

Local Market Update through December 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

- 5.0%

Year-Over-Year Change in New Listings

- 15.9%

Year-Over-Year Change in Closed Sales

+ 9.7%

One-Year Change in Median Sales Price*

Last 3 Months

Year to Date

	Last 3 Months			Year to Date		
	Thru 12-2013	Thru 12-2014	+ / -	Thru 12-2013	Thru 12-2014	+ / -
New Listings	119	113	- 5.0%	621	637	+ 2.6%
Pending Sales	111	82	- 26.1%	454	389	- 14.3%
Closed Sales	113	95	- 15.9%	414	421	+ 1.7%
Lowest Sale Price*	\$152,000	\$170,000	+ 11.8%	\$132,500	\$105,000	- 20.8%
Median Sales Price*	\$382,500	\$419,630	+ 9.7%	\$375,000	\$375,000	0.0%
Highest Sale Price*	\$837,500	\$800,000	- 4.5%	\$837,500	\$800,000	- 4.5%
Percent of Original List Price Received*	93.0%	94.1%	+ 1.2%	92.9%	93.8%	+ 1.0%
Inventory of Homes for Sale	217	203	- 6.3%	--	--	--
Months Supply of Inventory	5.9	6.1	+ 3.1%	--	--	--

* 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 12-2013
■ Thru 12-2014



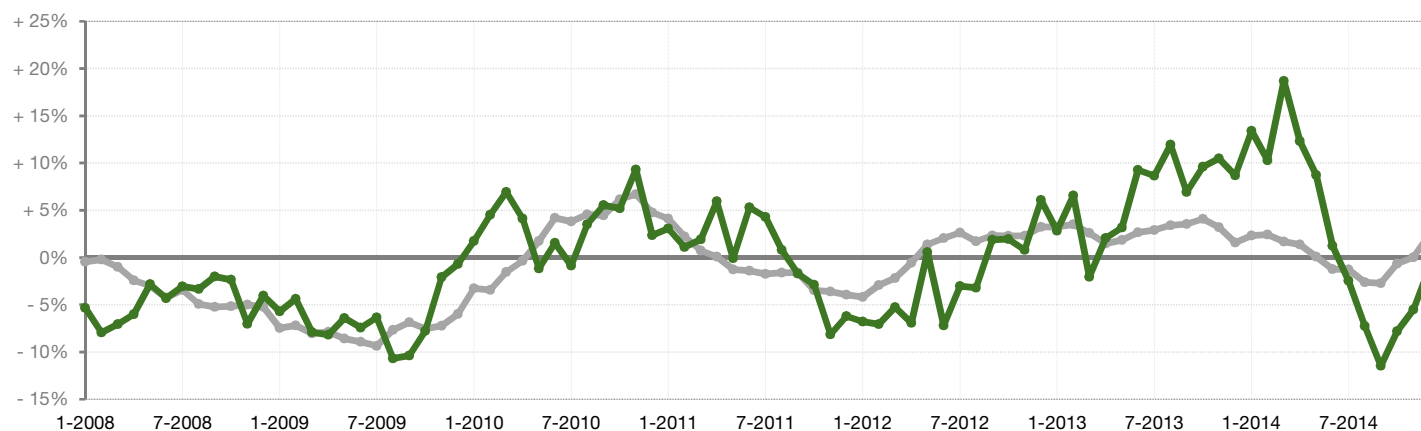
Year to Date

■ Thru 12-2013
■ Thru 12-2014



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 January 5, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.