

Local Market Update through March 2015

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

- 12.0%

- 31.7%

- 1.2%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

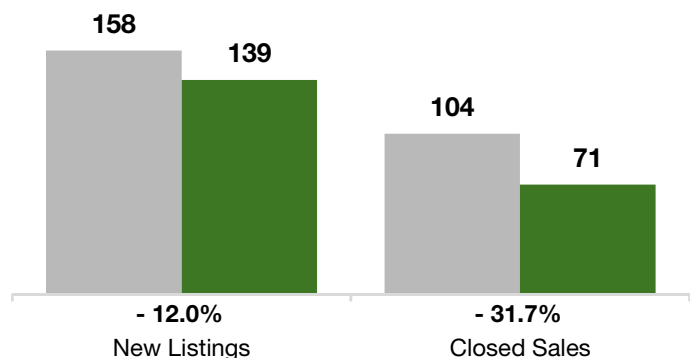
Year to Date

	Thru 3-2014	Thru 3-2015	+ / -	Thru 3-2014	Thru 3-2015	+ / -
New Listings	158	139	- 12.0%	158	139	- 12.0%
Pending Sales	80	110	+ 37.5%	80	110	+ 37.5%
Closed Sales	104	71	- 31.7%	104	71	- 31.7%
Lowest Sale Price*	\$150,000	\$100,000	- 33.3%	\$150,000	\$100,000	- 33.3%
Median Sales Price*	\$399,900	\$395,000	- 1.2%	\$399,900	\$395,000	- 1.2%
Highest Sale Price*	\$738,000	\$825,000	+ 11.8%	\$738,000	\$825,000	+ 11.8%
Percent of Original List Price Received*	93.0%	94.0%	+ 1.1%	93.0%	94.0%	+ 1.1%
Inventory of Homes for Sale	214	171	- 20.0%	--	--	--
Months Supply of Inventory	5.7	5.2	- 10.2%	--	--	--

* 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.

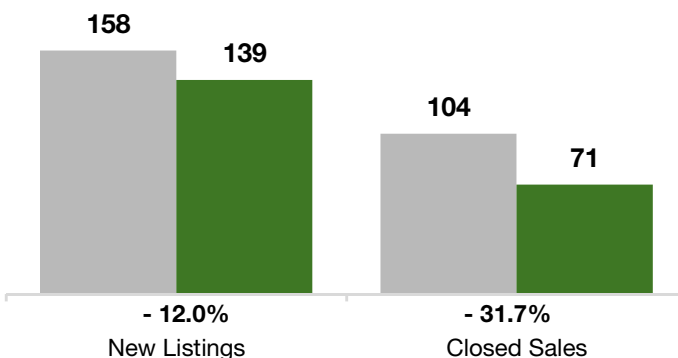
Last 3 Months

■ Thru 3-2014
■ Thru 3-2015



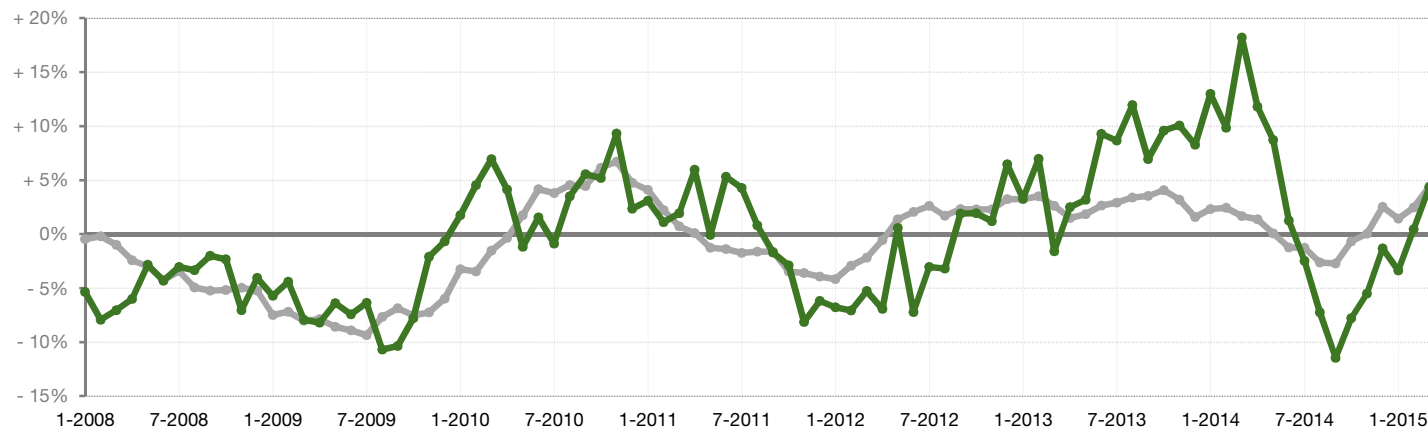
Year to Date

■ Thru 3-2014
■ Thru 3-2015



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 2, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.