

# Local Market Update through January 2012

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

**+ 7.4%**

Year-Over-Year Change in  
New Listings

**+ 30.0%**

Year-Over-Year Change in  
Closed Sales

**- 9.4%**

One-Year Change in  
Median Sales Price\*

### Last 3 Months

### Year to Date

	Thru 1-2011	Thru 1-2012	+ / -	Thru 1-2011	Thru 1-2012	+ / -
New Listings	136	<b>146</b>	+ 7.4%	52	<b>65</b>	+ 25.0%
Pending Sales	60	<b>78</b>	+ 30.0%	19	<b>19</b>	0.0%
Closed Sales	72	<b>84</b>	+ 16.7%	20	<b>18</b>	- 10.0%
Lowest Sale Price*	\$147,500	<b>\$120,000</b>	- 18.6%	\$214,000	<b>\$188,000</b>	- 12.1%
Median Sales Price*	\$360,000	<b>\$326,000</b>	- 9.4%	\$375,000	<b>\$331,000</b>	- 11.7%
Highest Sale Price*	\$910,000	<b>\$780,000</b>	- 14.3%	\$557,500	<b>\$624,000</b>	+ 11.9%
Percent of Original List Price Received*	91.7%	<b>89.8%</b>	- 2.1%	91.2%	<b>89.9%</b>	- 1.4%
Inventory of Homes for Sale	327	<b>319</b>	- 2.2%	314	<b>322</b>	+ 2.5%
Months Supply of Inventory	13.0	<b>12.7</b>	- 2.5%	12.3	<b>12.8</b>	+ 3.6%

\* 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.

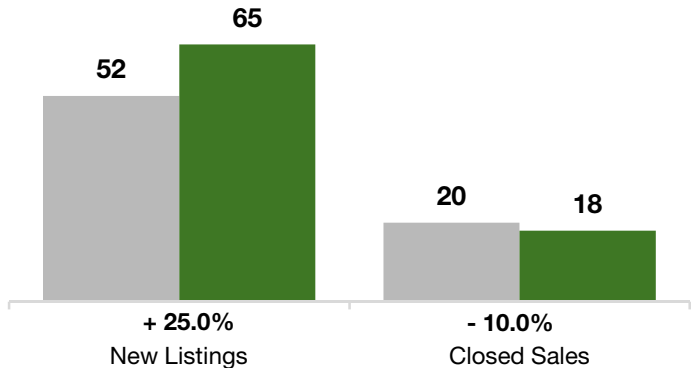
### Last 3 Months

■ Thru 1-2011  
■ Thru 1-2012



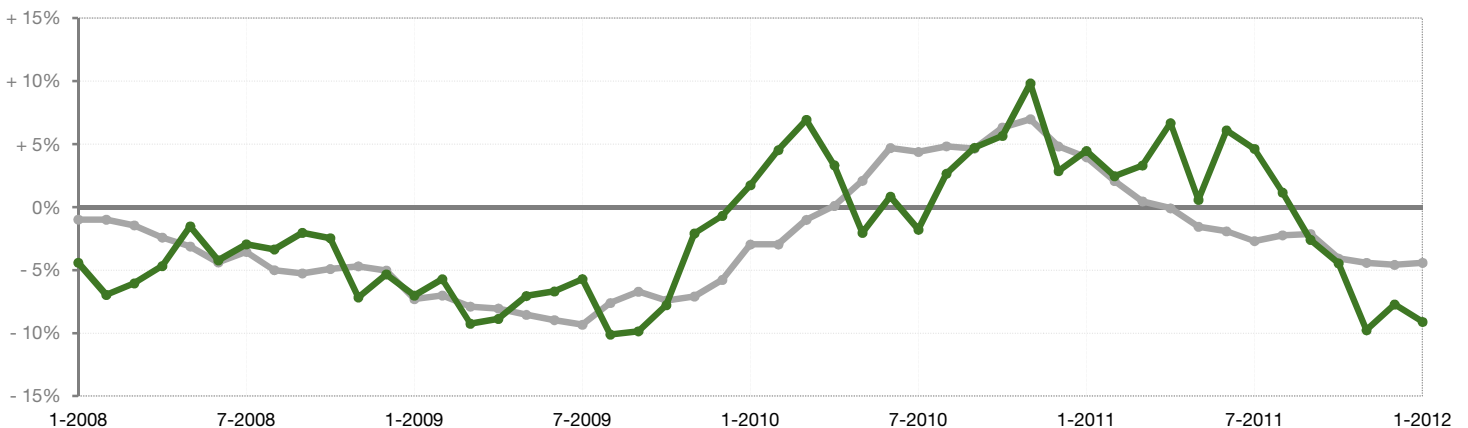
### Year to Date

■ Thru 1-2011  
■ Thru 1-2012



### 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 9, 2012. All data comes from the Staten Island Multiple Listing Service, Inc. Powered by 10K Research & Marketing.