

Local Market Update through December 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

+ 7.5%

- 18.1%

+ 19.5%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

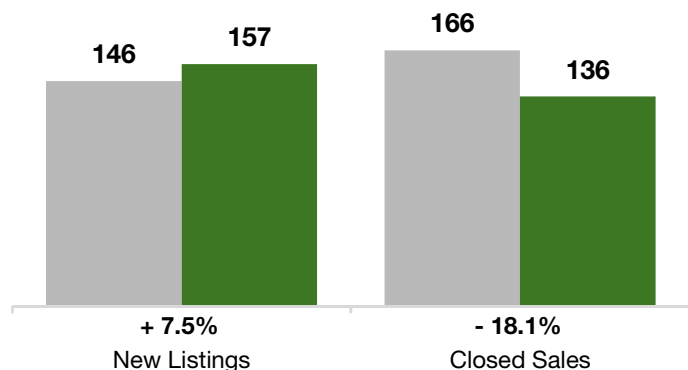
Year to Date

	Thru 12-2017	Thru 12-2018	+ / -	Thru 12-2017	Thru 12-2018	+ / -
New Listings	146	157	+ 7.5%	736	858	+ 16.6%
Pending Sales	125	110	- 12.0%	543	573	+ 5.5%
Closed Sales	166	136	- 18.1%	548	584	+ 6.6%
Lowest Sale Price*	\$175,000	\$195,000	+ 11.4%	\$120,000	\$170,000	+ 41.7%
Median Sales Price*	\$467,500	\$558,500	+ 19.5%	\$470,000	\$525,000	+ 11.7%
Highest Sale Price*	\$935,000	\$940,000	+ 0.5%	\$937,500	\$1,650,000	+ 76.0%
Percent of Original List Price Received*	97.0%	95.6%	- 1.4%	98.1%	96.5%	- 1.6%
Inventory of Homes for Sale	168	188	+ 11.5%	--	--	--
Months Supply of Inventory	3.8	3.9	+ 1.3%	--	--	--

* 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.

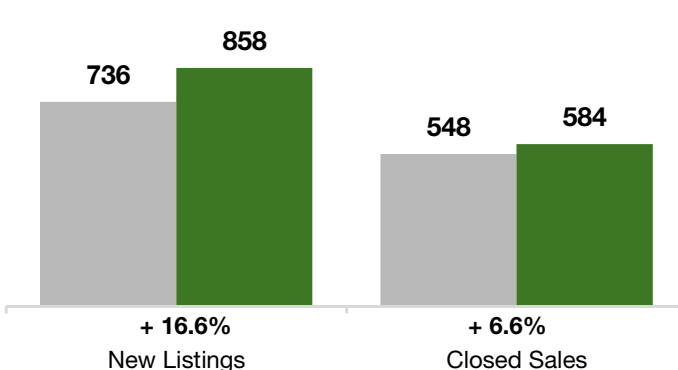
Last 3 Months

■ Thru 12-2017
■ Thru 12-2018



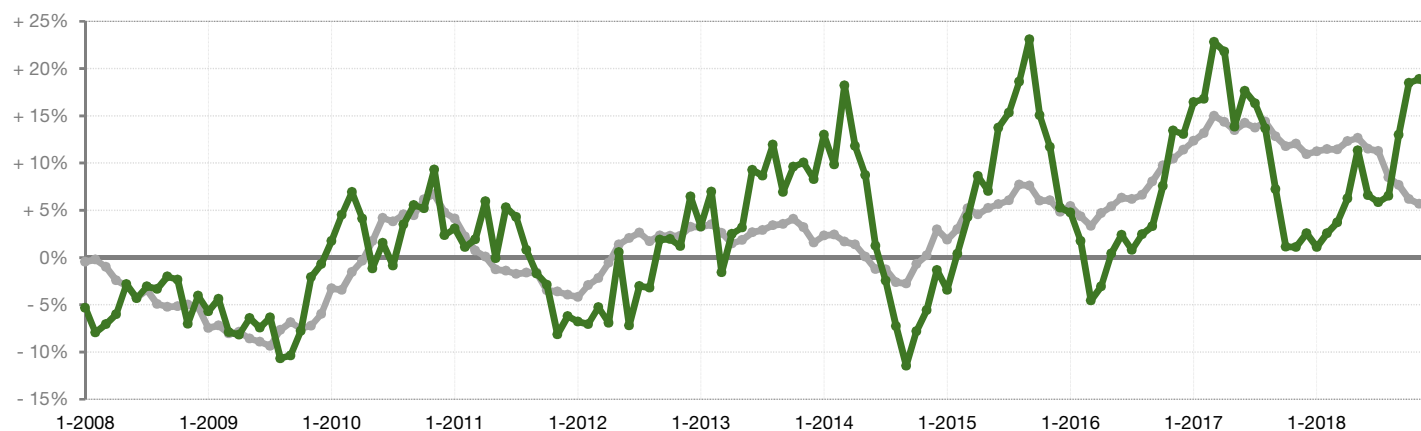
Year to Date

■ Thru 12-2017
■ Thru 12-2018



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 January 5, 2019. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2018 ShowingTime.