

Local Market Update through December 2022

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

+ 18.9%

- 28.7%

- 2.8%

Year-Over-Year Change in New Listings

Year-Over-Year Change in Closed Sales

One-Year Change in Median Sales Price*

Last 3 Months

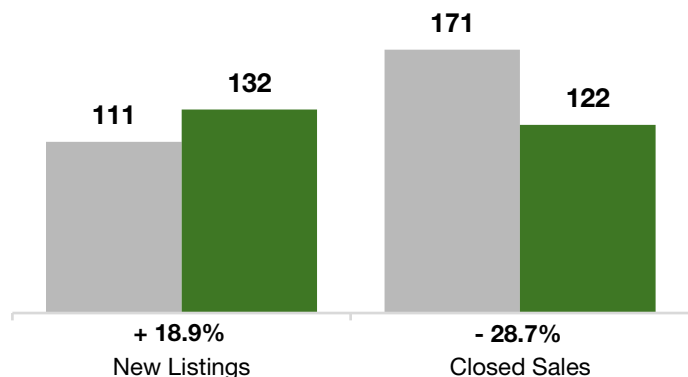
Year to Date

| | Thru 12-2021 | Thru 12-2022 | + / - | Thru 12-2021 | Thru 12-2022 | + / - |
|--|--------------|--------------|---------|--------------|--------------|---------|
| New Listings | 111 | 132 | + 18.9% | 672 | 702 | + 4.5% |
| Pending Sales | 127 | 95 | - 25.2% | 606 | 476 | - 21.5% |
| Closed Sales | 171 | 122 | - 28.7% | 636 | 521 | - 18.1% |
| Lowest Sale Price* | \$277,500 | \$209,000 | - 24.7% | \$185,000 | \$209,000 | + 13.0% |
| Median Sales Price* | \$618,000 | \$600,500 | - 2.8% | \$585,000 | \$640,000 | + 9.4% |
| Highest Sale Price* | \$1,135,000 | \$1,258,000 | + 10.8% | \$1,450,000 | \$1,400,000 | - 3.4% |
| Percent of Original List Price Received* | 97.6% | 95.9% | - 1.7% | 97.0% | 98.7% | + 1.7% |
| Inventory of Homes for Sale | 130 | 162 | + 24.6% | -- | -- | -- |
| Months Supply of Inventory | 2.5 | 4.0 | + 57.9% | -- | -- | -- |

* 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.

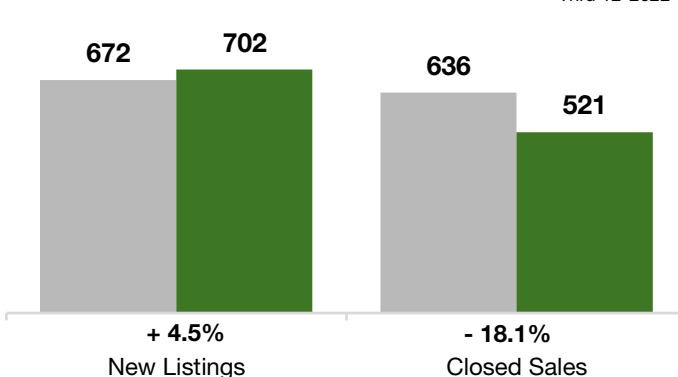
Last 3 Months

■ Thru 12-2021
■ Thru 12-2022



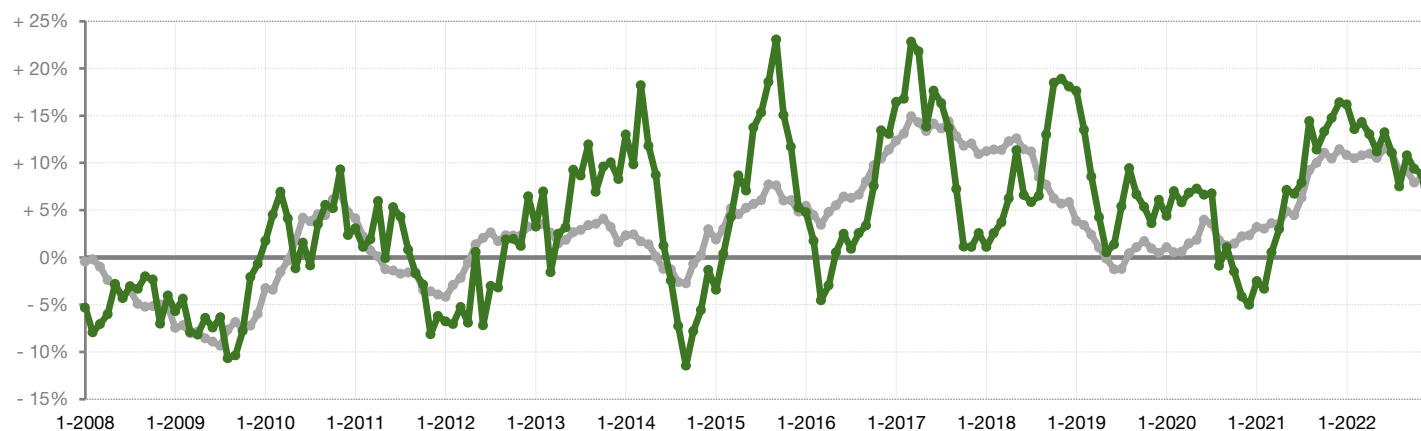
Year to Date

■ Thru 12-2021
■ Thru 12-2022



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 January 5, 2023. All data comes from the Staten Island Multiple Listing Service, Inc. Report © 2023 ShowingTime.