

# Local Market Update through August 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

**- 19.2%**

**+ 67.0%**

**+ 18.0%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

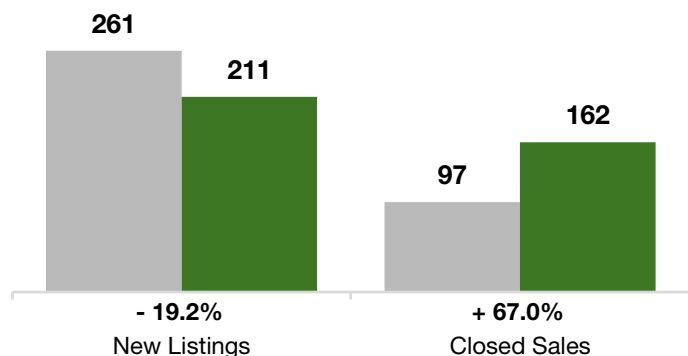
### Year to Date

	Thru 8-2020	Thru 8-2021	+ / -	Thru 8-2020	Thru 8-2021	+ / -
New Listings	261	211	- 19.2%	535	502	- 6.2%
Pending Sales	176	171	- 2.8%	309	433	+ 40.1%
Closed Sales	97	162	+ 67.0%	241	423	+ 75.5%
Lowest Sale Price*	\$170,000	\$223,000	+ 31.2%	\$170,000	\$223,000	+ 31.2%
Median Sales Price*	\$550,000	\$649,000	+ 18.0%	\$528,000	\$578,000	+ 9.5%
Highest Sale Price*	\$1,050,000	\$1,150,000	+ 9.5%	\$1,280,000	\$1,450,000	+ 13.3%
Percent of Original List Price Received*	93.9%	97.7%	+ 4.1%	93.8%	96.7%	+ 3.1%
Inventory of Homes for Sale	267	140	- 47.6%	--	--	--
Months Supply of Inventory	7.6	2.4	- 68.1%	--	--	--

\* 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.

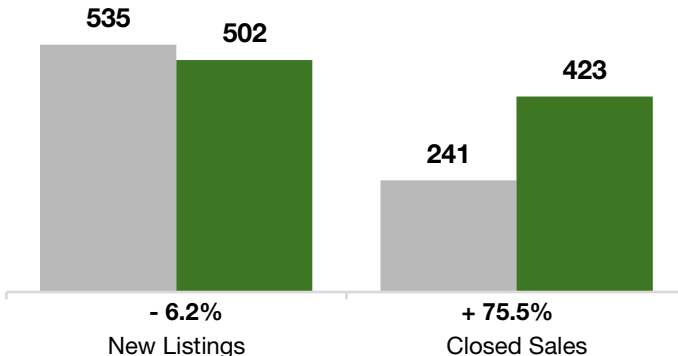
### Last 3 Months

■ Thru 8-2020  
■ Thru 8-2021



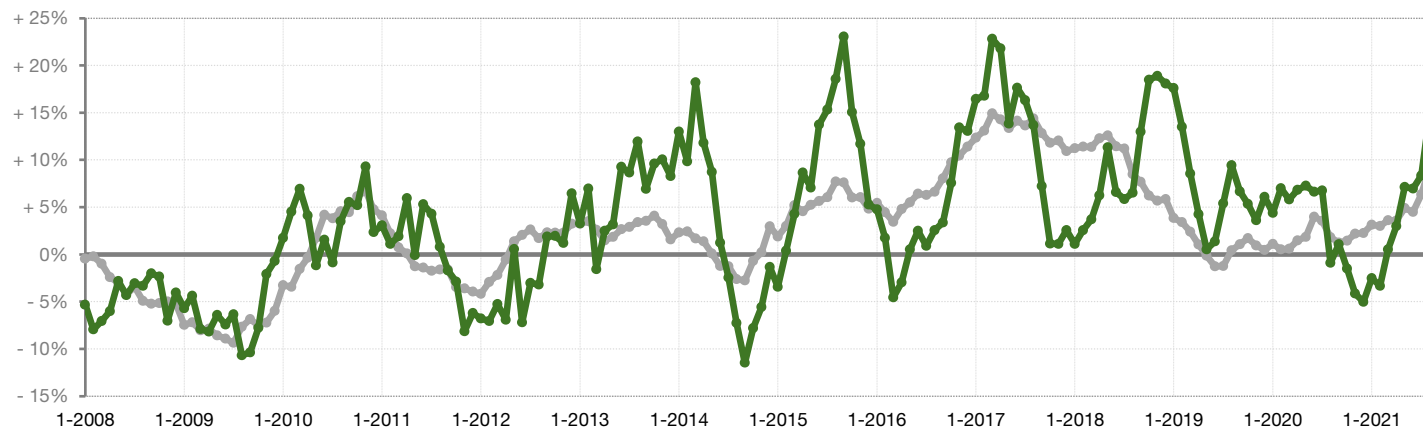
### Year to Date

■ Thru 8-2020  
■ Thru 8-2021



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