

# Local Market Update through April 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

**- 9.5%**

**+ 21.3%**

**+ 9.9%**

Year-Over-Year Change in  
New Listings

Year-Over-Year Change in  
Closed Sales

One-Year Change in  
Median Sales Price\*

### Last 3 Months

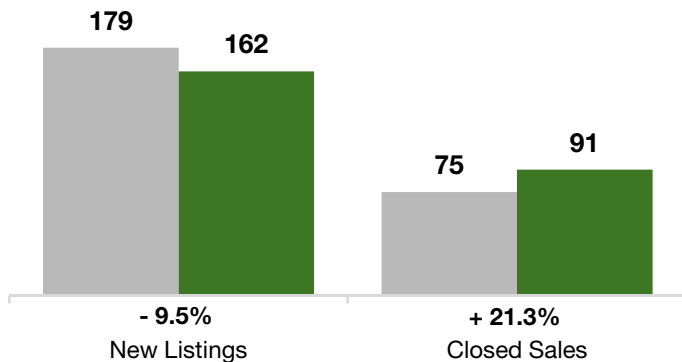
### Year to Date

	Thru 4-2013	Thru 4-2014	+ / -	Thru 4-2013	Thru 4-2014	+ / -
New Listings	179	<b>162</b>	- 9.5%	240	<b>213</b>	- 11.3%
Pending Sales	103	<b>99</b>	- 3.9%	128	<b>120</b>	- 6.3%
Closed Sales	75	<b>91</b>	+ 21.3%	106	<b>131</b>	+ 23.6%
Lowest Sale Price*	\$132,500	<b>\$120,000</b>	- 9.4%	\$132,500	<b>\$120,000</b>	- 9.4%
Median Sales Price*	\$355,000	<b>\$390,000</b>	+ 9.9%	\$350,696	<b>\$390,000</b>	+ 11.2%
Highest Sale Price*	\$780,000	<b>\$738,000</b>	- 5.4%	\$780,000	<b>\$738,000</b>	- 5.4%
Percent of Original List Price Received*	92.1%	<b>93.3%</b>	+ 1.3%	92.1%	<b>93.1%</b>	+ 1.1%
Inventory of Homes for Sale	294	<b>200</b>	- 31.9%	--	--	--
Months Supply of Inventory	10.4	<b>5.4</b>	- 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.

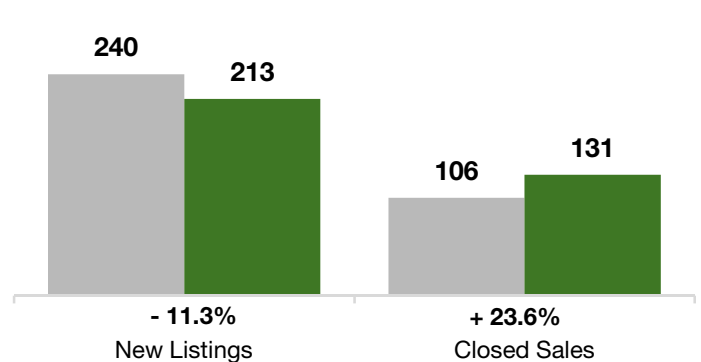
### Last 3 Months

■ Thru 4-2013  
■ Thru 4-2014



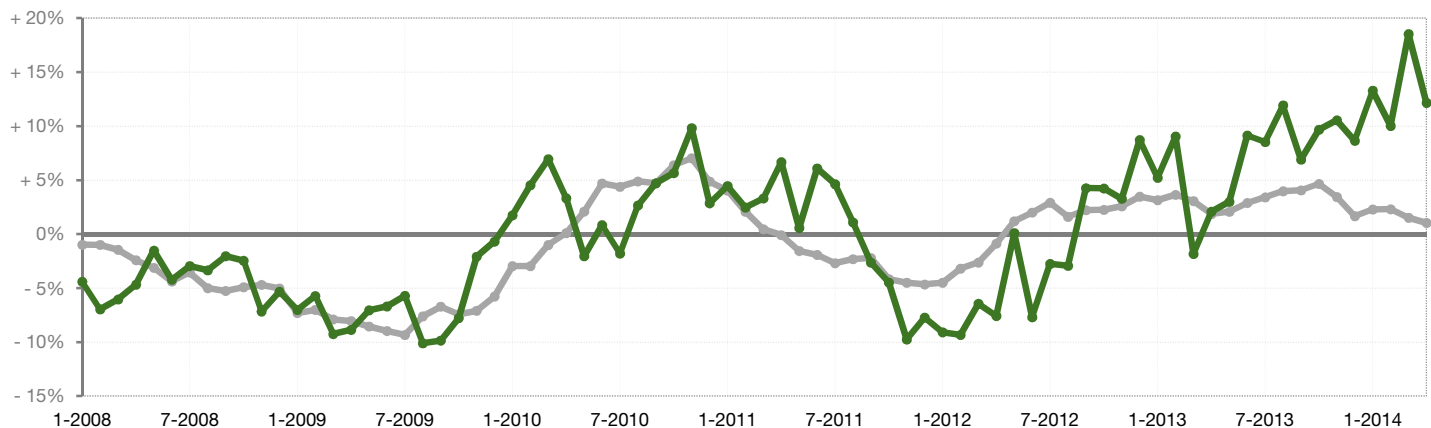
### Year to Date

■ Thru 4-2013  
■ Thru 4-2014



### 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.