

Local Market Update through July 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

+ 5.3%

Year-Over-Year Change in New Listings

+ 23.1%

Year-Over-Year Change in Closed Sales

+ 8.9%

One-Year Change in Median Sales Price*

Last 3 Months

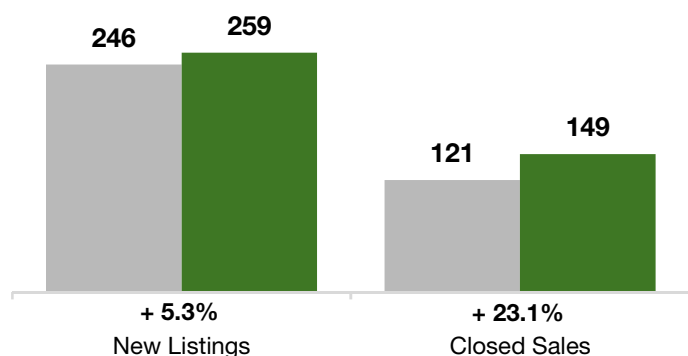
Year to Date

	Thru 7-2017	Thru 7-2018	+ / -	Thru 7-2017	Thru 7-2018	+ / -
New Listings	246	259	+ 5.3%	456	565	+ 23.9%
Pending Sales	147	203	+ 38.1%	293	382	+ 30.4%
Closed Sales	121	149	+ 23.1%	266	323	+ 21.4%
Lowest Sale Price*	\$210,000	\$170,000	- 19.0%	\$120,000	\$170,000	+ 41.7%
Median Sales Price*	\$450,000	\$490,000	+ 8.9%	\$475,000	\$499,000	+ 5.1%
Highest Sale Price*	\$900,000	\$1,650,000	+ 83.3%	\$900,000	\$1,650,000	+ 83.3%
Percent of Original List Price Received*	98.6%	97.1%	- 1.5%	98.5%	96.8%	- 1.7%
Inventory of Homes for Sale	177	204	+ 15.3%	--	--	--
Months Supply of Inventory	4.0	4.0	- 0.3%	--	--	--

* 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.

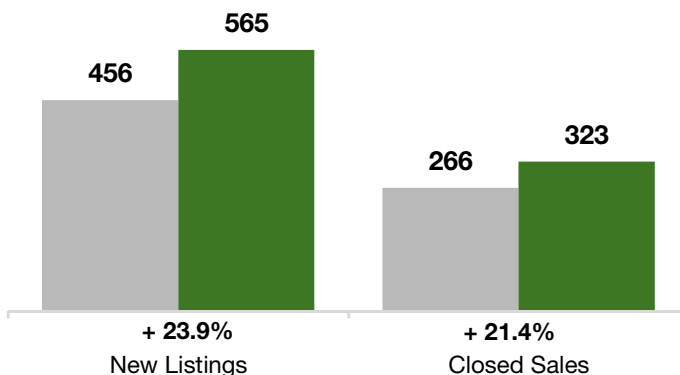
Last 3 Months

■ Thru 7-2017
■ Thru 7-2018



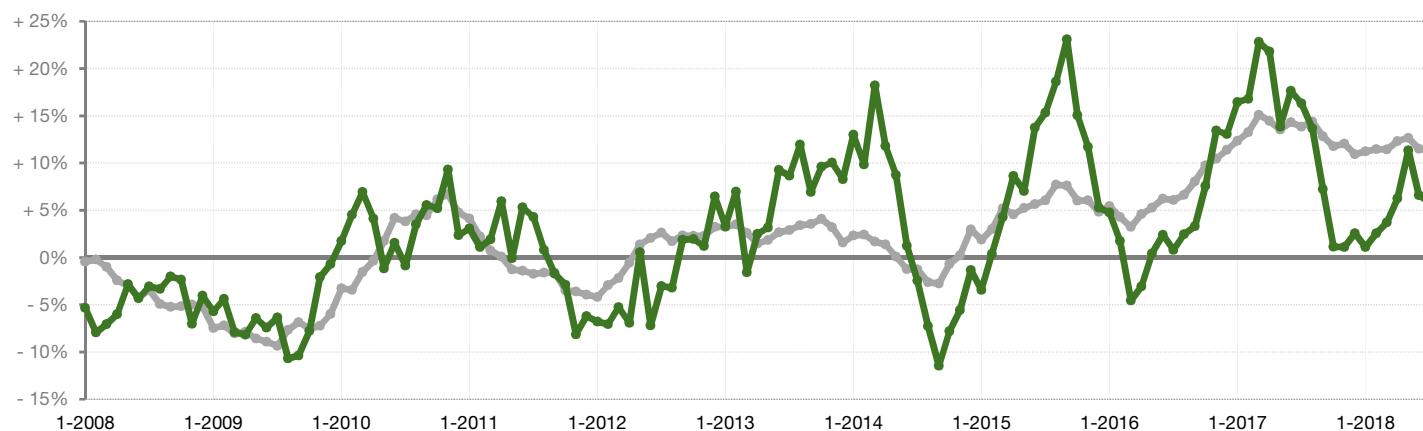
Year to Date

■ Thru 7-2017
■ Thru 7-2018



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