

# Local Market Update through July 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

**- 3.8%**

**- 22.7%**

**+ 5.1%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

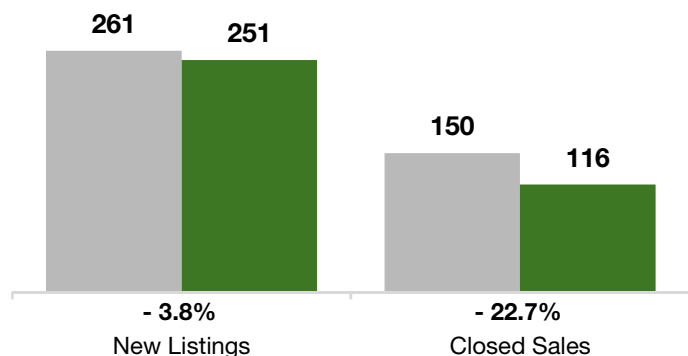
### Year to Date

	Thru 7-2018	Thru 7-2019	+ / -	Thru 7-2018	Thru 7-2019	+ / -
New Listings	261	<b>251</b>	- 3.8%	568	<b>538</b>	- 5.3%
Pending Sales	198	<b>147</b>	- 25.8%	375	<b>308</b>	- 17.9%
Closed Sales	150	<b>116</b>	- 22.7%	324	<b>259</b>	- 20.1%
Lowest Sale Price*	\$170,000	<b>\$150,000</b>	- 11.8%	\$170,000	<b>\$150,000</b>	- 11.8%
Median Sales Price*	\$490,000	<b>\$515,000</b>	+ 5.1%	\$499,500	<b>\$510,000</b>	+ 2.1%
Highest Sale Price*	\$1,650,000	<b>\$999,000</b>	- 39.5%	\$1,650,000	<b>\$1,050,000</b>	- 36.4%
Percent of Original List Price Received*	97.1%	<b>94.8%</b>	- 2.3%	96.8%	<b>94.8%</b>	- 2.1%
Inventory of Homes for Sale	233	<b>255</b>	+ 9.4%	--	--	--
Months Supply of Inventory	4.7	<b>5.9</b>	+ 26.3%	--	--	--

\* 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 7-2018  
■ Thru 7-2019



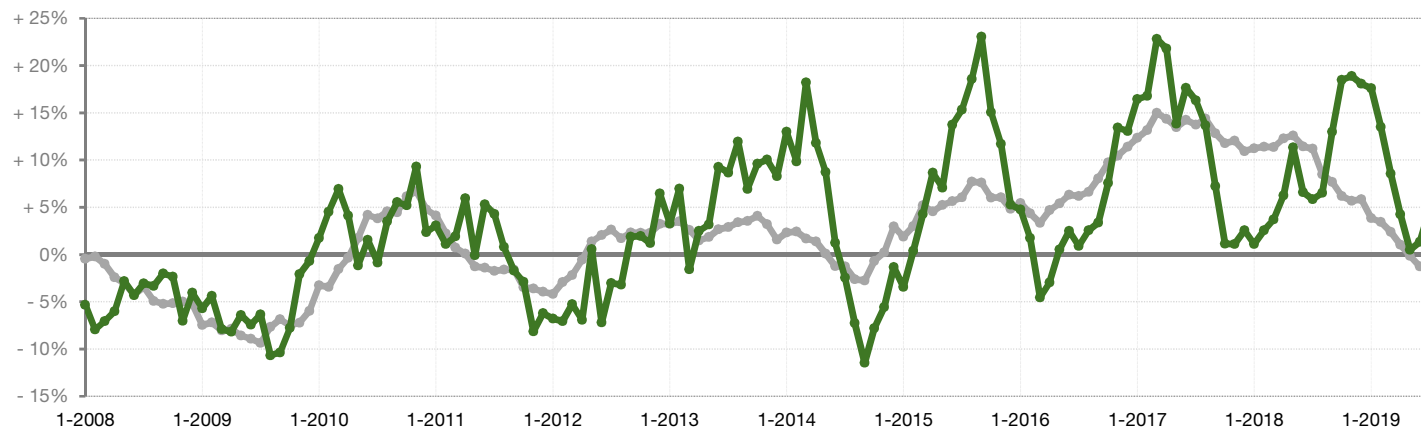
### Year to Date

■ Thru 7-2018  
■ Thru 7-2019



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