

Local Market Update through November 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

+ 10.0%

Year-Over-Year Change in New Listings

+ 26.6%

Year-Over-Year Change in Closed Sales

+ 5.2%

One-Year Change in Median Sales Price*

Last 3 Months

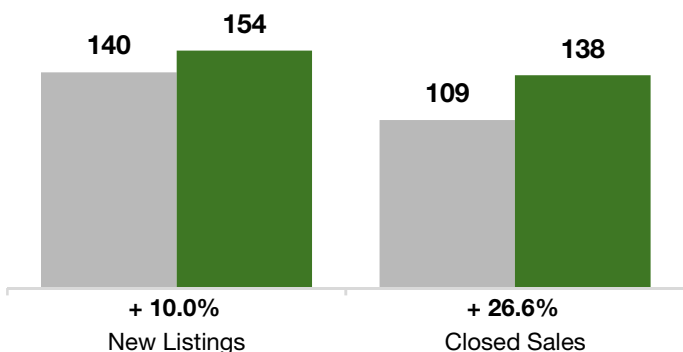
Year to Date

	Thru 11-2014	Thru 11-2015	+ / -	Thru 11-2014	Thru 11-2015	+ / -
New Listings	140	154	+ 10.0%	606	600	- 1.0%
Pending Sales	83	139	+ 67.5%	353	461	+ 30.6%
Closed Sales	109	138	+ 26.6%	393	392	- 0.3%
Lowest Sale Price*	\$112,000	\$170,000	+ 51.8%	\$105,000	\$100,000	- 4.8%
Median Sales Price*	\$377,750	\$397,500	+ 5.2%	\$369,000	\$395,000	+ 7.0%
Highest Sale Price*	\$800,000	\$840,000	+ 5.0%	\$800,000	\$1,050,000	+ 31.3%
Percent of Original List Price Received*	93.9%	95.9%	+ 2.1%	93.8%	94.8%	+ 1.1%
Inventory of Homes for Sale	260	169	- 35.2%	--	--	--
Months Supply of Inventory	7.8	4.4	- 43.6%	--	--	--

* 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.

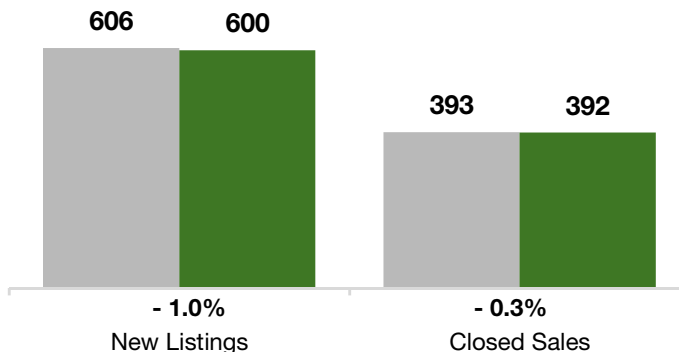
Last 3 Months

■ Thru 11-2014
■ Thru 11-2015



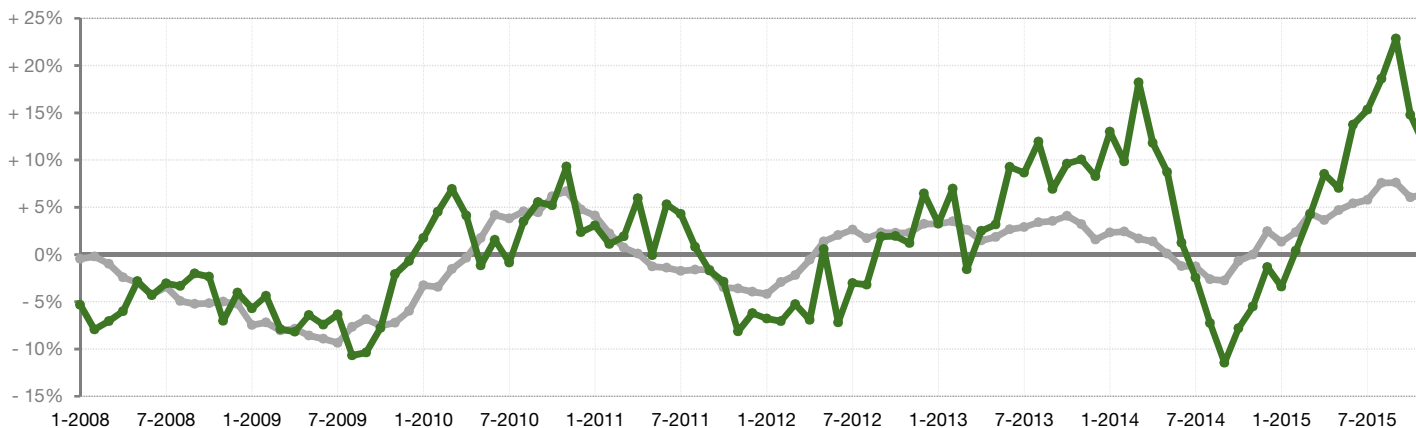
Year to Date

■ Thru 11-2014
■ Thru 11-2015



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 December 5, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by ShowingTime 10K.