

# Local Market Update through November 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

**+ 16.4%**

Year-Over-Year Change in New Listings

**+ 59.4%**

Year-Over-Year Change in Closed Sales

**- 8.0%**

One-Year Change in Median Sales Price\*

### Last 3 Months

### Year to Date

	Thru 11-2019	Thru 11-2020	+ / -	Thru 11-2019	Thru 11-2020	+ / -
New Listings	183	213	+ 16.4%	796	748	- 6.0%
Pending Sales	107	189	+ 76.6%	446	501	+ 12.3%
Closed Sales	106	169	+ 59.4%	431	409	- 5.1%
Lowest Sale Price*	\$259,000	\$188,000	- 27.4%	\$150,000	\$170,000	+ 13.3%
Median Sales Price*	\$560,000	\$515,100	- 8.0%	\$525,000	\$525,000	0.0%
Highest Sale Price*	\$905,000	\$975,000	+ 7.7%	\$1,050,000	\$1,280,000	+ 21.9%
Percent of Original List Price Received*	94.0%	94.7%	+ 0.7%	95.1%	94.2%	- 1.0%
Inventory of Homes for Sale	266	227	- 14.8%	--	--	--
Months Supply of Inventory	6.7	5.3	- 20.1%	--	--	--

\* 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.

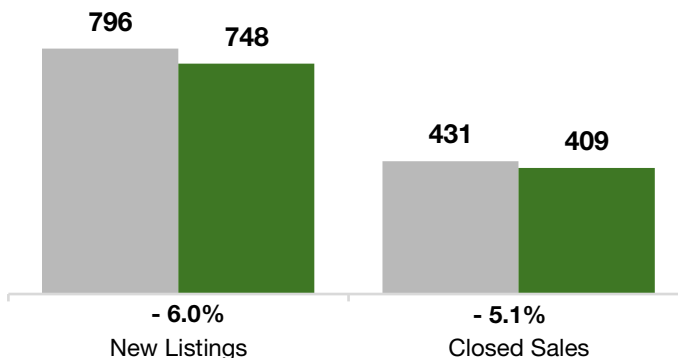
### Last 3 Months

■ Thru 11-2019  
■ Thru 11-2020



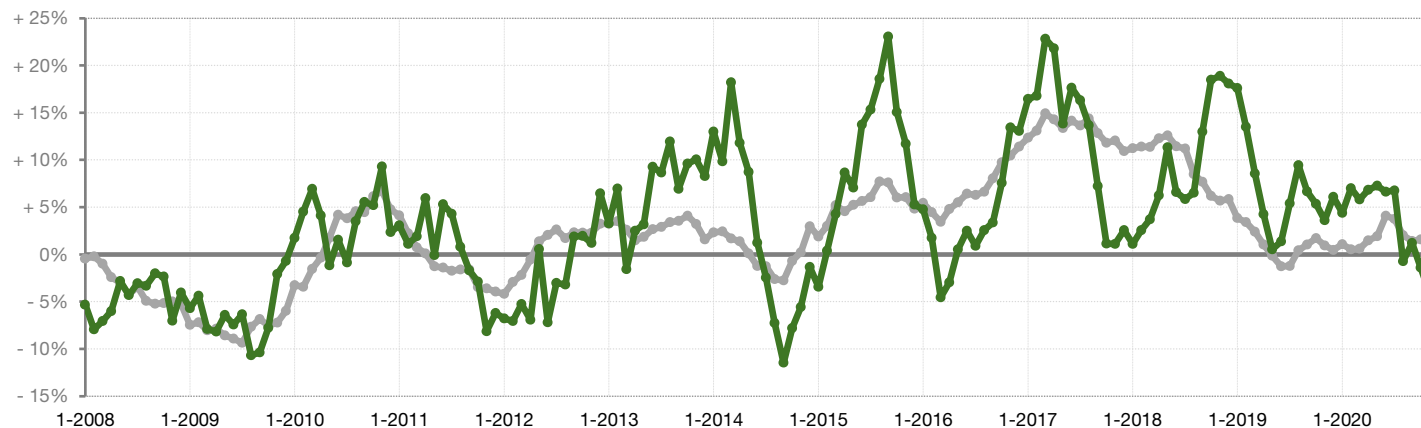
### Year to Date

■ Thru 11-2019  
■ Thru 11-2020



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