

Local Market Update through September 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

+ 34.8%

- 25.0%

- 5.4%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

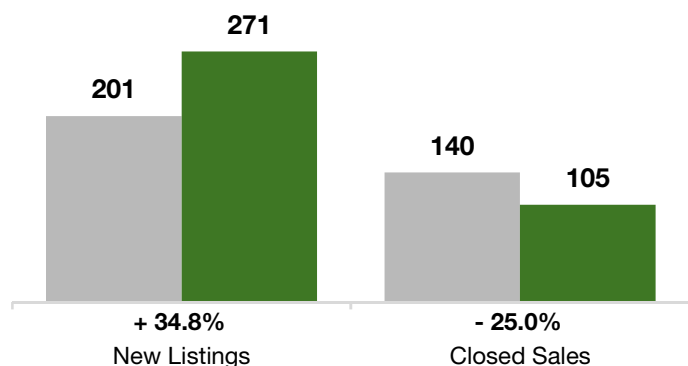
Year to Date

	Thru 9-2019	Thru 9-2020	+ / -	Thru 9-2019	Thru 9-2020	+ / -
New Listings	201	271	+ 34.8%	673	620	- 7.9%
Pending Sales	120	223	+ 85.8%	380	388	+ 2.1%
Closed Sales	140	105	- 25.0%	358	281	- 21.5%
Lowest Sale Price*	\$175,000	\$170,000	- 2.9%	\$150,000	\$170,000	+ 13.3%
Median Sales Price*	\$555,000	\$525,000	- 5.4%	\$517,500	\$525,000	+ 1.4%
Highest Sale Price*	\$999,999	\$1,050,000	+ 5.0%	\$1,050,000	\$1,280,000	+ 21.9%
Percent of Original List Price Received*	96.5%	94.0%	- 2.7%	95.4%	94.0%	- 1.5%
Inventory of Homes for Sale	278	244	- 12.3%	--	--	--
Months Supply of Inventory	6.8	6.4	- 6.3%	--	--	--

* 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 9-2019
■ Thru 9-2020



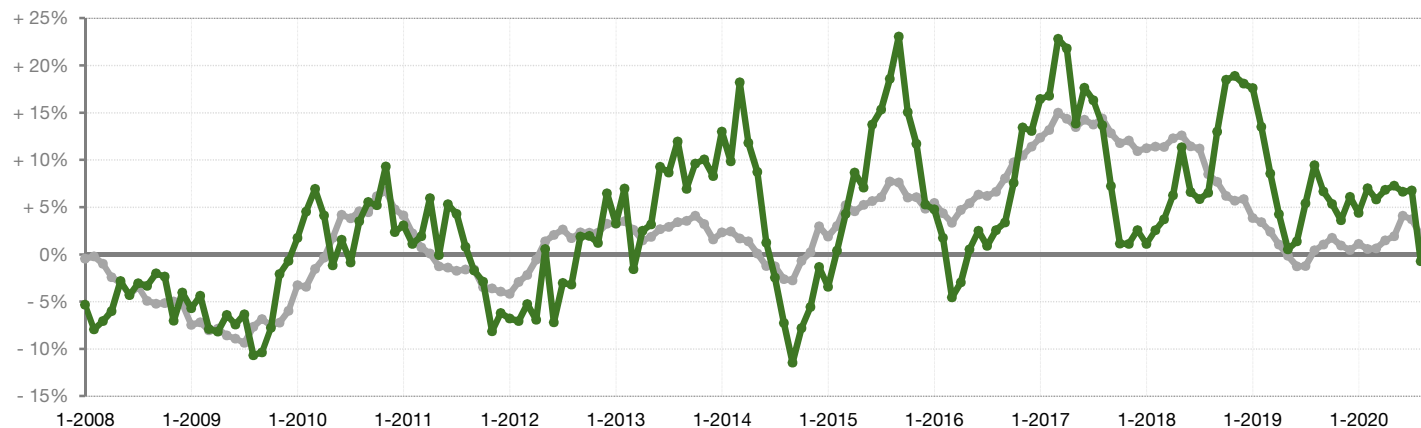
Year to Date

■ Thru 9-2019
■ Thru 9-2020



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