

Local Market Update through December 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

+ 20.2%

Year-Over-Year Change in
New Listings

+ 65.6%

Year-Over-Year Change in
Closed Sales

- 9.1%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 12-2014	Thru 12-2015	+ / -	Thru 12-2014	Thru 12-2015	+ / -
New Listings	114	137	+ 20.2%	638	633	- 0.8%
Pending Sales	74	138	+ 86.5%	376	509	+ 35.4%
Closed Sales	96	159	+ 65.6%	422	456	+ 8.1%
Lowest Sale Price*	\$170,000	\$140,000	- 17.6%	\$105,000	\$100,000	- 4.8%
Median Sales Price*	\$418,000	\$380,000	- 9.1%	\$375,000	\$390,000	+ 4.0%
Highest Sale Price*	\$800,000	\$715,000	- 10.6%	\$800,000	\$1,050,000	+ 31.3%
Percent of Original List Price Received*	94.1%	95.8%	+ 1.8%	93.8%	95.0%	+ 1.3%
Inventory of Homes for Sale	247	158	- 36.0%	--	--	--
Months Supply of Inventory	7.6	3.9	- 48.1%	--	--	--

* 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.

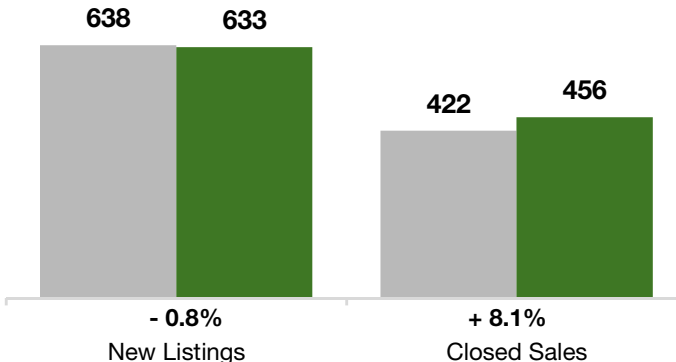
Last 3 Months

■ Thru 12-2014
■ Thru 12-2015



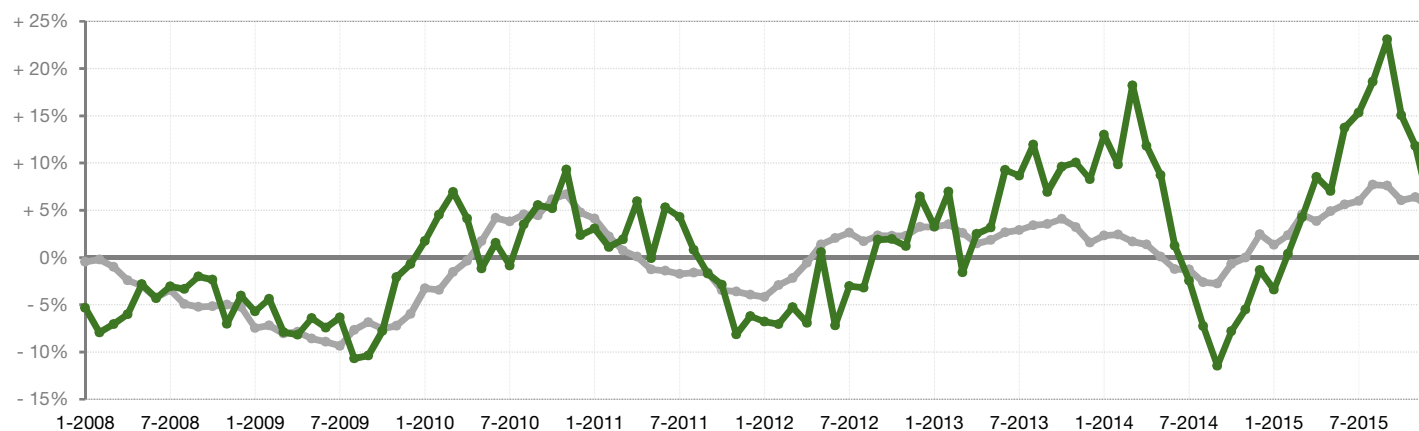
Year to Date

■ Thru 12-2014
■ Thru 12-2015



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 4, 2016. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by ShowingTime 10K.