

Local Market Update through July 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

- 13.2%

Year-Over-Year Change in
New Listings

- 28.8%

Year-Over-Year Change in
Closed Sales

+ 5.8%

One-Year Change in
Median Sales Price*

Last 3 Months

Year to Date

	Thru 7-2019	Thru 7-2020	+ / -	Thru 7-2019	Thru 7-2020	+ / -
New Listings	258	224	- 13.2%	548	445	- 18.8%
Pending Sales	141	117	- 17.0%	302	242	- 19.9%
Closed Sales	118	84	- 28.8%	261	204	- 21.8%
Lowest Sale Price*	\$150,000	\$255,000	+ 70.0%	\$150,000	\$240,000	+ 60.0%
Median Sales Price*	\$517,500	\$547,500	+ 5.8%	\$510,000	\$526,500	+ 3.2%
Highest Sale Price*	\$999,000	\$1,280,000	+ 28.1%	\$1,050,000	\$1,280,000	+ 21.9%
Percent of Original List Price Received*	94.8%	94.5%	- 0.4%	94.8%	93.9%	- 0.9%
Inventory of Homes for Sale	282	243	- 13.6%	--	--	--
Months Supply of Inventory	6.6	7.1	+ 8.4%	--	--	--

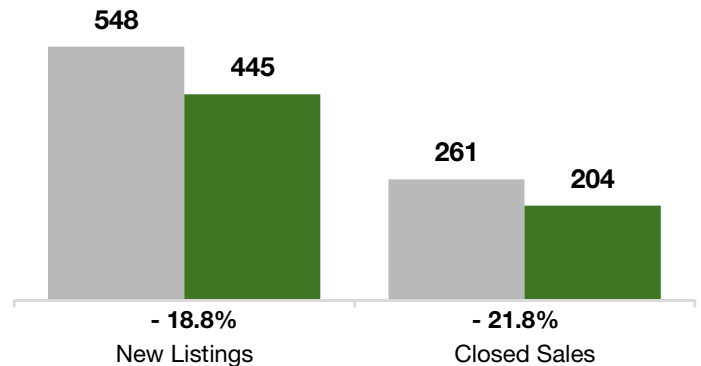
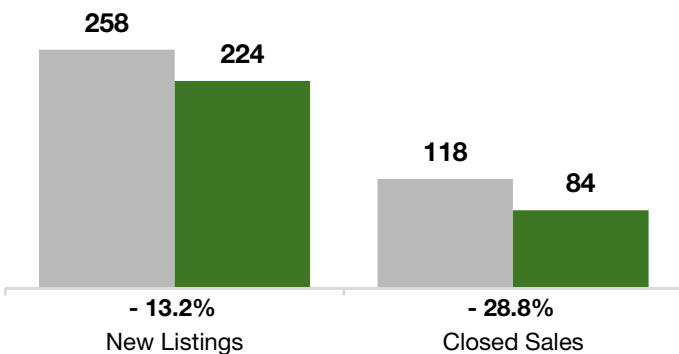
* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

Last 3 Months

■ Thru 7-2019
■ Thru 7-2020

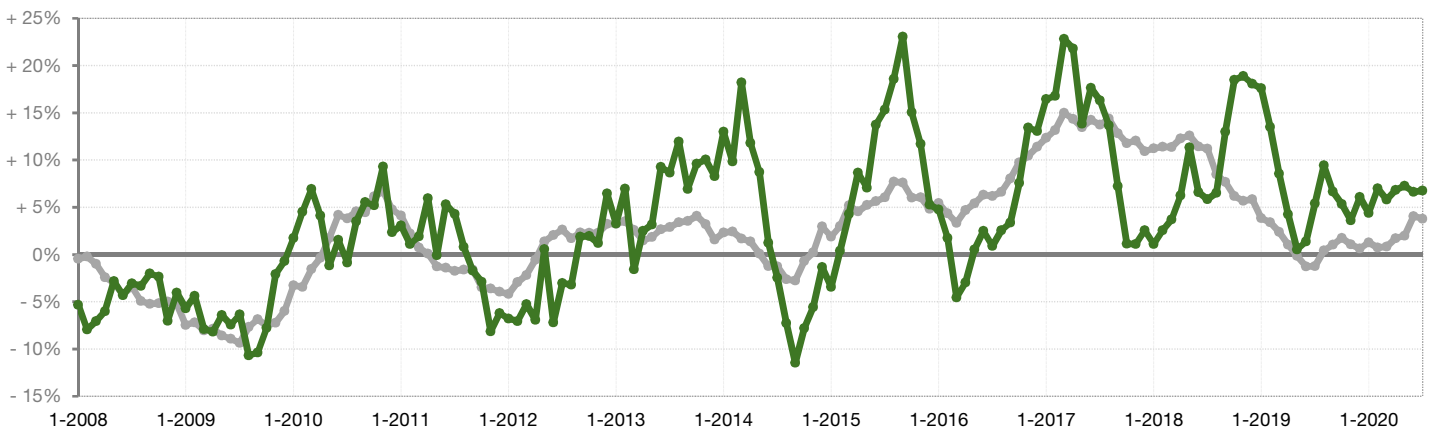
Year to Date

■ Thru 7-2019
■ Thru 7-2020



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