

Local Market Update through October 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

- 33.2%

+ 2.0%

+ 21.0%

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 10-2020	Thru 10-2021	+ / -	Thru 10-2020	Thru 10-2021	+ / -
New Listings	250	167	- 33.2%	702	611	- 13.0%
Pending Sales	203	148	- 27.1%	439	531	+ 21.0%
Closed Sales	148	151	+ 2.0%	352	526	+ 49.4%
Lowest Sale Price*	\$170,000	\$185,000	+ 8.8%	\$170,000	\$185,000	+ 8.8%
Median Sales Price*	\$525,000	\$635,000	+ 21.0%	\$525,000	\$577,500	+ 10.0%
Highest Sale Price*	\$1,050,000	\$1,180,000	+ 12.4%	\$1,280,000	\$1,450,000	+ 13.3%
Percent of Original List Price Received*	94.5%	97.8%	+ 3.5%	94.2%	96.9%	+ 2.9%
Inventory of Homes for Sale	261	128	- 51.0%	--	--	--
Months Supply of Inventory	6.5	2.4	- 63.7%	--	--	--

* 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.

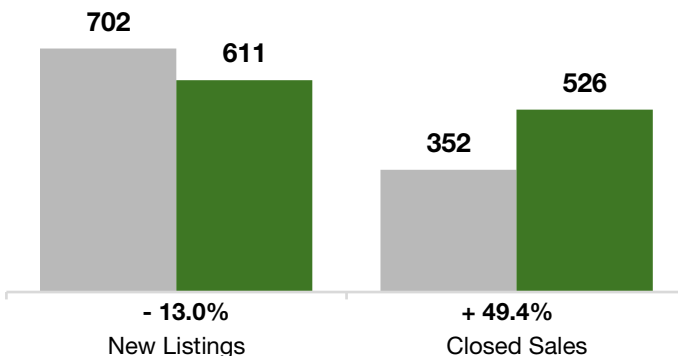
Last 3 Months

■ Thru 10-2020
■ Thru 10-2021



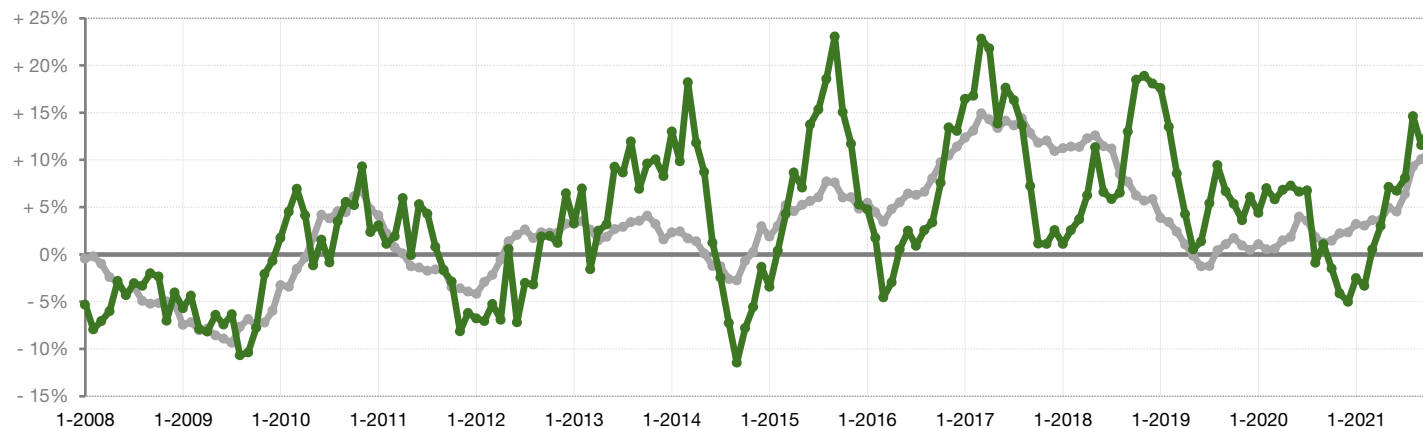
Year to Date

■ Thru 10-2020
■ Thru 10-2021



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