

# Local Market Update through November 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

**- 6.3%**

**- 24.3%**

**- 1.8%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

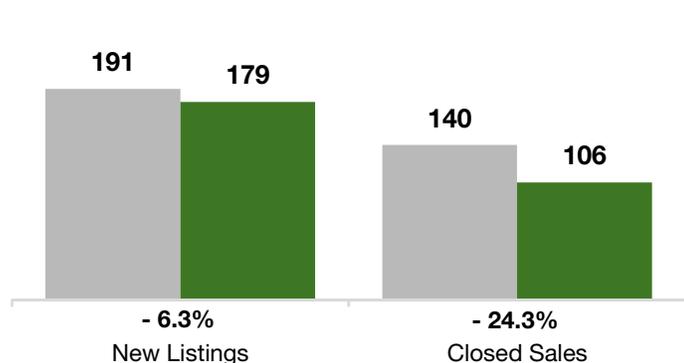
### Year to Date

	Thru 11-2018	Thru 11-2019	+ / -	Thru 11-2018	Thru 11-2019	+ / -
New Listings	191	179	- 6.3%	824	791	- 4.0%
Pending Sales	117	114	- 2.6%	539	457	- 15.2%
Closed Sales	140	106	- 24.3%	538	430	- 20.1%
Lowest Sale Price*	\$195,000	<b>\$259,000</b>	+ 32.8%	\$170,000	<b>\$150,000</b>	- 11.8%
Median Sales Price*	\$570,000	<b>\$560,000</b>	- 1.8%	\$529,500	<b>\$525,000</b>	- 0.8%
Highest Sale Price*	\$995,000	<b>\$905,000</b>	- 9.0%	\$1,650,000	<b>\$1,050,000</b>	- 36.4%
Percent of Original List Price Received*	96.2%	<b>94.0%</b>	- 2.2%	96.8%	<b>95.1%</b>	- 1.7%
Inventory of Homes for Sale	226	<b>243</b>	+ 7.5%	--	--	--
Months Supply of Inventory	4.6	<b>6.0</b>	+ 29.0%	--	--	--

\* 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.

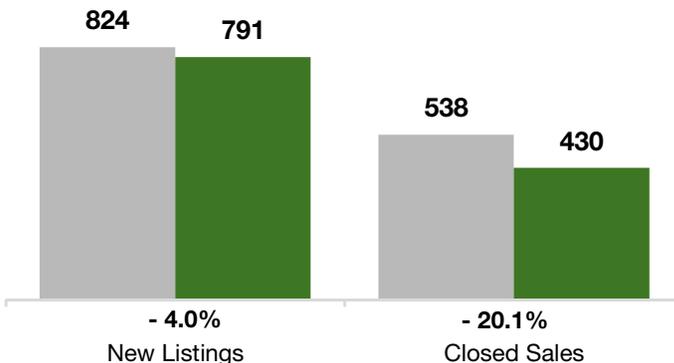
### Last 3 Months

■ Thru 11-2018  
■ Thru 11-2019



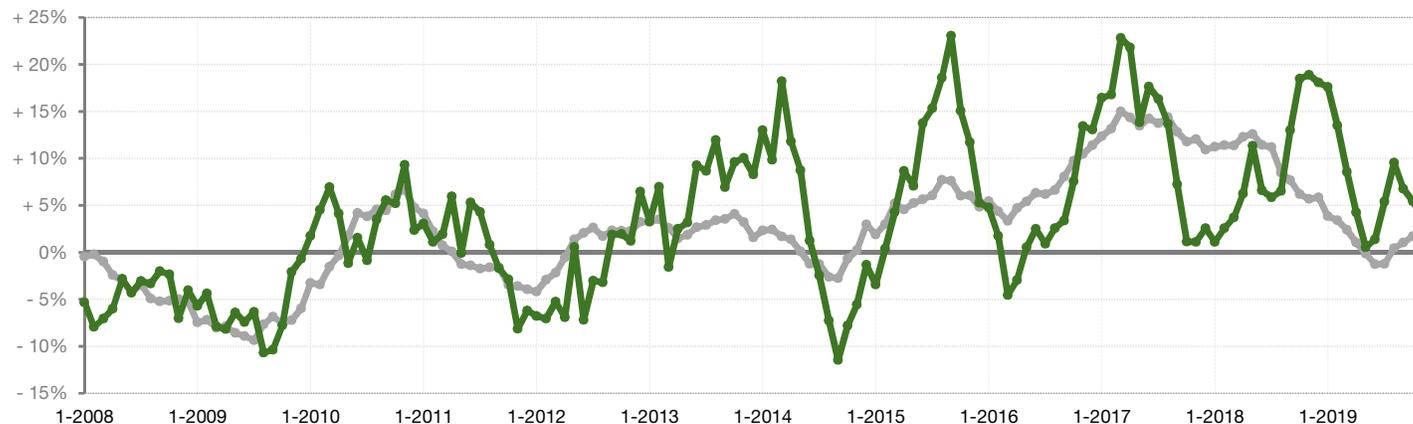
### Year to Date

■ Thru 11-2018  
■ Thru 11-2019



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