

Local Market Update through August 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

+ 40.4%

- 2.4%

- 9.0%

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 8-2013	Thru 8-2014	+ / -	Thru 8-2013	Thru 8-2014	+ / -
New Listings	146	205	+ 40.4%	447	463	+ 3.6%
Pending Sales	128	119	- 7.0%	306	275	- 10.1%
Closed Sales	124	121	- 2.4%	255	280	+ 9.8%
Lowest Sale Price*	\$158,175	\$105,000	- 33.6%	\$132,500	\$105,000	- 20.8%
Median Sales Price*	\$373,500	\$340,000	- 9.0%	\$372,000	\$360,000	- 3.2%
Highest Sale Price*	\$710,000	\$800,000	+ 12.7%	\$835,000	\$800,000	- 4.2%
Percent of Original List Price Received*	93.9%	94.2%	+ 0.3%	92.9%	93.7%	+ 0.8%
Inventory of Homes for Sale	267	225	- 15.7%	--	--	--
Months Supply of Inventory	8.2	6.3	- 23.0%	--	--	--

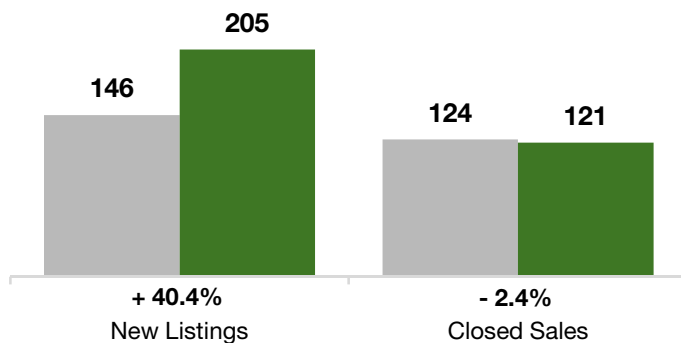
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 8-2013
■ Thru 8-2014

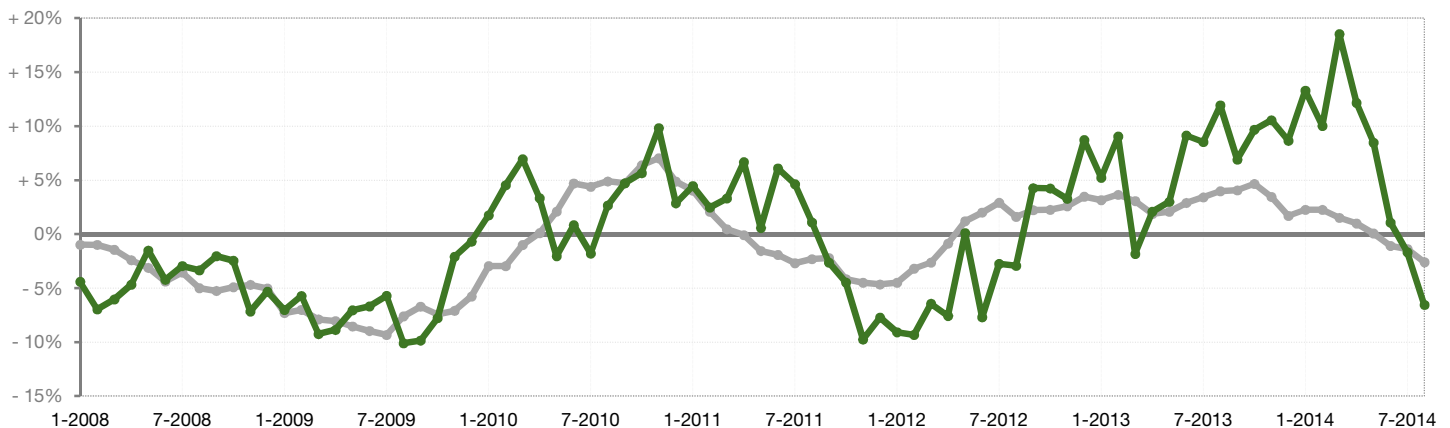
Year to Date

■ Thru 8-2013
■ Thru 8-2014



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 September 3, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.