

Local Market Update through March 2014

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

- 9.7%

Year-Over-Year Change in
New Listings

+ 27.8%

Year-Over-Year Change in
Closed Sales

+ 15.9%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 3-2013	Thru 3-2014	+ / -	Thru 3-2013	Thru 3-2014	+ / -
New Listings	176	159	- 9.7%	176	159	- 9.7%
Pending Sales	88	78	- 11.4%	88	78	- 11.4%
Closed Sales	79	101	+ 27.8%	79	101	+ 27.8%
Lowest Sale Price*	\$132,500	\$150,000	+ 13.2%	\$132,500	\$150,000	+ 13.2%
Median Sales Price*	\$345,000	\$399,900	+ 15.9%	\$345,000	\$399,900	+ 15.9%
Highest Sale Price*	\$780,000	\$738,000	- 5.4%	\$780,000	\$738,000	- 5.4%
Percent of Original List Price Received*	92.0%	92.9%	+ 1.0%	92.0%	92.9%	+ 1.0%
Inventory of Homes for Sale	288	187	- 35.0%	--	--	--
Months Supply of Inventory	10.1	5.0	- 50.8%	--	--	--

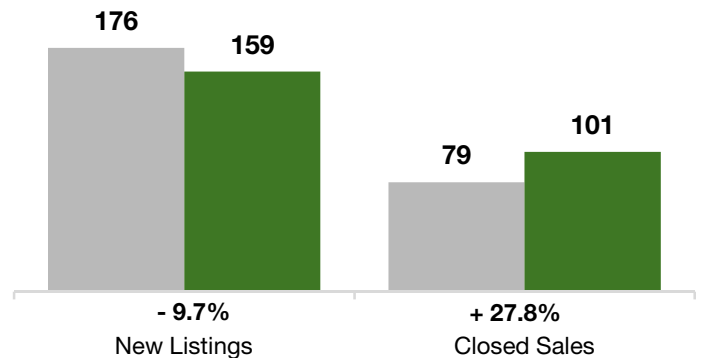
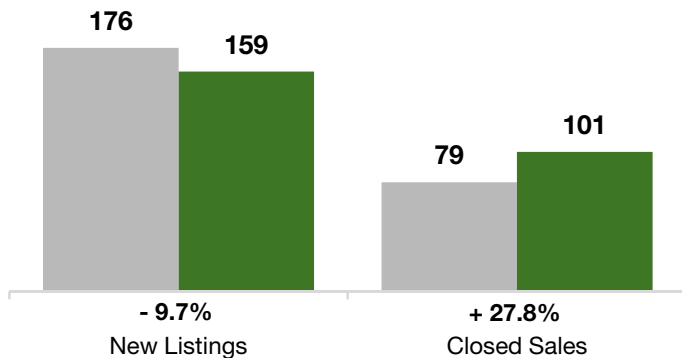
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 3-2013
■ Thru 3-2014

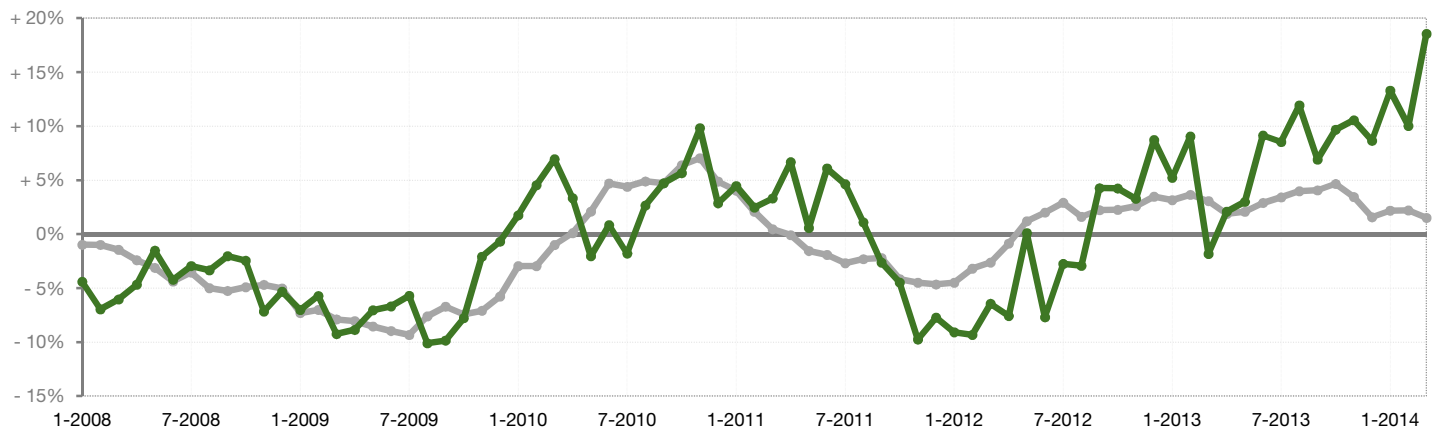
Year to Date

■ Thru 3-2013
■ Thru 3-2014



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 March 26, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.