

# Local Market Update through October 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

**+ 5.3%**

Year-Over-Year Change in  
New Listings

**- 7.5%**

Year-Over-Year Change in  
Closed Sales

**- 7.2%**

One-Year Change in  
Median Sales Price\*

### Last 3 Months

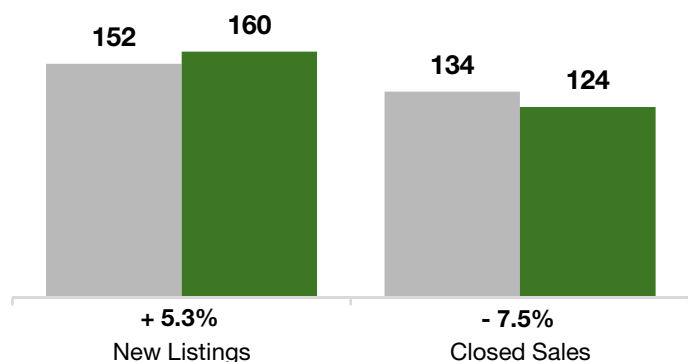
### Year to Date

	Thru 10-2013	Thru 10-2014	+ / -	Thru 10-2013	Thru 10-2014	+ / -
New Listings	152	<b>160</b>	+ 5.3%	555	<b>572</b>	+ 3.1%
Pending Sales	119	<b>105</b>	- 11.8%	382	<b>343</b>	- 10.2%
Closed Sales	134	<b>124</b>	- 7.5%	348	<b>361</b>	+ 3.7%
Lowest Sale Price*	\$145,000	<b>\$105,000</b>	- 27.6%	\$132,500	<b>\$105,000</b>	- 20.8%
Median Sales Price*	\$391,500	<b>\$363,500</b>	- 7.2%	\$372,250	<b>\$365,000</b>	- 1.9%
Highest Sale Price*	\$710,000	<b>\$760,000</b>	+ 7.0%	\$835,000	<b>\$800,000</b>	- 4.2%
Percent of Original List Price Received*	92.9%	<b>94.3%</b>	+ 1.6%	92.9%	<b>93.8%</b>	+ 1.0%
Inventory of Homes for Sale	244	<b>217</b>	- 11.1%	--	--	--
Months Supply of Inventory	7.1	<b>6.3</b>	- 11.3%	--	--	--

\* 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.

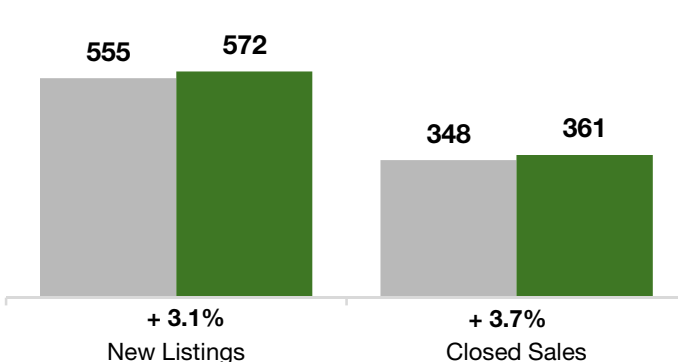
### Last 3 Months

■ Thru 10-2013  
■ Thru 10-2014



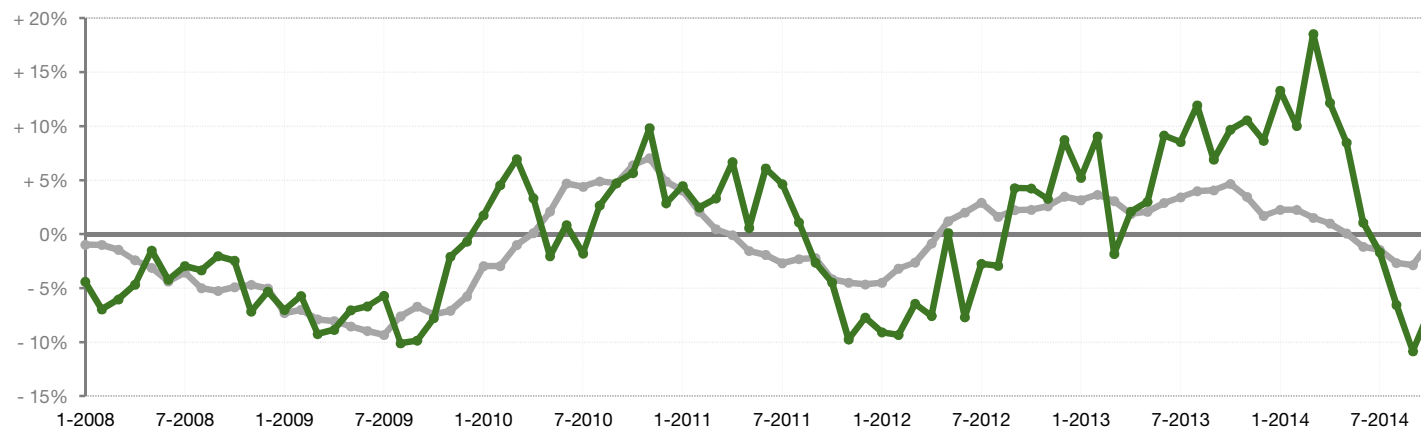
### Year to Date

■ Thru 10-2013  
■ Thru 10-2014



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