

Local Market Update through August 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

+ 20.5%

- 32.6%

+ 5.8%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

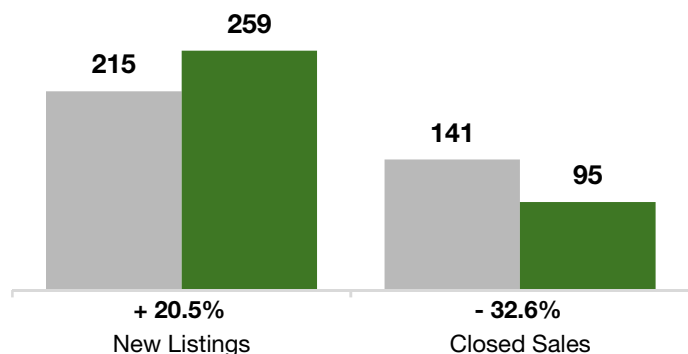
Year to Date

	Thru 8-2019	Thru 8-2020	+ / -	Thru 8-2019	Thru 8-2020	+ / -
New Listings	215	259	+ 20.5%	613	531	- 13.4%
Pending Sales	131	178	+ 35.9%	341	314	- 7.9%
Closed Sales	141	95	- 32.6%	325	239	- 26.5%
Lowest Sale Price*	\$150,000	\$170,000	+ 13.3%	\$150,000	\$170,000	+ 13.3%
Median Sales Price*	\$520,000	\$550,000	+ 5.8%	\$515,000	\$528,000	+ 2.5%
Highest Sale Price*	\$999,999	\$1,050,000	+ 5.0%	\$1,050,000	\$1,280,000	+ 21.9%
Percent of Original List Price Received*	96.1%	93.8%	- 2.5%	95.4%	93.8%	- 1.7%
Inventory of Homes for Sale	284	251	- 11.7%	--	--	--
Months Supply of Inventory	6.8	7.1	+ 3.9%	--	--	--

* 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.

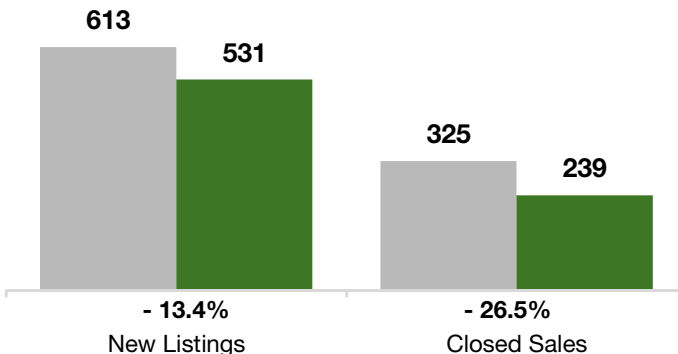
Last 3 Months

■ Thru 8-2019
■ Thru 8-2020



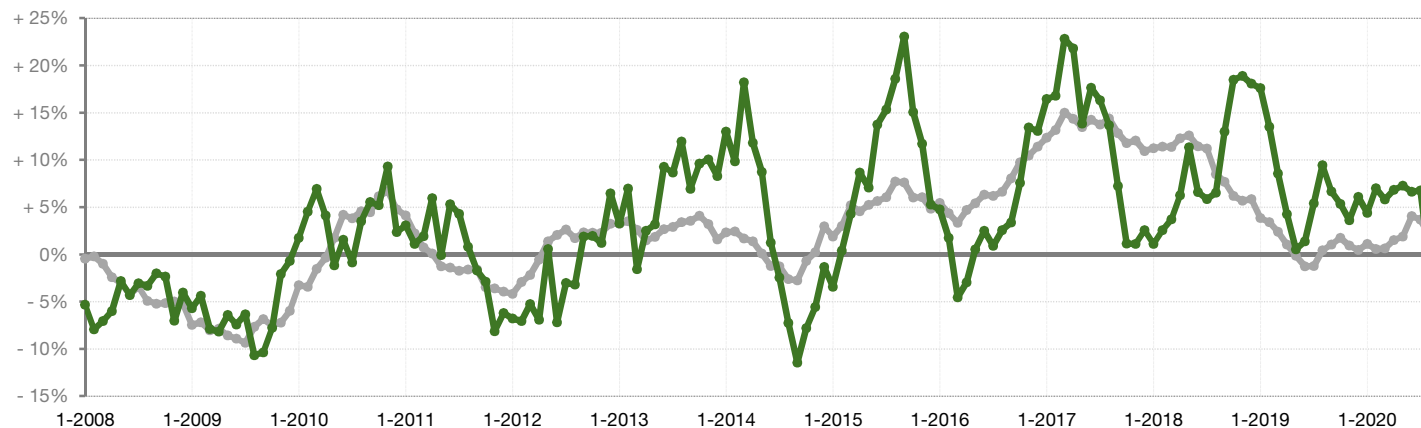
Year to Date

■ Thru 8-2019
■ Thru 8-2020



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