

# Local Market Update through October 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

**+ 27.2%**

Year-Over-Year Change in  
New Listings

**+ 8.1%**

Year-Over-Year Change in  
Closed Sales

**- 6.7%**

One-Year Change in  
Median Sales Price\*

### Last 3 Months

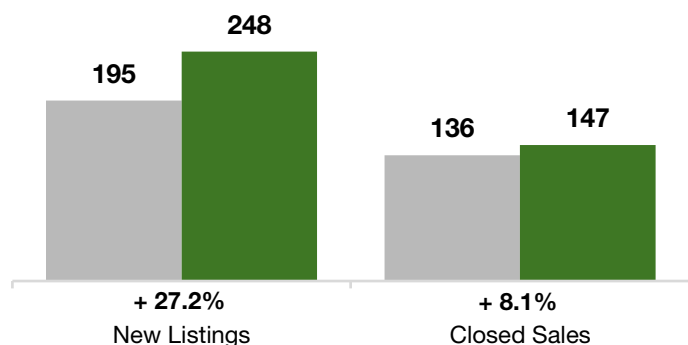
### Year to Date

	Thru 10-2019	Thru 10-2020	+ / -	Thru 10-2019	Thru 10-2020	+ / -
New Listings	195	<b>248</b>	+ 27.2%	743	<b>700</b>	- 5.8%
Pending Sales	118	<b>205</b>	+ 73.7%	419	<b>445</b>	+ 6.2%
Closed Sales	136	<b>147</b>	+ 8.1%	397	<b>351</b>	- 11.6%
Lowest Sale Price*	\$175,000	<b>\$170,000</b>	- 2.9%	\$150,000	<b>\$170,000</b>	+ 13.3%
Median Sales Price*	\$562,500	<b>\$525,000</b>	- 6.7%	\$520,000	<b>\$525,000</b>	+ 1.0%
Highest Sale Price*	\$999,999	<b>\$1,050,000</b>	+ 5.0%	\$1,050,000	<b>\$1,280,000</b>	+ 21.9%
Percent of Original List Price Received*	96.2%	<b>94.4%</b>	- 1.9%	95.3%	<b>94.1%</b>	- 1.2%
Inventory of Homes for Sale	272	<b>245</b>	- 9.9%	--	--	--
Months Supply of Inventory	6.8	<b>6.1</b>	- 10.5%	--	--	--

\* 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 10-2019  
■ Thru 10-2020



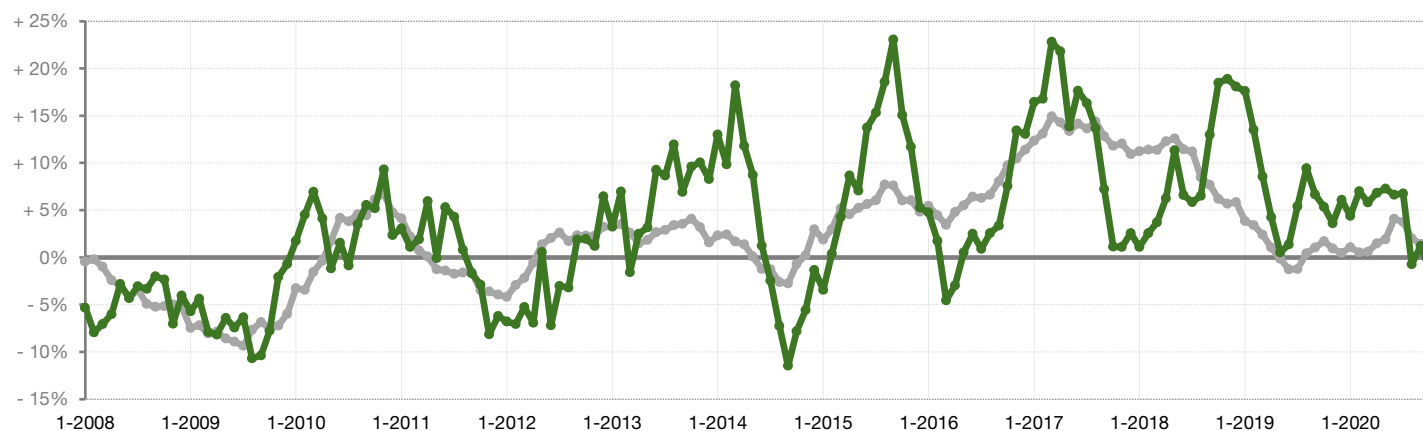
### Year to Date

■ Thru 10-2019  
■ Thru 10-2020



### 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 November 25, 2020. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2020 ShowingTime.