

# Local Market Update through October 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

**+ 11.9%**

Year-Over-Year Change in New Listings

**- 7.7%**

Year-Over-Year Change in Closed Sales

**+ 26.4%**

One-Year Change in Median Sales Price\*

### Last 3 Months

### Year to Date

	Thru 10-2017	Thru 10-2018	+ / -	Thru 10-2017	Thru 10-2018	+ / -
New Listings	185	207	+ 11.9%	641	774	+ 20.7%
Pending Sales	168	134	- 20.2%	461	511	+ 10.8%
Closed Sales	182	168	- 7.7%	448	492	+ 9.8%
Lowest Sale Price*	\$190,000	\$202,000	+ 6.3%	\$120,000	\$170,000	+ 41.7%
Median Sales Price*	\$435,000	\$550,000	+ 26.4%	\$465,000	\$517,944	+ 11.4%
Highest Sale Price*	\$937,500	\$995,000	+ 6.1%	\$937,500	\$1,650,000	+ 76.0%
Percent of Original List Price Received*	98.0%	96.9%	- 1.2%	98.3%	96.8%	- 1.5%
Inventory of Homes for Sale	178	204	+ 14.6%	--	--	--
Months Supply of Inventory	4.0	4.1	+ 3.4%	--	--	--

\* 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.

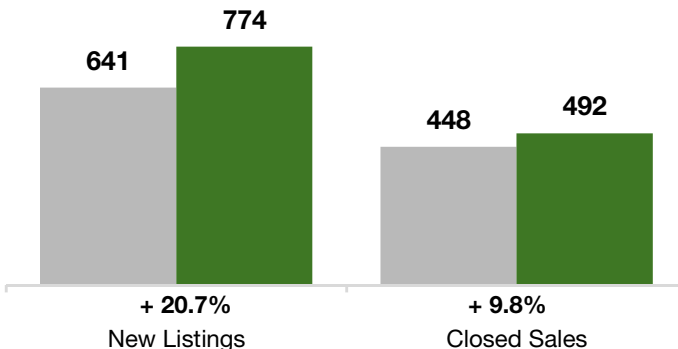
### Last 3 Months

■ Thru 10-2017  
■ Thru 10-2018



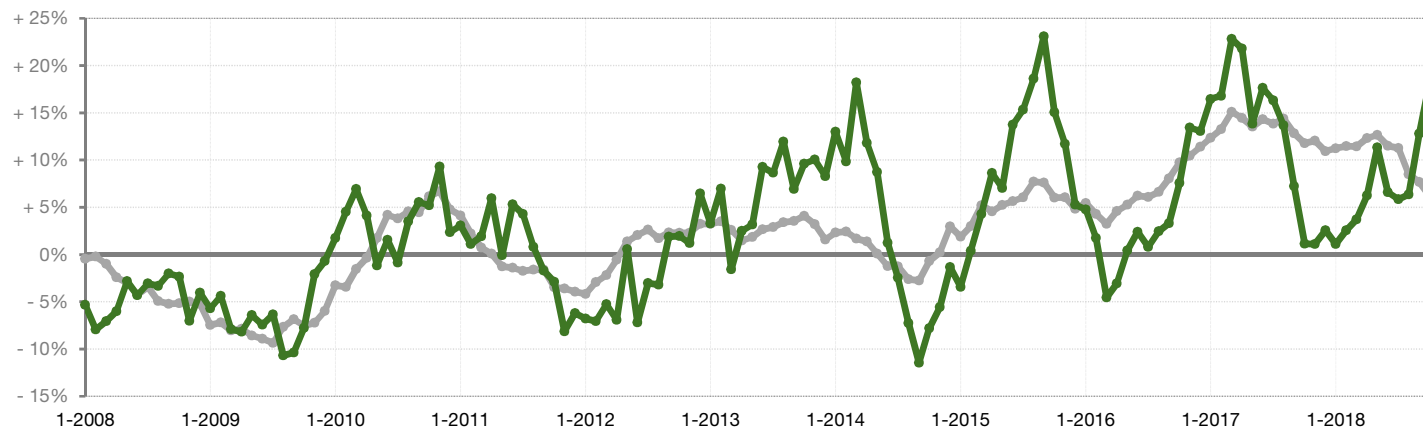
### Year to Date

■ Thru 10-2017  
■ Thru 10-2018



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