

Local Market Update through August 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

- 3.0%

+ 13.6%

+ 4.1%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

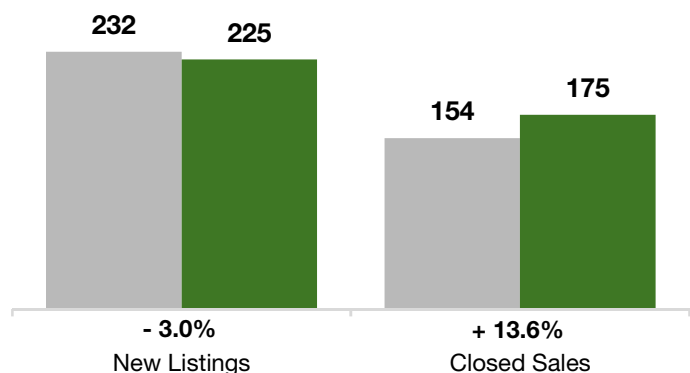
Year to Date

	Thru 8-2017	Thru 8-2018	+ / -	Thru 8-2017	Thru 8-2018	+ / -
New Listings	232	225	- 3.0%	524	629	+ 20.0%
Pending Sales	163	184	+ 12.9%	362	426	+ 17.7%
Closed Sales	154	175	+ 13.6%	334	396	+ 18.6%
Lowest Sale Price*	\$207,500	\$180,000	- 13.3%	\$120,000	\$170,000	+ 41.7%
Median Sales Price*	\$485,000	\$505,000	+ 4.1%	\$475,000	\$500,500	+ 5.4%
Highest Sale Price*	\$937,500	\$1,650,000	+ 76.0%	\$937,500	\$1,650,000	+ 76.0%
Percent of Original List Price Received*	98.6%	97.4%	- 1.2%	98.5%	97.0%	- 1.6%
Inventory of Homes for Sale	187	203	+ 8.6%	--	--	--
Months Supply of Inventory	4.2	4.0	- 6.5%	--	--	--

* 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.

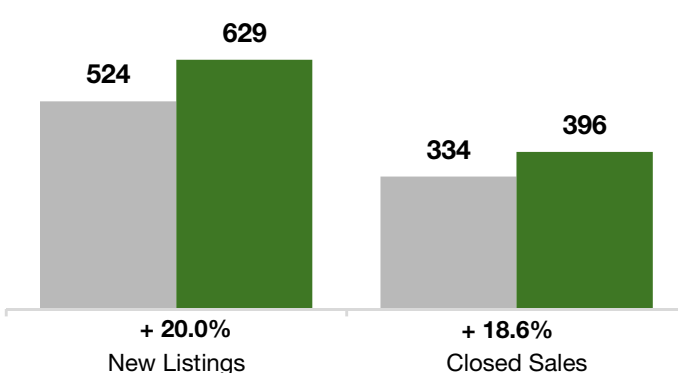
Last 3 Months

■ Thru 8-2017
■ Thru 8-2018



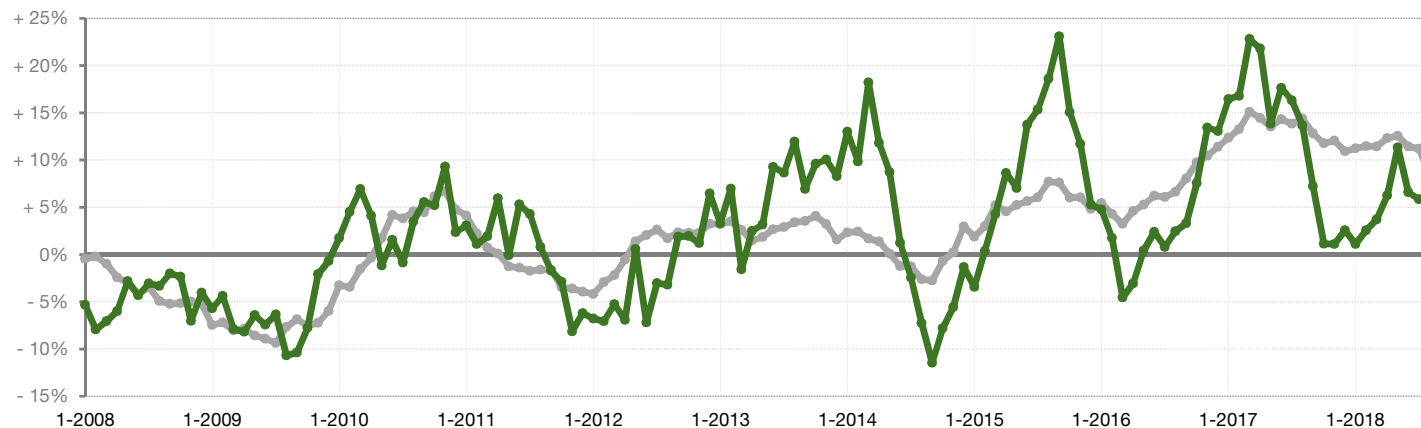
Year to Date

■ Thru 8-2017
■ Thru 8-2018



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