

# Local Market Update through October 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

**- 8.1%**

**- 20.6%**

**+ 2.7%**

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 10-2018	Thru 10-2019	+ / -	Thru 10-2018	Thru 10-2019	+ / -
New Listings	209	<b>192</b>	- 8.1%	777	<b>739</b>	- 4.9%
Pending Sales	134	<b>126</b>	- 6.0%	509	<b>430</b>	- 15.5%
Closed Sales	170	<b>135</b>	- 20.6%	494	<b>396</b>	- 19.8%
Lowest Sale Price*	\$202,000	<b>\$175,000</b>	- 13.4%	\$170,000	<b>\$150,000</b>	- 11.8%
Median Sales Price*	\$550,000	<b>\$565,000</b>	+ 2.7%	\$517,944	<b>\$521,250</b>	+ 0.6%
Highest Sale Price*	\$995,000	<b>\$999,999</b>	+ 0.5%	\$1,650,000	<b>\$1,050,000</b>	- 36.4%
Percent of Original List Price Received*	96.8%	<b>96.2%</b>	- 0.6%	96.8%	<b>95.3%</b>	- 1.6%
Inventory of Homes for Sale	226	<b>248</b>	+ 9.9%	--	--	--
Months Supply of Inventory	4.6	<b>6.1</b>	+ 32.4%	--	--	--

\* 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.

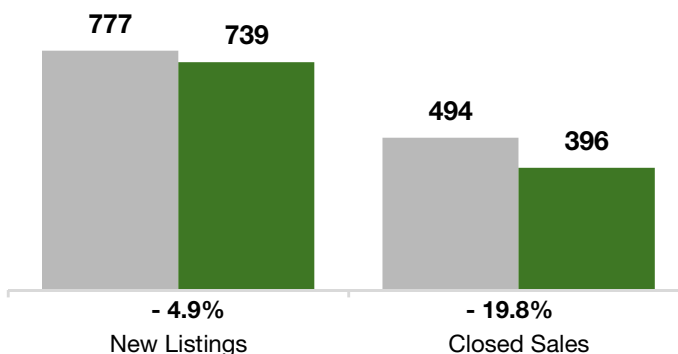
### Last 3 Months

■ Thru 10-2018  
■ Thru 10-2019



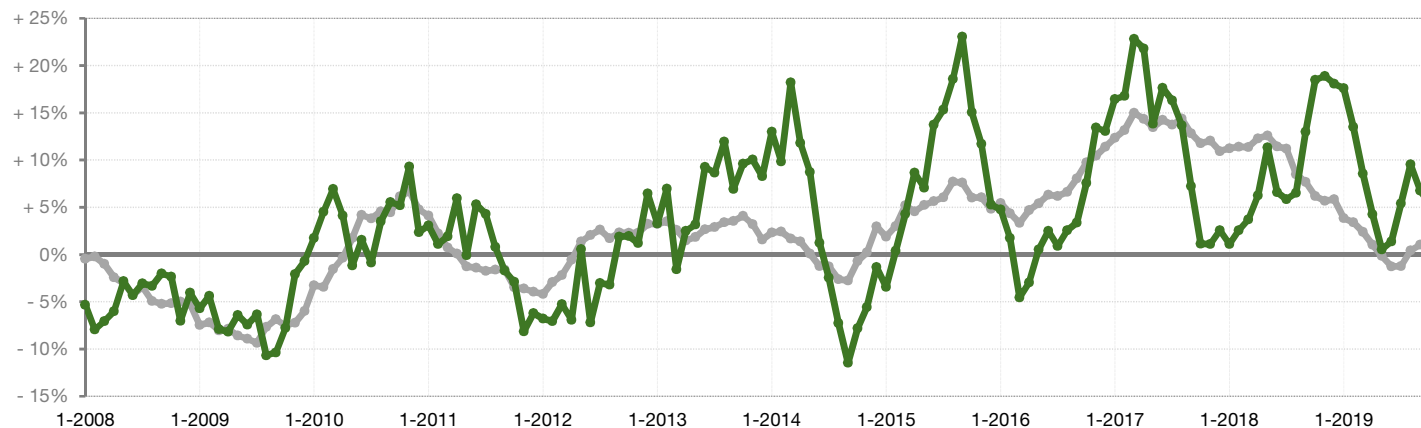
### Year to Date

■ Thru 10-2018  
■ Thru 10-2019



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