

# 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%**

**+ 14.4%**

**+ 10.6%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

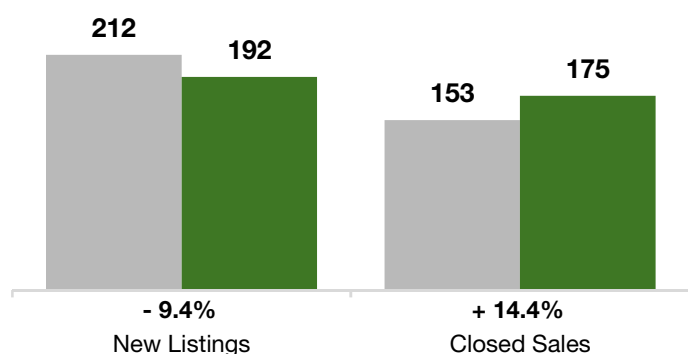
### Year to Date

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



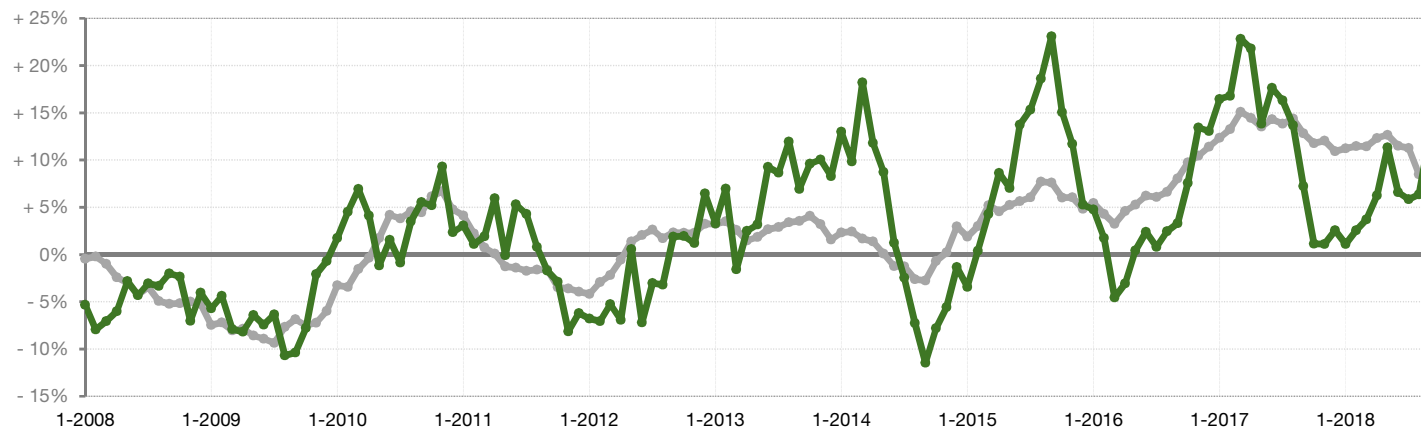
### Year to Date

■ 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.