

Local Market Update through January 2020

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

+ 2.4%

Year-Over-Year Change in
New Listings

- 0.8%

Year-Over-Year Change in
Closed Sales

+ 3.7%

One-Year Change in
Median Sales Price*

Last 3 Months

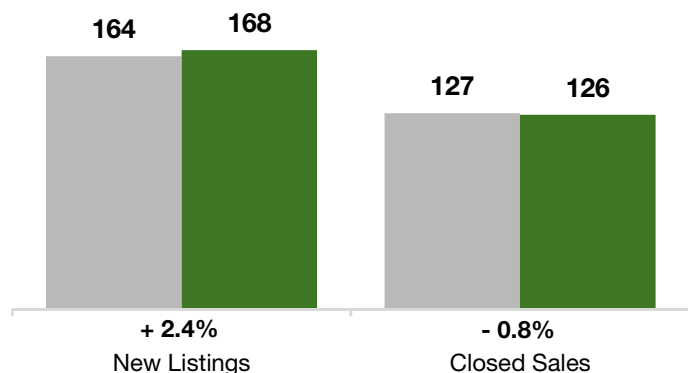
Year to Date

	Thru 1-2019	Thru 1-2020	+ / -	Thru 1-2019	Thru 1-2020	+ / -
New Listings	164	168	+ 2.4%	80	77	- 3.8%
Pending Sales	103	109	+ 5.8%	44	35	- 20.5%
Closed Sales	127	126	- 0.8%	37	39	+ 5.4%
Lowest Sale Price*	\$195,000	\$226,500	+ 16.2%	\$261,400	\$260,000	- 0.5%
Median Sales Price*	\$525,000	\$544,500	+ 3.7%	\$462,000	\$465,000	+ 0.6%
Highest Sale Price*	\$907,500	\$888,000	- 2.1%	\$865,000	\$888,000	+ 2.7%
Percent of Original List Price Received*	95.0%	93.3%	- 1.7%	94.9%	94.0%	- 1.0%
Inventory of Homes for Sale	209	227	+ 8.9%	--	--	--
Months Supply of Inventory	4.3	5.6	+ 28.2%	--	--	--

* 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.

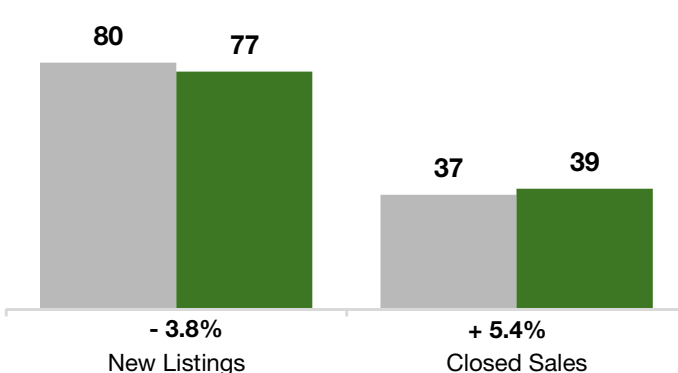
Last 3 Months

■ Thru 1-2019
■ Thru 1-2020



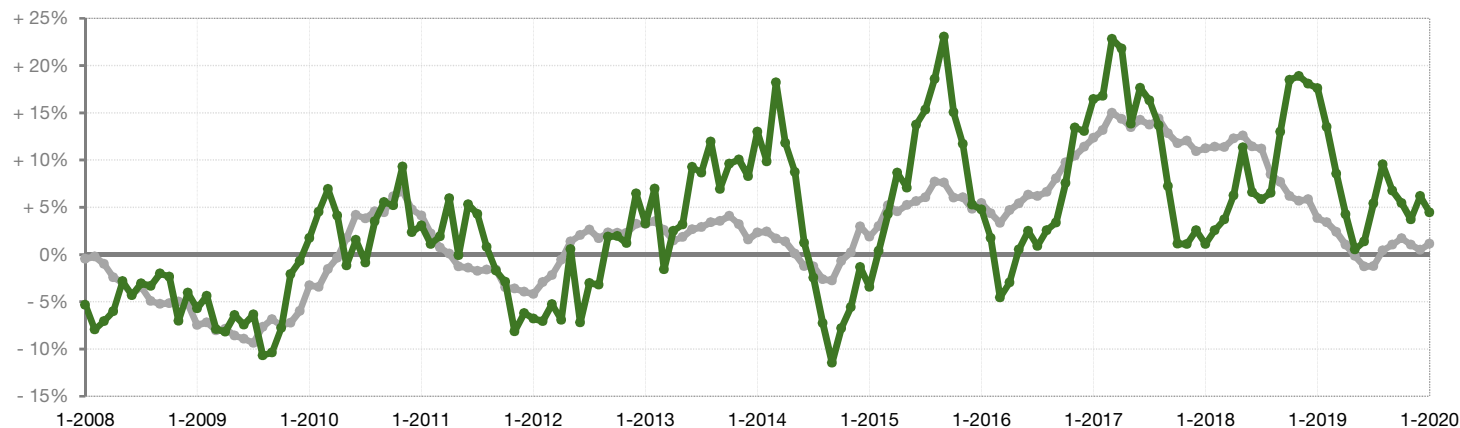
Year to Date

■ Thru 1-2019
■ Thru 1-2020



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 February 5, 2020. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2020 ShowingTime.