

Local Market Update through December 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

- 0.6%

Year-Over-Year Change in
New Listings

- 8.1%

Year-Over-Year Change in
Closed Sales

+ 2.6%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 12-2018	Thru 12-2019	+ / -	Thru 12-2018	Thru 12-2019	+ / -
New Listings	159	158	- 0.6%	860	831	- 3.4%
Pending Sales	106	120	+ 13.2%	568	503	- 11.4%
Closed Sales	136	125	- 8.1%	584	482	- 17.5%
Lowest Sale Price*	\$195,000	\$226,500	+ 16.2%	\$170,000	\$150,000	- 11.8%
Median Sales Price*	\$558,500	\$573,000	+ 2.6%	\$525,000	\$535,000	+ 1.9%
Highest Sale Price*	\$940,000	\$905,000	- 3.7%	\$1,650,000	\$1,050,000	- 36.4%
Percent of Original List Price Received*	95.6%	93.4%	- 2.3%	96.5%	94.9%	- 1.7%
Inventory of Homes for Sale	213	228	+ 7.0%	--	--	--
Months Supply of Inventory	4.4	5.6	+ 26.7%	--	--	--

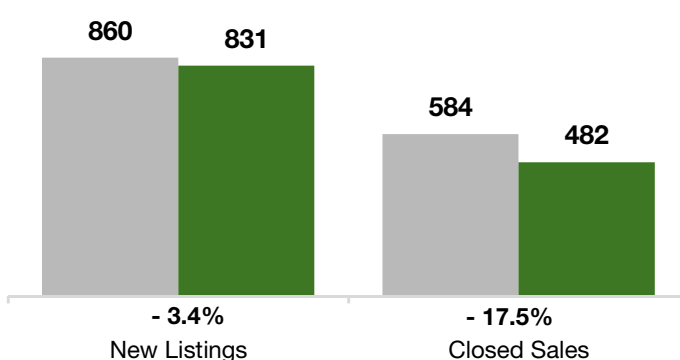
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 12-2018
■ Thru 12-2019

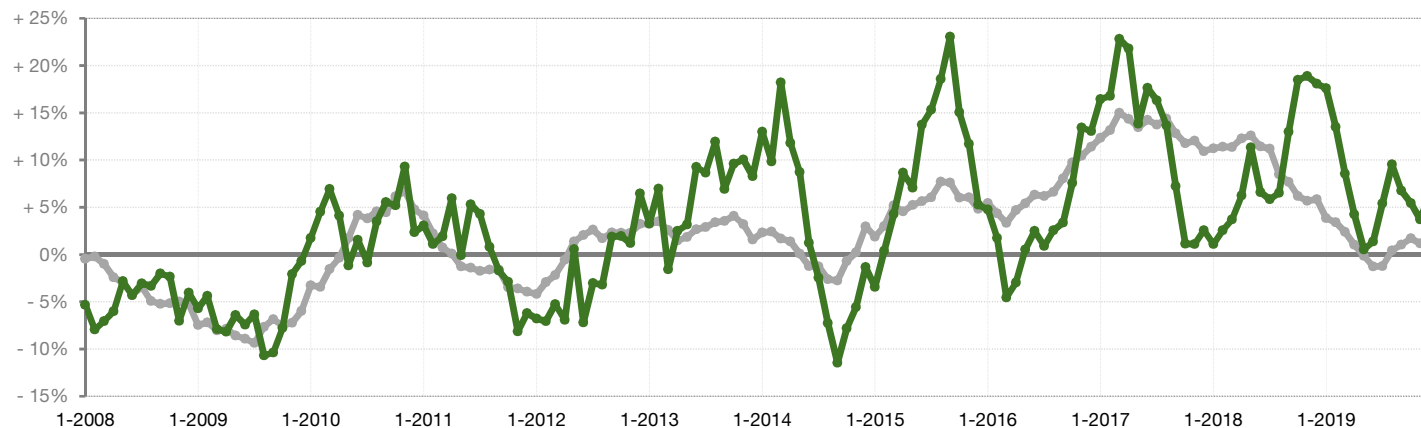
Year to Date

■ Thru 12-2018
■ Thru 12-2019



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 January 6, 2020. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2020 ShowingTime.