

# Local Market Update through June 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

**+ 34.6%**

Year-Over-Year Change in New Listings

**+ 29.7%**

Year-Over-Year Change in Closed Sales

**+ 10.2%**

One-Year Change in Median Sales Price\*

### Last 3 Months

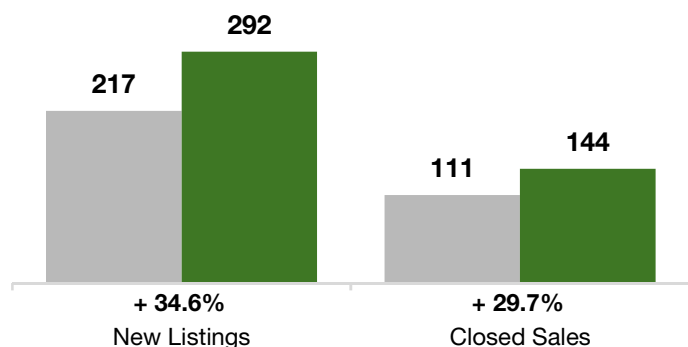
### Year to Date

	Thru 6-2017	Thru 6-2018	+ / -	Thru 6-2017	Thru 6-2018	+ / -
New Listings	217	<b>292</b>	+ 34.6%	378	<b>501</b>	+ 32.5%
Pending Sales	147	<b>192</b>	+ 30.6%	250	<b>317</b>	+ 26.8%
Closed Sales	111	<b>144</b>	+ 29.7%	229	<b>270</b>	+ 17.9%
Lowest Sale Price*	\$215,000	<b>\$170,000</b>	- 20.9%	\$120,000	<b>\$170,000</b>	+ 41.7%
Median Sales Price*	\$450,000	<b>\$496,000</b>	+ 10.2%	\$472,888	<b>\$500,000</b>	+ 5.7%
Highest Sale Price*	\$820,000	<b>\$1,650,000</b>	+ 101.2%	\$865,000	<b>\$1,650,000</b>	+ 90.8%
Percent of Original List Price Received*	98.5%	<b>97.4%</b>	- 1.1%	98.5%	<b>97.0%</b>	- 1.5%
Inventory of Homes for Sale	155	<b>205</b>	+ 32.5%	--	--	--
Months Supply of Inventory	3.5	<b>4.2</b>	+ 19.3%	--	--	--

\* 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.

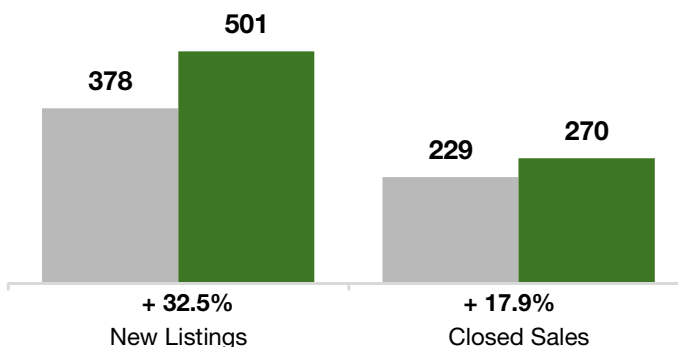
### Last 3 Months

■ Thru 6-2017  
■ Thru 6-2018



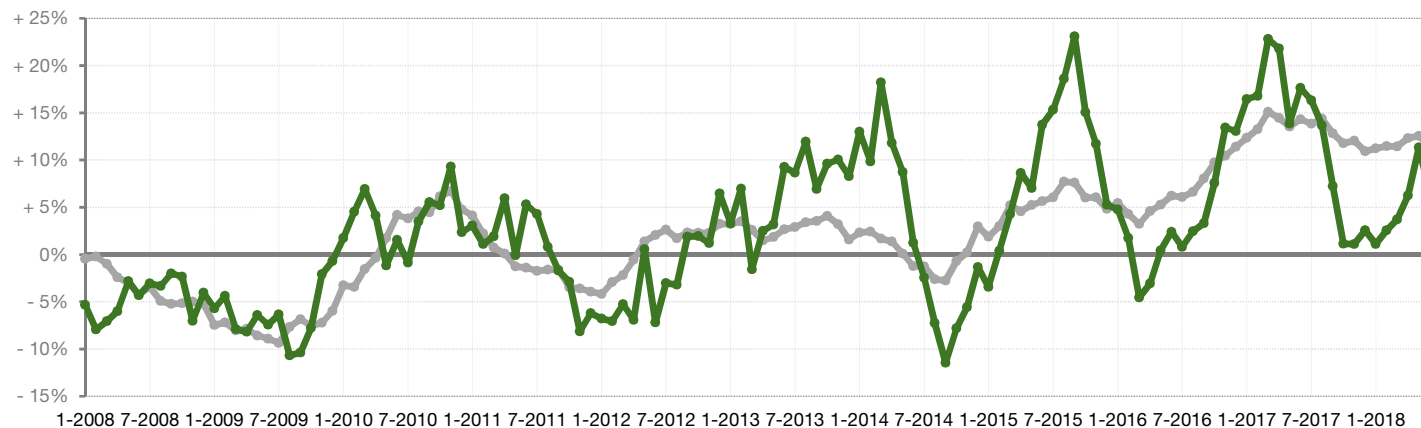
### Year to Date

■ Thru 6-2017  
■ Thru 6-2018



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