

# Local Market Update through October 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

**- 23.6%**

**- 17.7%**

**- 0.9%**

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 10-2022	Thru 10-2023	+ / -	Thru 10-2022	Thru 10-2023	+ / -
New Listings	195	<b>149</b>	- 23.6%	632	<b>508</b>	- 19.6%
Pending Sales	119	<b>105</b>	- 11.8%	412	<b>370</b>	- 10.2%
Closed Sales	124	<b>102</b>	- 17.7%	433	<b>343</b>	- 20.8%
Lowest Sale Price*	\$280,000	<b>\$270,000</b>	- 3.6%	\$215,000	<b>\$190,000</b>	- 11.6%
Median Sales Price*	\$633,000	<b>\$627,500</b>	- 0.9%	\$650,000	<b>\$630,000</b>	- 3.1%
Highest Sale Price*	\$1,190,000	<b>\$1,430,000</b>	+ 20.2%	\$1,400,000	<b>\$1,430,000</b>	+ 2.1%
Percent of Original List Price Received*	98.8%	<b>95.9%</b>	- 2.9%	99.4%	<b>95.0%</b>	- 4.4%
Inventory of Homes for Sale	199	<b>138</b>	- 30.4%	--	--	--
Months Supply of Inventory	4.7	<b>3.8</b>	- 19.5%	--	--	--

\* 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.

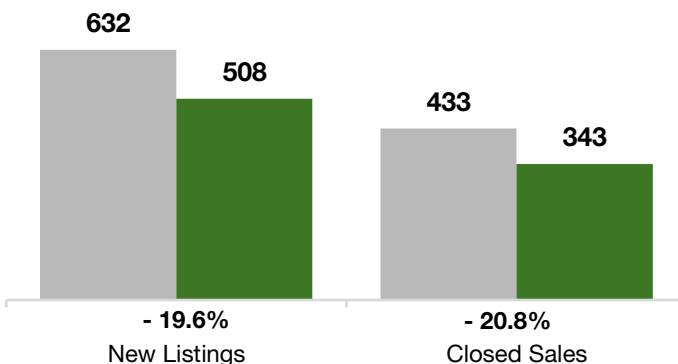
### Last 3 Months

■ Thru 10-2022  
■ Thru 10-2023



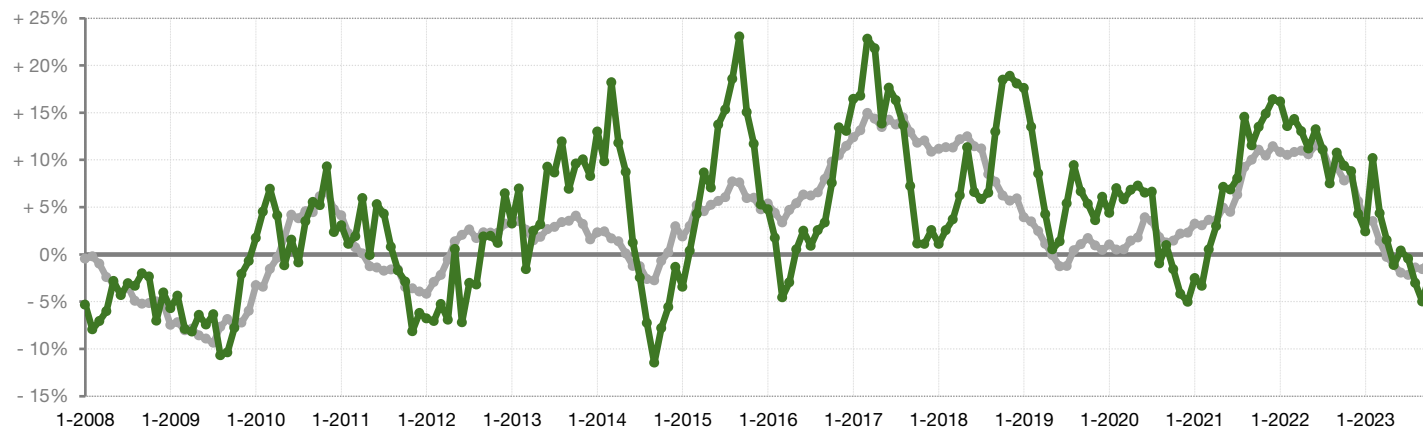
### Year to Date

■ Thru 10-2022  
■ Thru 10-2023



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