

Local Market Update through September 2023

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

- 22.5%

Year-Over-Year Change in New Listings

- 24.5%

Year-Over-Year Change in Closed Sales

- 2.2%

One-Year Change in Median Sales Price*

Last 3 Months

Year to Date

	Thru 9-2022	Thru 9-2023	+ / -	Thru 9-2022	Thru 9-2023	+ / -
New Listings	187	145	- 22.5%	570	458	- 19.6%
Pending Sales	126	111	- 11.9%	378	342	- 9.5%
Closed Sales	147	111	- 24.5%	400	310	- 22.5%
Lowest Sale Price*	\$280,000	\$240,000	- 14.3%	\$215,000	\$190,000	- 11.6%
Median Sales Price*	\$670,000	\$655,000	- 2.2%	\$650,000	\$630,000	- 3.1%
Highest Sale Price*	\$1,400,000	\$1,150,000	- 17.9%	\$1,400,000	\$1,375,000	- 1.8%
Percent of Original List Price Received*	99.5%	95.7%	- 3.8%	99.6%	94.9%	- 4.7%
Inventory of Homes for Sale	191	136	- 29.1%	--	--	--
Months Supply of Inventory	4.5	3.7	- 17.8%	--	--	--

* 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 9-2022
■ Thru 9-2023



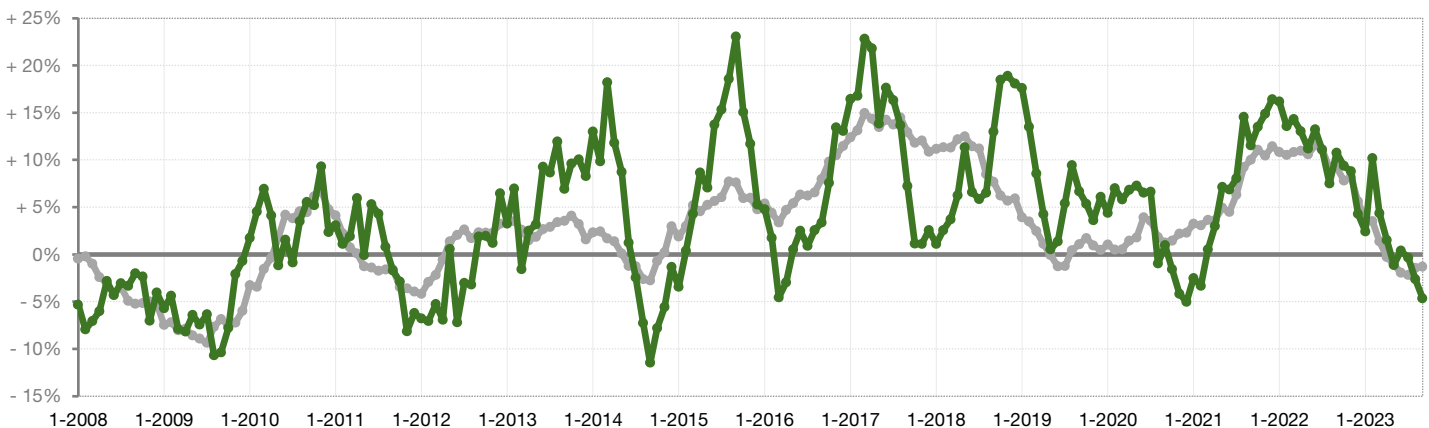
Year to Date

■ Thru 9-2022
■ Thru 9-2023



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