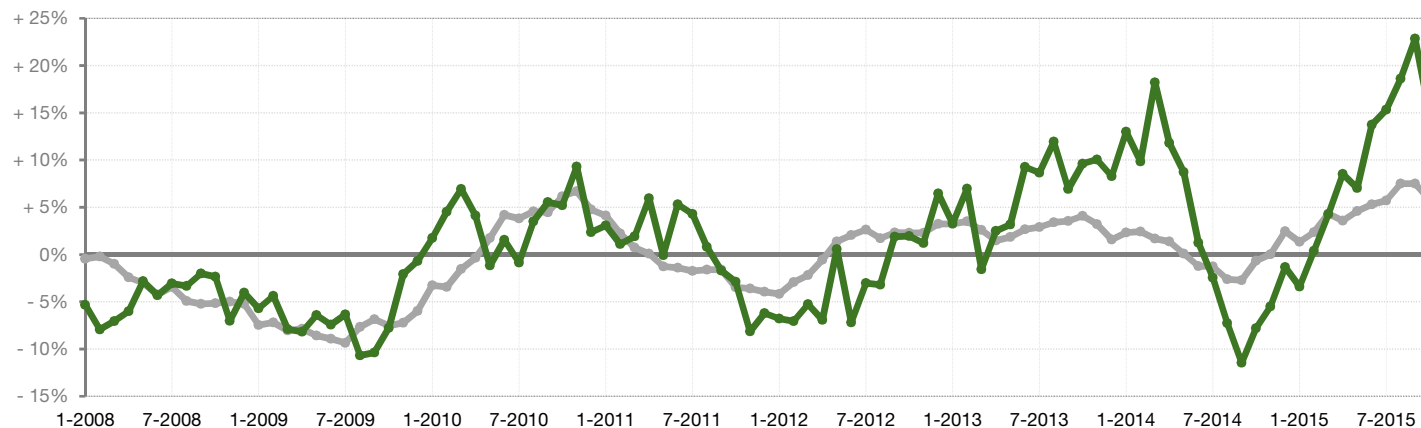
Year to Date

■ Thru 10-2014
■ Thru 10-2015



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 November 5, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.