

Local Market Update through February 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

+ 6.6%

Year-Over-Year Change in
New Listings

+ 8.1%

Year-Over-Year Change in
Closed Sales

+ 15.4%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 2-2019	Thru 2-2020	+ / -	Thru 2-2019	Thru 2-2020	+ / -
New Listings	183	195	+ 6.6%	146	157	+ 7.5%
Pending Sales	102	129	+ 26.5%	73	86	+ 17.8%
Closed Sales	111	120	+ 8.1%	65	67	+ 3.1%
Lowest Sale Price*	\$199,000	\$226,500	+ 13.8%	\$207,000	\$240,000	+ 15.9%
Median Sales Price*	\$455,000	\$525,000	+ 15.4%	\$445,000	\$477,500	+ 7.3%
Highest Sale Price*	\$955,000	\$910,000	- 4.7%	\$955,000	\$910,000	- 4.7%
Percent of Original List Price Received*	94.5%	93.3%	- 1.3%	95.1%	93.5%	- 1.7%
Inventory of Homes for Sale	211	226	+ 7.4%	--	--	--
Months Supply of Inventory	4.4	5.5	+ 24.1%	--	--	--

* 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 2-2019
■ Thru 2-2020



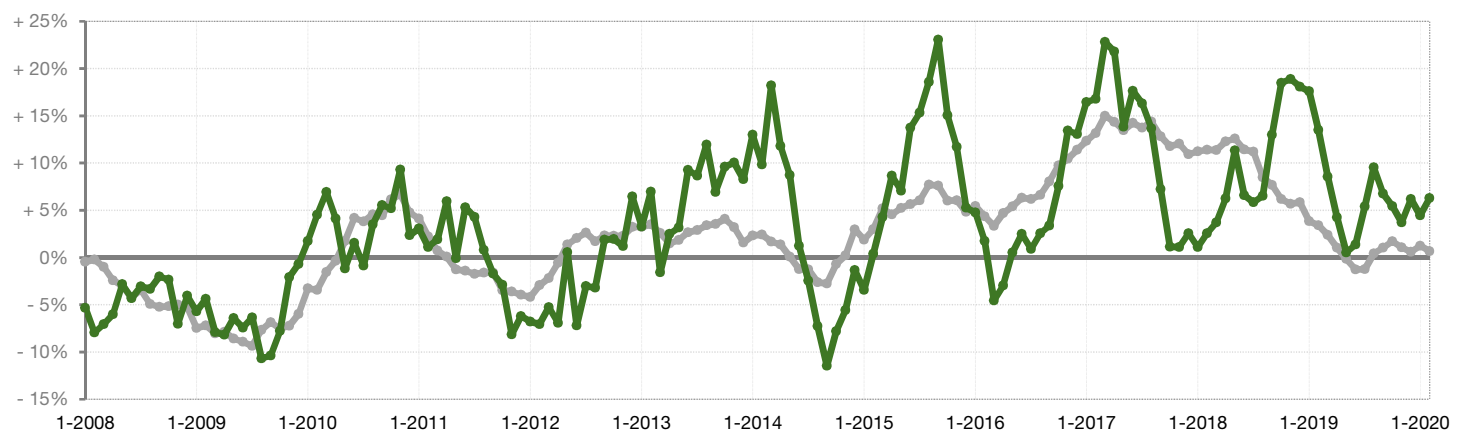
Year to Date

■ Thru 2-2019
■ Thru 2-2020



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