

# Local Market Update through April 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

**+ 4.3%**

**- 14.1%**

**+ 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 4-2014	Thru 4-2015	+ / -	Thru 4-2014	Thru 4-2015	+ / -
New Listings	164	171	+ 4.3%	214	211	- 1.4%
Pending Sales	97	117	+ 20.6%	119	150	+ 26.1%
Closed Sales	92	79	- 14.1%	134	97	- 27.6%
Lowest Sale Price*	\$120,000	\$170,000	+ 41.7%	\$120,000	\$100,000	- 16.7%
Median Sales Price*	\$390,000	\$425,000	+ 9.0%	\$392,500	\$395,000	+ 0.6%
Highest Sale Price*	\$738,000	\$825,000	+ 11.8%	\$738,000	\$825,000	+ 11.8%
Percent of Original List Price Received*	93.3%	93.9%	+ 0.7%	93.2%	94.2%	+ 1.0%
Inventory of Homes for Sale	227	174	- 23.3%	--	--	--
Months Supply of Inventory	6.1	5.2	- 15.7%	--	--	--

\* 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.

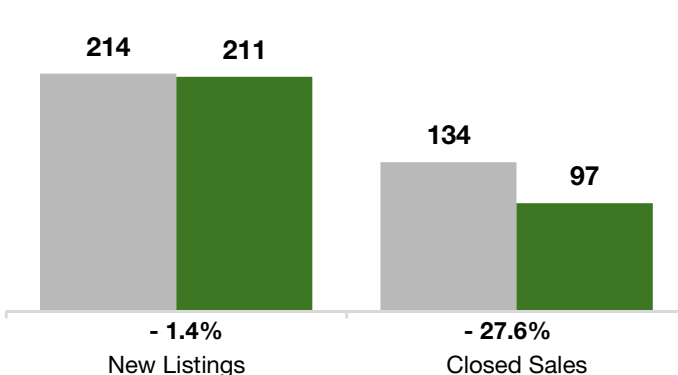
### Last 3 Months

■ Thru 4-2014  
■ Thru 4-2015



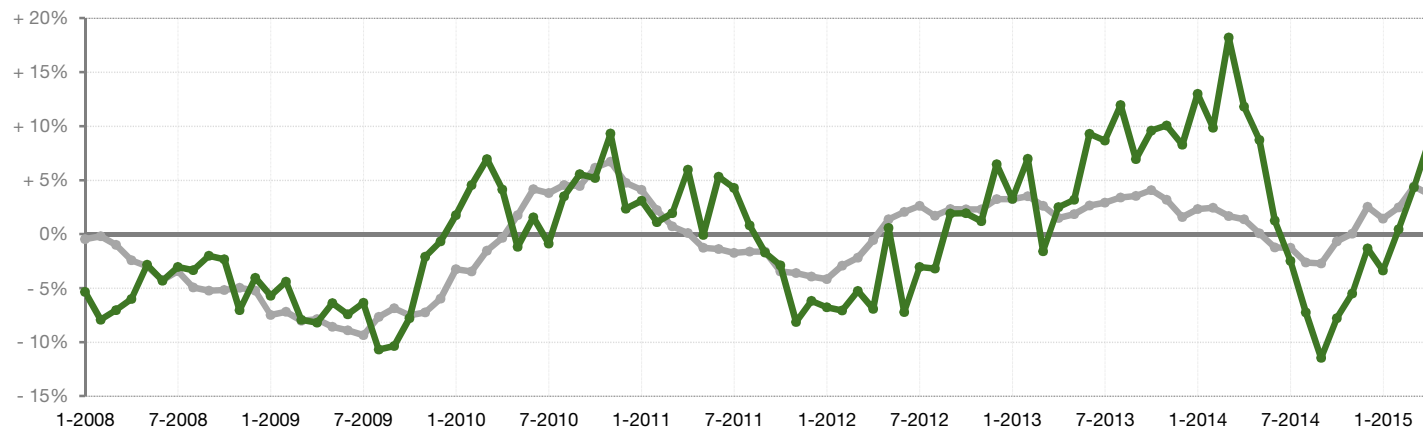
### Year to Date

■ Thru 4-2014  
■ Thru 4-2015



### 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 April 14, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.