

# Local Market Update through September 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

**- 31.2%**

**+ 37.4%**

**+ 24.6%**

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price\*

### Last 3 Months

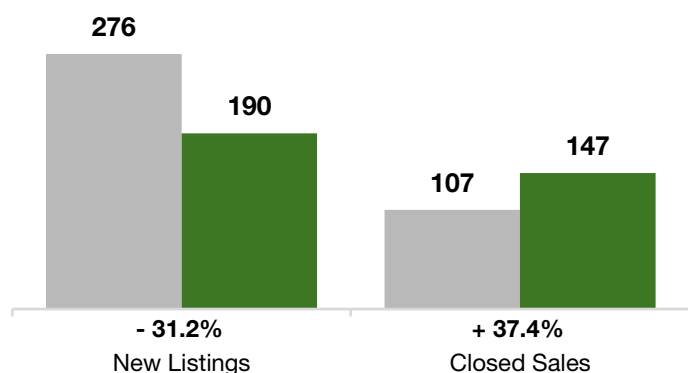
### Year to Date

	Thru 9-2020	Thru 9-2021	+ / -	Thru 9-2020	Thru 9-2021	+ / -
New Listings	276	190	- 31.2%	627	558	- 11.0%
Pending Sales	218	161	- 26.1%	380	483	+ 27.1%
Closed Sales	107	147	+ 37.4%	283	465	+ 64.3%
Lowest Sale Price*	\$170,000	<b>\$185,000</b>	+ 8.8%	\$170,000	<b>\$185,000</b>	+ 8.8%
Median Sales Price*	\$525,000	<b>\$654,000</b>	+ 24.6%	\$525,000	<b>\$574,000</b>	+ 9.3%
Highest Sale Price*	\$1,050,000	<b>\$1,180,000</b>	+ 12.4%	\$1,280,000	<b>\$1,450,000</b>	+ 13.3%
Percent of Original List Price Received*	94.1%	<b>97.8%</b>	+ 4.0%	94.0%	<b>96.8%</b>	+ 3.0%
Inventory of Homes for Sale	266	137	- 48.4%	--	--	--
Months Supply of Inventory	7.1	2.5	- 65.2%	--	--	--

\* 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.

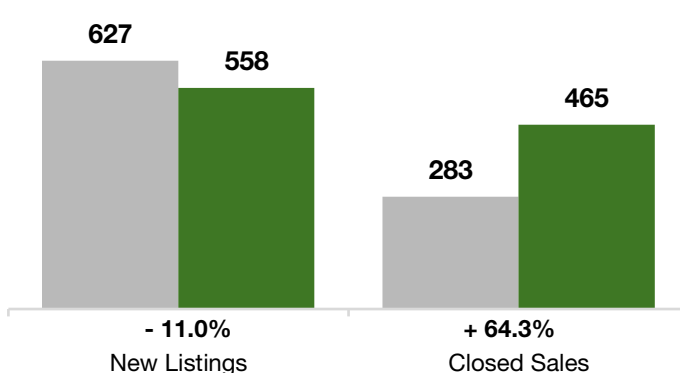
### Last 3 Months

■ Thru 9-2020  
■ Thru 9-2021



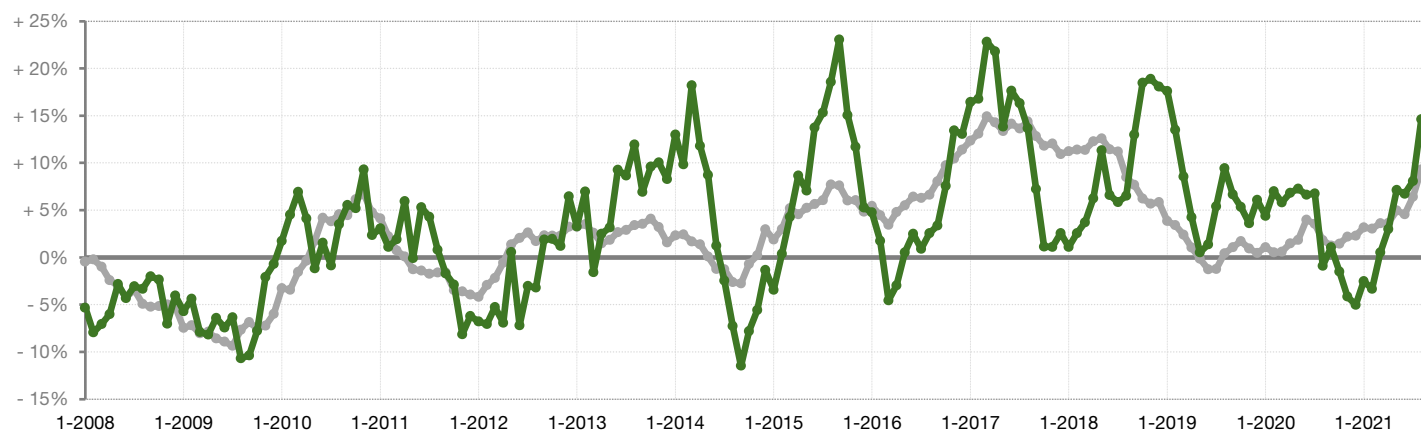
### Year to Date

■ Thru 9-2020  
■ Thru 9-2021



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