

Local Market Update through March 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

- 2.8%

- 8.3%

+ 1.3%

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 3-2019	Thru 3-2020	+ / -	Thru 3-2019	Thru 3-2020	+ / -
New Listings	213	207	- 2.8%	213	207	- 2.8%
Pending Sales	121	123	+ 1.7%	121	123	+ 1.7%
Closed Sales	108	99	- 8.3%	108	99	- 8.3%
Lowest Sale Price*	\$207,000	\$240,000	+ 15.9%	\$207,000	\$240,000	+ 15.9%
Median Sales Price*	\$471,500	\$477,500	+ 1.3%	\$471,500	\$477,500	+ 1.3%
Highest Sale Price*	\$955,000	\$910,000	- 4.7%	\$955,000	\$910,000	- 4.7%
Percent of Original List Price Received*	94.7%	93.4%	- 1.4%	94.7%	93.4%	- 1.4%
Inventory of Homes for Sale	226	239	+ 5.9%	--	--	--
Months Supply of Inventory	4.7	5.9	+ 23.3%	--	--	--

* 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 3-2019
■ Thru 3-2020



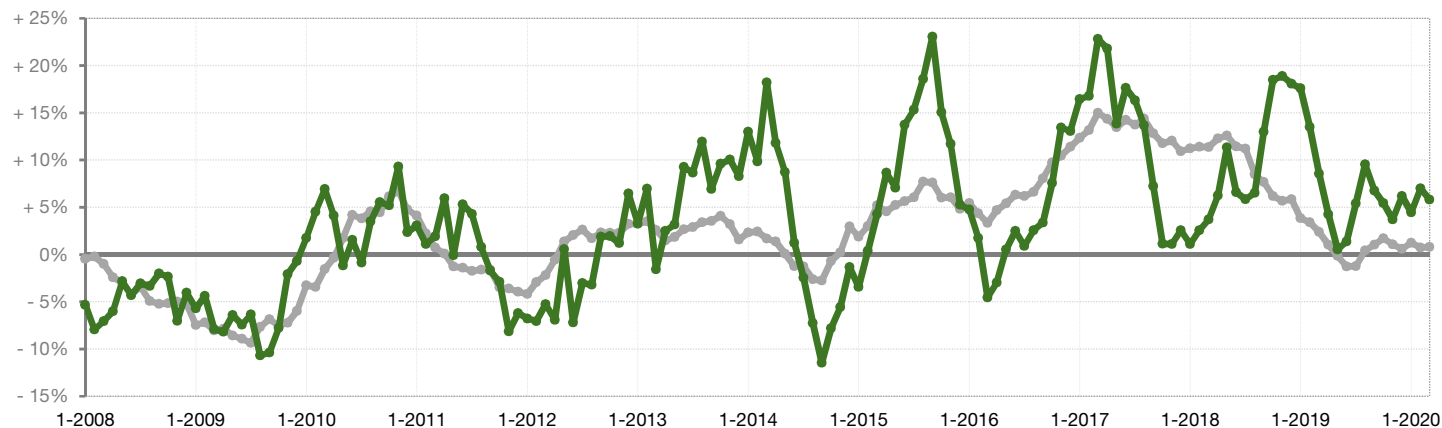
Year to Date

■ Thru 3-2019
■ Thru 3-2020



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