

# Local Market Update through March 2021

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

**- 28.5%**

**+ 62.6%**

**+ 9.9%**

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 3-2020	Thru 3-2021	+ / -	Thru 3-2020	Thru 3-2021	+ / -
New Listings	207	148	- 28.5%	207	148	- 28.5%
Pending Sales	106	141	+ 33.0%	106	141	+ 33.0%
Closed Sales	99	161	+ 62.6%	99	161	+ 62.6%
Lowest Sale Price*	\$240,000	\$225,000	- 6.3%	\$240,000	\$225,000	- 6.3%
Median Sales Price*	\$477,500	\$525,000	+ 9.9%	\$477,500	\$525,000	+ 9.9%
Highest Sale Price*	\$910,000	\$928,000	+ 2.0%	\$910,000	\$928,000	+ 2.0%
Percent of Original List Price Received*	93.4%	95.9%	+ 2.6%	93.4%	95.9%	+ 2.6%
Inventory of Homes for Sale	266	133	- 50.0%	--	--	--
Months Supply of Inventory	6.7	2.8	- 58.5%	--	--	--

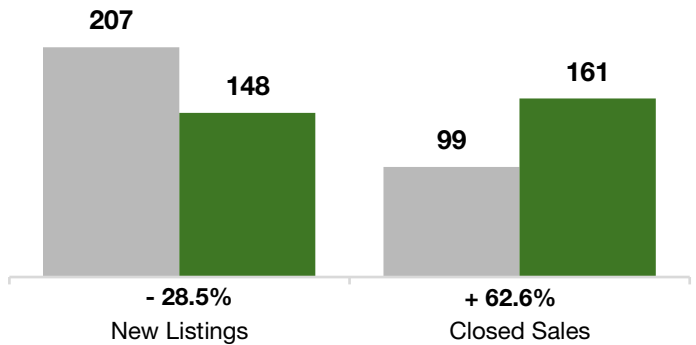
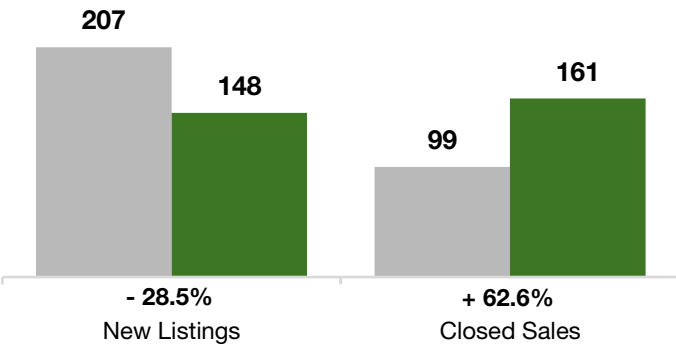
\* Does not account for sale concessions and/or down payment assistance. Note: Activity for one month can sometimes look extreme due to small sample size.

### Last 3 Months

■ Thru 3-2020  
■ Thru 3-2021

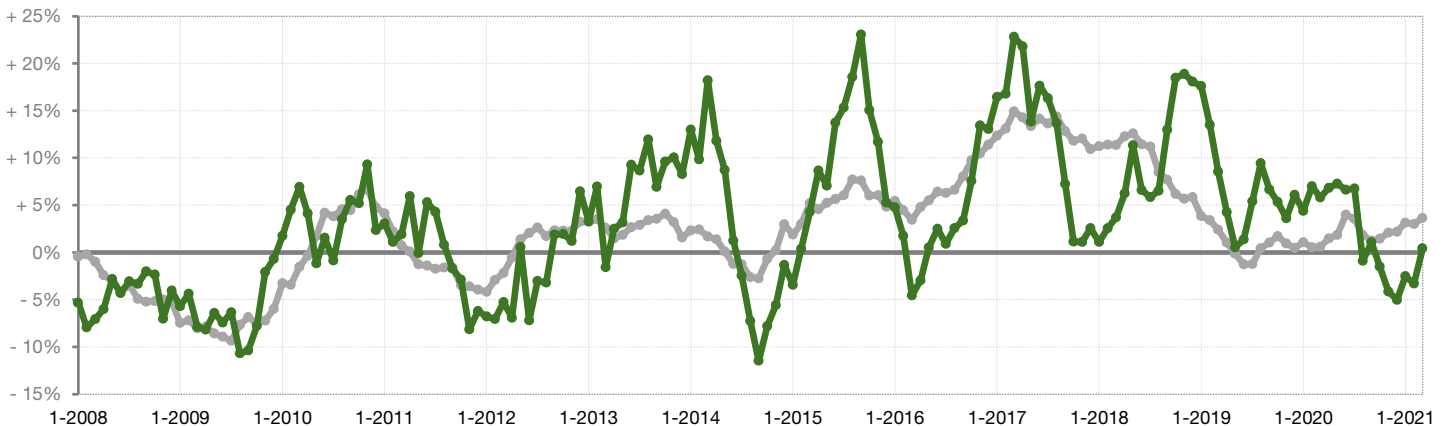
### Year to Date

■ Thru 3-2020  
■ Thru 3-2021



### 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 April 5, 2021. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2021ShowingTime.