

# Local Market Update through January 2019

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

**- 4.8%**

**- 12.6%**

**+ 3.0%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

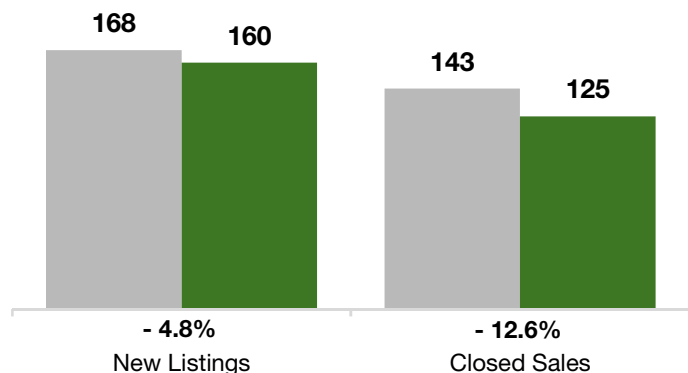
### Year to Date

	Thru 1-2018	Thru 1-2019	+ / -	Thru 1-2018	Thru 1-2019	+ / -
New Listings	168	160	- 4.8%	73	77	+ 5.5%
Pending Sales	116	106	- 8.6%	35	44	+ 25.7%
Closed Sales	143	125	- 12.6%	43	35	- 18.6%
Lowest Sale Price*	\$175,000	\$195,000	+ 11.4%	\$199,900	\$261,400	+ 30.8%
Median Sales Price*	\$499,999	\$515,000	+ 3.0%	\$520,000	\$445,000	- 14.4%
Highest Sale Price*	\$935,000	\$907,500	- 2.9%	\$850,000	\$865,000	+ 1.8%
Percent of Original List Price Received*	97.1%	95.0%	- 2.1%	97.4%	95.1%	- 2.4%
Inventory of Homes for Sale	168	184	+ 9.7%	--	--	--
Months Supply of Inventory	3.7	3.8	+ 2.2%	--	--	--

\* 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.

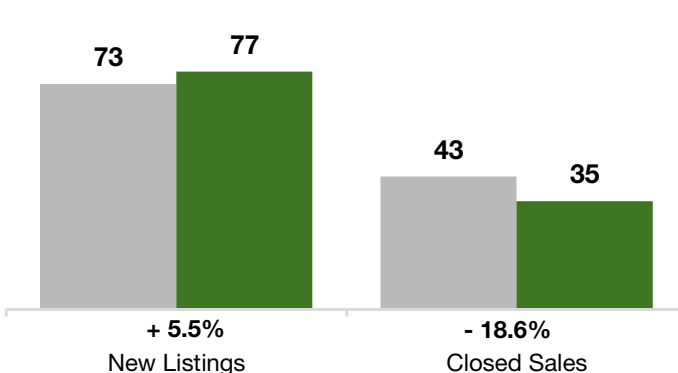
### Last 3 Months

■ Thru 1-2018  
■ Thru 1-2019



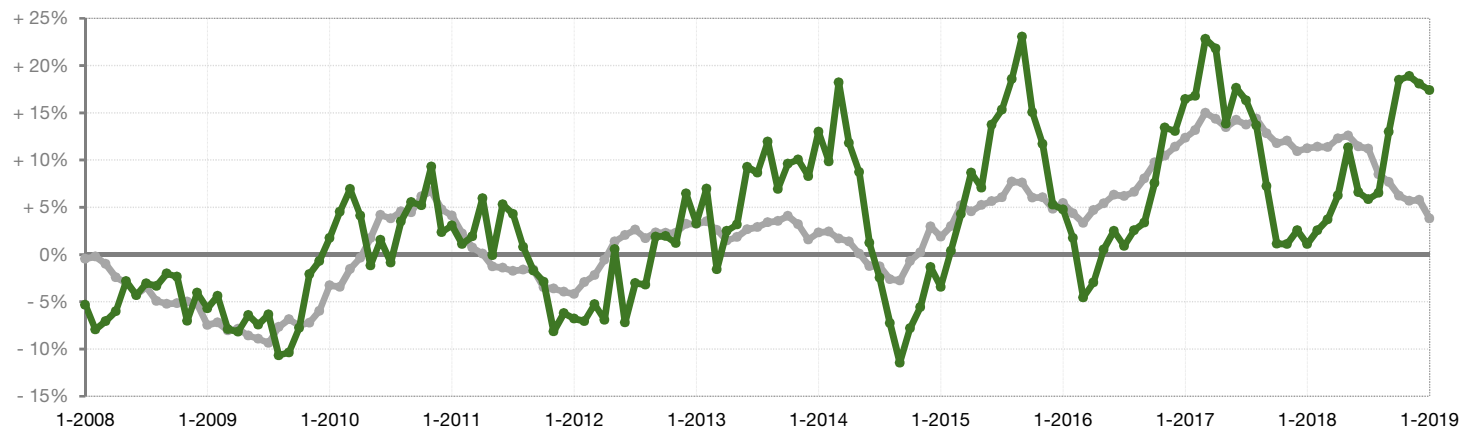
### Year to Date

■ Thru 1-2018  
■ Thru 1-2019



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