

Local Market Update through November 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

- 6.3%

- 17.3%

- 0.8%

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 11-2013	Thru 11-2014	+ / -	Thru 11-2013	Thru 11-2014	+ / -
New Listings	143	134	- 6.3%	590	595	+ 0.8%
Pending Sales	108	88	- 18.5%	414	358	- 13.5%
Closed Sales	127	105	- 17.3%	382	385	+ 0.8%
Lowest Sale Price*	\$145,000	\$112,000	- 22.8%	\$132,500	\$105,000	- 20.8%
Median Sales Price*	\$383,700	\$380,500	- 0.8%	\$373,250	\$369,000	- 1.1%
Highest Sale Price*	\$800,000	\$800,000	0.0%	\$835,000	\$800,000	- 4.2%
Percent of Original List Price Received*	92.9%	94.1%	+ 1.3%	92.9%	93.8%	+ 1.0%
Inventory of Homes for Sale	234	207	- 11.7%	--	--	--
Months Supply of Inventory	6.6	6.1	- 7.8%	--	--	--

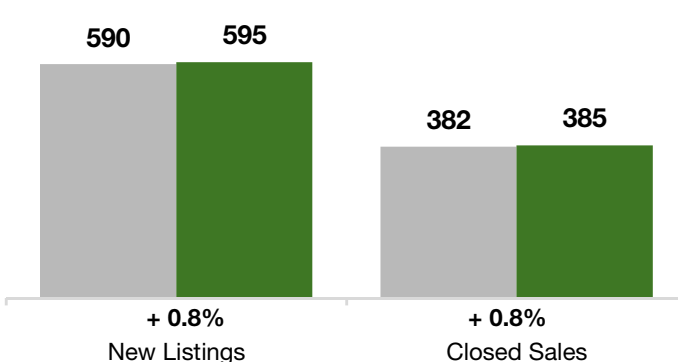
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 11-2013
■ Thru 11-2014

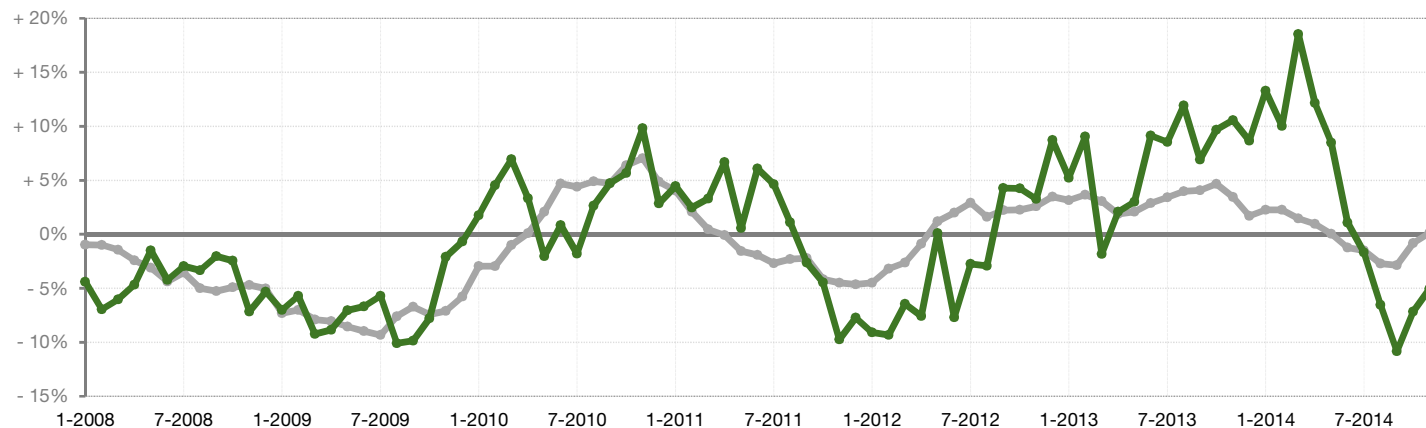
Year to Date

■ Thru 11-2013
■ Thru 11-2014



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 December 2, 2014. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.