

# Local Market Update through July 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

**- 10.0%**

Year-Over-Year Change in New Listings

**+ 4.7%**

Year-Over-Year Change in Closed Sales

**+ 9.2%**

One-Year Change in Median Sales Price\*

### Last 3 Months

### Year to Date

	Thru 7-2014	Thru 7-2015	+ / -	Thru 7-2014	Thru 7-2015	+ / -
New Listings	201	181	- 10.0%	415	393	- 5.3%
Pending Sales	117	138	+ 17.9%	236	284	+ 20.3%
Closed Sales	107	112	+ 4.7%	241	210	- 12.9%
Lowest Sale Price*	\$110,000	\$107,000	- 2.7%	\$110,000	\$100,000	- 9.1%
Median Sales Price*	\$348,000	\$380,000	+ 9.2%	\$369,000	\$386,000	+ 4.6%
Highest Sale Price*	\$800,000	\$1,050,000	+ 31.3%	\$800,000	\$1,050,000	+ 31.3%
Percent of Original List Price Received*	94.0%	94.0%	- 0.0%	93.6%	94.1%	+ 0.5%
Inventory of Homes for Sale	262	184	- 29.8%	--	--	--
Months Supply of Inventory	7.4	5.3	- 28.5%	--	--	--

\* 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.

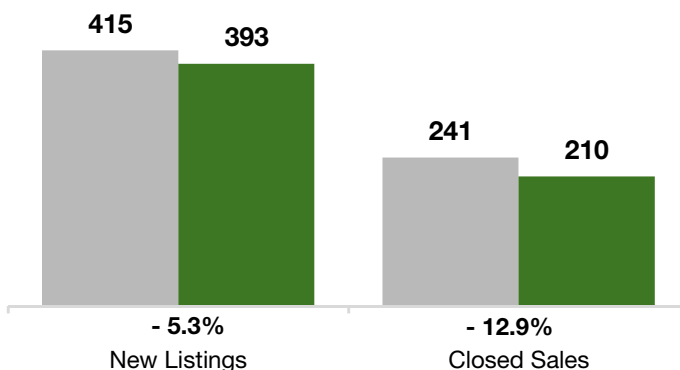
### Last 3 Months

■ Thru 7-2014  
■ Thru 7-2015



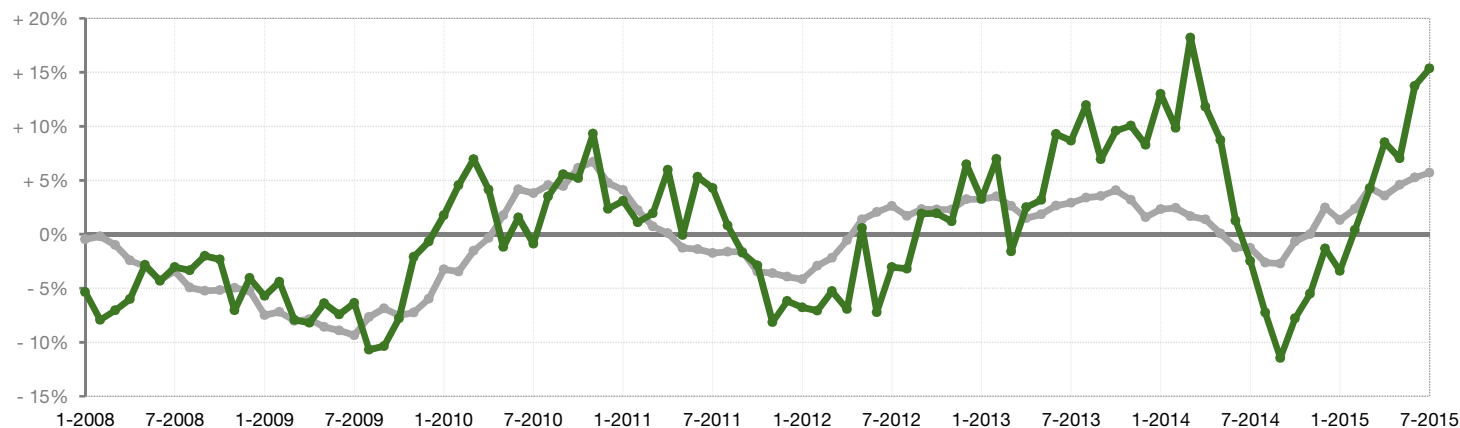
### Year to Date

■ Thru 7-2014  
■ Thru 7-2015



### 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 August 3, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.