

Local Market Update through August 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

- 7.9%

- 22.6%

+ 3.5%

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 8-2018	Thru 8-2019	+ / -	Thru 8-2018	Thru 8-2019	+ / -
New Listings	229	211	- 7.9%	633	607	- 4.1%
Pending Sales	182	133	- 26.9%	422	345	- 18.2%
Closed Sales	177	137	- 22.6%	398	320	- 19.6%
Lowest Sale Price*	\$180,000	\$150,000	- 16.7%	\$170,000	\$150,000	- 11.8%
Median Sales Price*	\$505,000	\$522,500	+ 3.5%	\$500,500	\$517,500	+ 3.4%
Highest Sale Price*	\$1,650,000	\$999,999	- 39.4%	\$1,650,000	\$1,050,000	- 36.4%
Percent of Original List Price Received*	97.3%	96.2%	- 1.2%	97.0%	95.4%	- 1.6%
Inventory of Homes for Sale	230	257	+ 11.4%	--	--	--
Months Supply of Inventory	4.5	6.1	+ 34.5%	--	--	--

* 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.

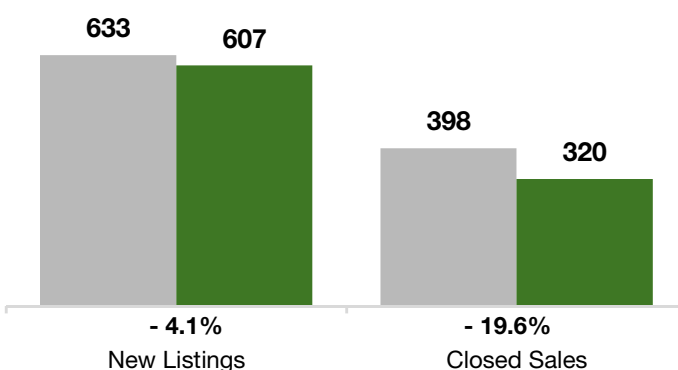
Last 3 Months

■ Thru 8-2018
■ Thru 8-2019



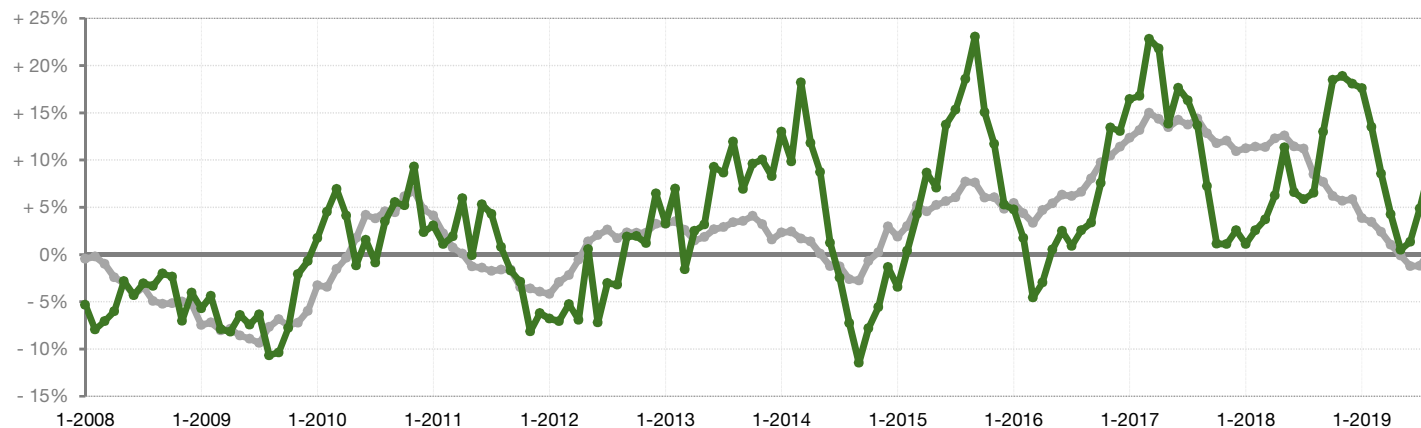
Year to Date

■ Thru 8-2018
■ Thru 8-2019



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