

Local Market Update through September 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

+ 1.5%

- 21.9%

+ 6.2%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

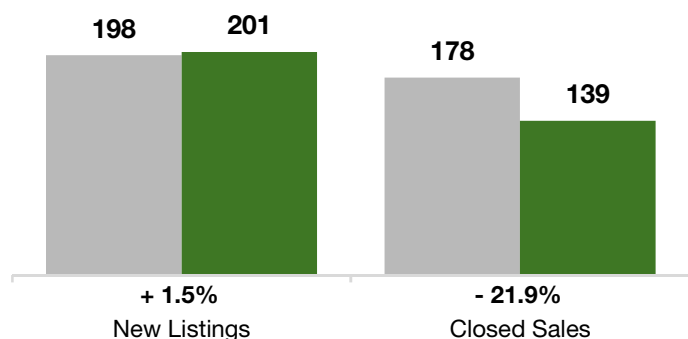
Year to Date

	Thru 9-2018	Thru 9-2019	+ / -	Thru 9-2018	Thru 9-2019	+ / -
New Listings	198	201	+ 1.5%	702	670	- 4.6%
Pending Sales	150	120	- 20.0%	462	383	- 17.1%
Closed Sales	178	139	- 21.9%	448	356	- 20.5%
Lowest Sale Price*	\$197,000	\$175,000	- 11.2%	\$170,000	\$150,000	- 11.8%
Median Sales Price*	\$527,500	\$560,000	+ 6.2%	\$512,000	\$517,500	+ 1.1%
Highest Sale Price*	\$995,000	\$999,999	+ 0.5%	\$1,650,000	\$1,050,000	- 36.4%
Percent of Original List Price Received*	96.5%	96.5%	- 0.0%	96.8%	95.4%	- 1.5%
Inventory of Homes for Sale	224	259	+ 15.5%	--	--	--
Months Supply of Inventory	4.5	6.3	+ 40.9%	--	--	--

* 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.

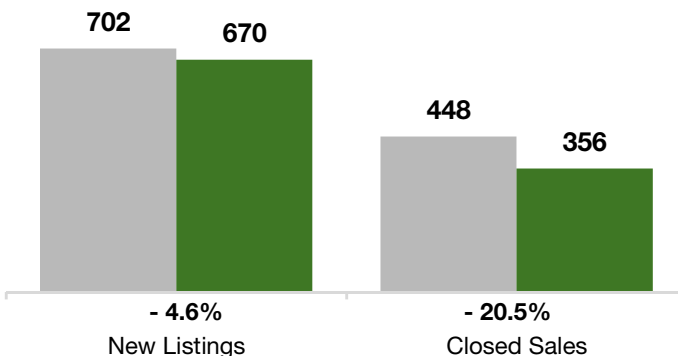
Last 3 Months

■ Thru 9-2018
■ Thru 9-2019



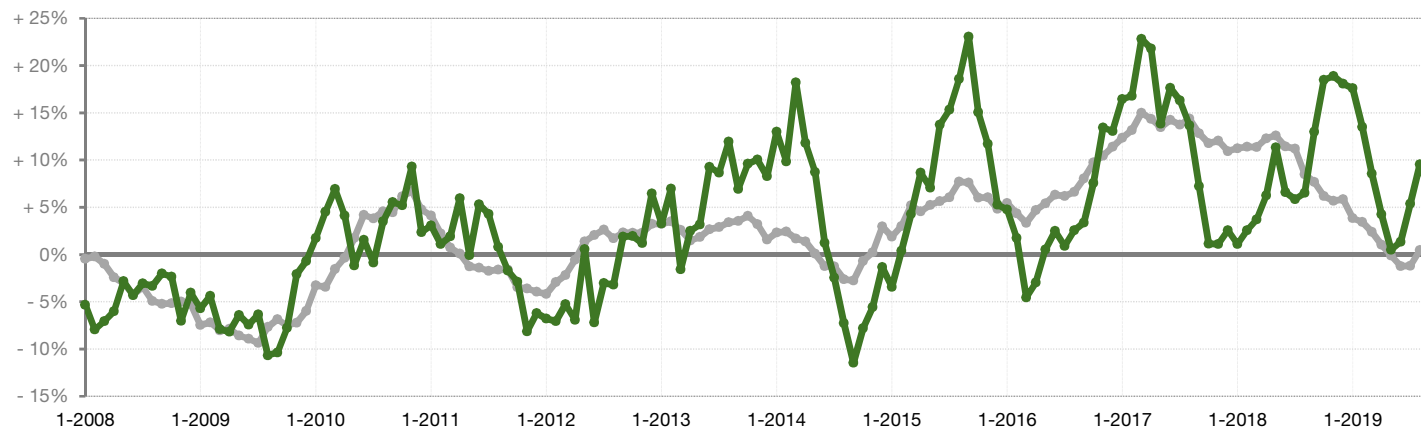
Year to Date

■ Thru 9-2018
■ Thru 9-2019



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