

# Local Market Update through August 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

**- 12.6%**

Year-Over-Year Change in  
New Listings

**- 4.1%**

Year-Over-Year Change in  
Closed Sales

**+ 14.7%**

One-Year Change in  
Median Sales Price\*

### Last 3 Months

### Year to Date

	Thru 8-2014	Thru 8-2015	+ / -	Thru 8-2014	Thru 8-2015	+ / -
New Listings	207	<b>181</b>	- 12.6%	466	<b>445</b>	- 4.5%
Pending Sales	114	<b>144</b>	+ 26.3%	270	<b>333</b>	+ 23.3%
Closed Sales	122	<b>117</b>	- 4.1%	284	<b>253</b>	- 10.9%
Lowest Sale Price*	\$105,000	<b>\$170,000</b>	+ 61.9%	\$105,000	<b>\$100,000</b>	- 4.8%
Median Sales Price*	\$339,950	<b>\$390,000</b>	+ 14.7%	\$360,000	<b>\$390,000</b>	+ 8.3%
Highest Sale Price*	\$800,000	<b>\$1,050,000</b>	+ 31.3%	\$800,000	<b>\$1,050,000</b>	+ 31.3%
Percent of Original List Price Received*	94.2%	<b>94.5%</b>	+ 0.4%	93.7%	<b>94.3%</b>	+ 0.6%
Inventory of Homes for Sale	270	<b>184</b>	- 31.8%	--	--	--
Months Supply of Inventory	7.7	<b>5.2</b>	- 32.5%	--	--	--

\* 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.

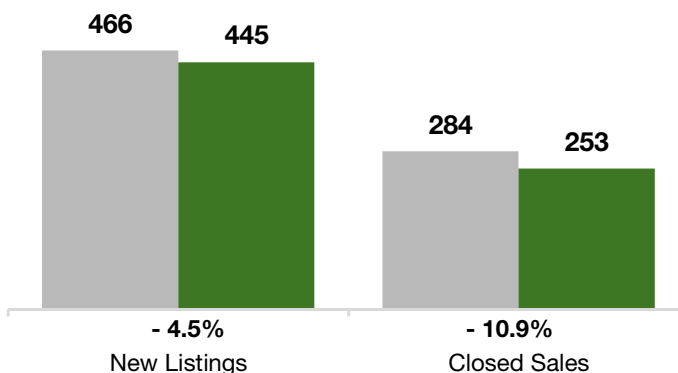
### Last 3 Months

■ Thru 8-2014  
■ Thru 8-2015



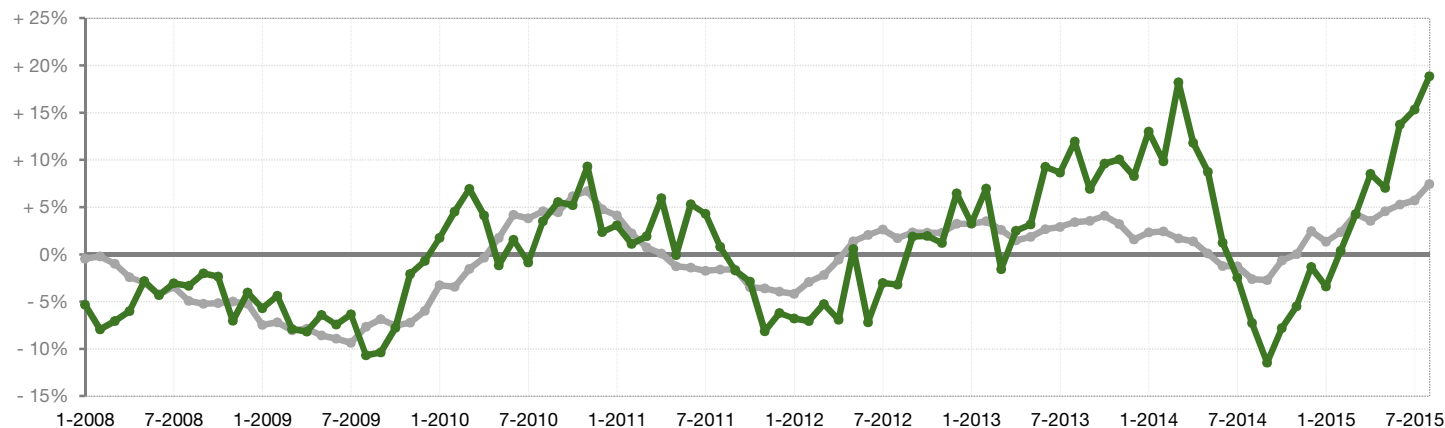
### Year to Date

■ Thru 8-2014  
■ Thru 8-2015



### 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 11, 2015. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.