

# Local Market Update through November 2021

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

**- 37.0%**

Year-Over-Year Change in New Listings

**- 8.8%**

Year-Over-Year Change in Closed Sales

**+ 14.6%**

One-Year Change in Median Sales Price\*

### Last 3 Months

### Year to Date

|  | Thru 11-2020 | Thru 11-2021 | + / -   | Thru 11-2020 | Thru 11-2021 | + / -   |
|--|--------------|--------------|---------|--------------|--------------|---------|
| New Listings                             | 216          | 136          | - 37.0% | 751          | 642          | - 14.5% |
| Pending Sales                            | 184          | 148          | - 19.6% | 493          | 574          | + 16.4% |
| Closed Sales                             | 170          | 155          | - 8.8%  | 411          | 579          | + 40.9% |
| Lowest Sale Price*                       | \$188,000    | \$185,000    | - 1.6%  | \$170,000    | \$185,000    | + 8.8%  |
| Median Sales Price*                      | \$519,050    | \$595,000    | + 14.6% | \$525,000    | \$580,000    | + 10.5% |
| Highest Sale Price*                      | \$975,000    | \$1,180,000  | + 21.0% | \$1,280,000  | \$1,450,000  | + 13.3% |
| Percent of Original List Price Received* | 94.7%        | 97.8%        | + 3.3%  | 94.2%        | 97.0%        | + 3.0%  |
| Inventory of Homes for Sale              | 250          | 111          | - 55.7% | --           | --           | --      |
| Months Supply of Inventory               | 5.9          | 2.1          | - 64.7% | --           | --           | --      |

\* 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.

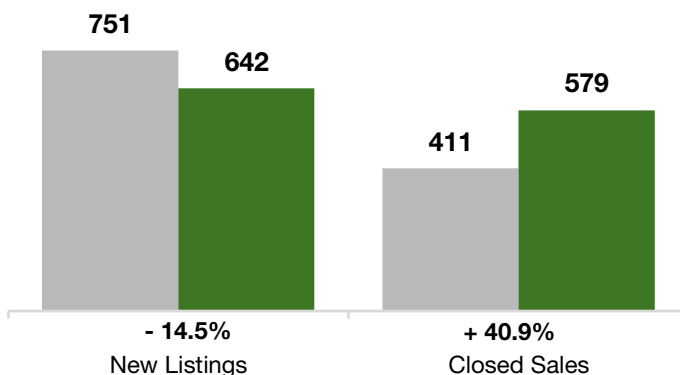
### Last 3 Months

■ Thru 11-2020  
■ Thru 11-2021



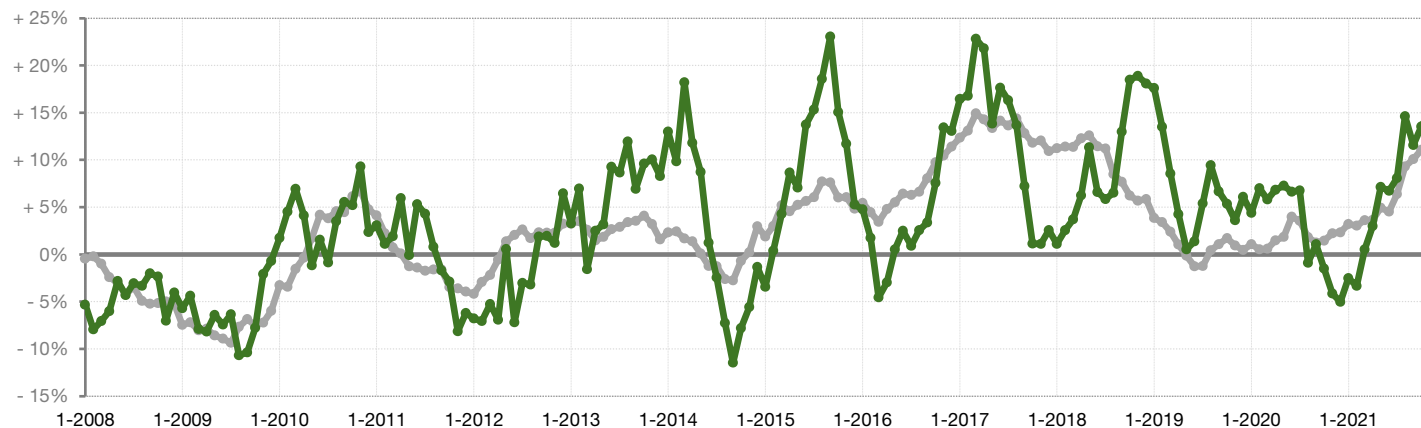
### Year to Date

■ Thru 11-2020  
■ Thru 11-2021



### 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, 2021. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2021ShowingTime.