

Local Market Update through September 2018

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

- 9.4%

Year-Over-Year Change in
New Listings

+ 14.4%

Year-Over-Year Change in
Closed Sales

+ 10.6%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 9-2017	Thru 9-2018	+ / -	Thru 9-2017	Thru 9-2018	+ / -
New Listings	212	192	- 9.4%	590	696	+ 18.0%
Pending Sales	168	148	- 11.9%	418	461	+ 10.3%
Closed Sales	153	175	+ 14.4%	382	445	+ 16.5%
Lowest Sale Price*	\$190,000	\$197,000	+ 3.7%	\$120,000	\$170,000	+ 41.7%
Median Sales Price*	\$470,000	\$520,000	+ 10.6%	\$470,000	\$510,000	+ 8.5%
Highest Sale Price*	\$937,500	\$885,000	- 5.6%	\$937,500	\$1,650,000	+ 76.0%
Percent of Original List Price Received*	98.7%	96.7%	- 2.0%	98.6%	96.9%	- 1.7%
Inventory of Homes for Sale	188	198	+ 5.5%	--	--	--
Months Supply of Inventory	4.2	3.9	- 6.8%	--	--	--

* 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 9-2017
■ Thru 9-2018

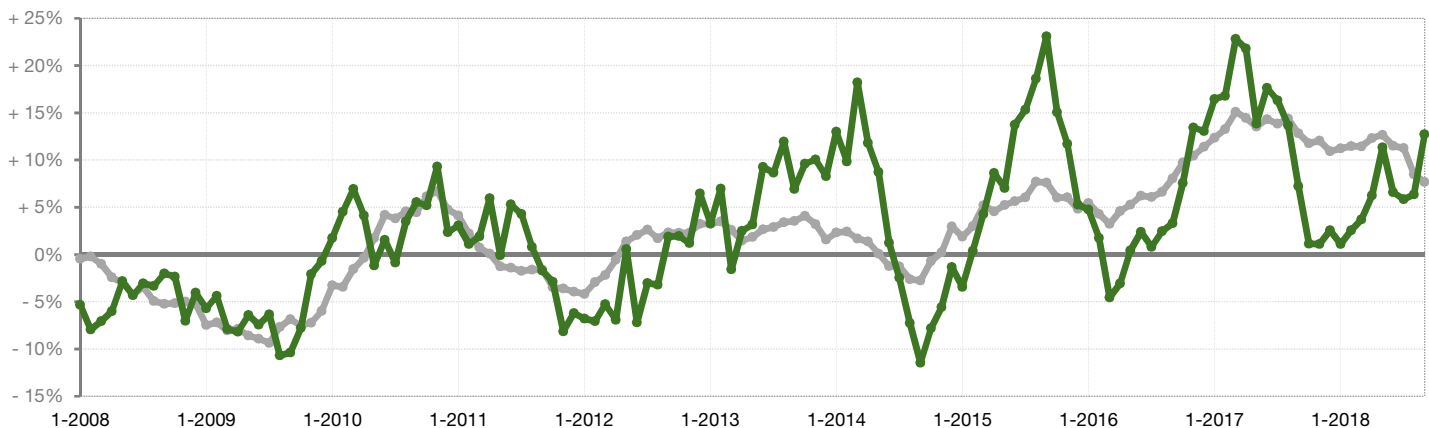
Year to Date

■ Thru 9-2017
■ Thru 9-2018



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 October 5, 2018. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2018 ShowingTime.