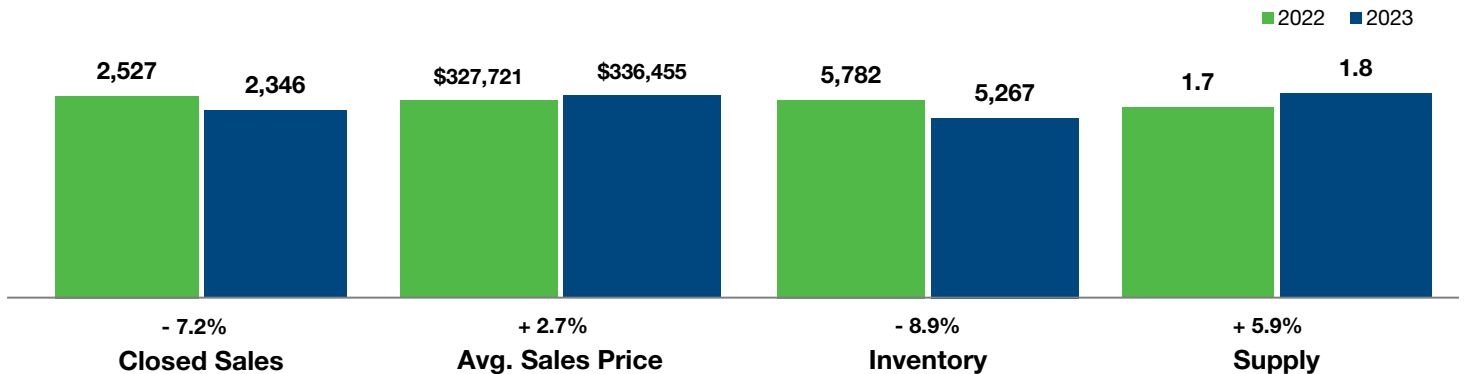


Heartland MLS

Key Metrics	December			Year to Date		
	2022	2023	Percent Change	Thru 12-2022	Thru 12-2023	Percent Change
Closed Sales	2,527	2,346	- 7.2%	40,418	34,380	- 14.9%
Average Sales Price*	\$327,721	\$336,455	+ 2.7%	\$335,946	\$349,636	+ 4.1%
Median Sales Price*	\$274,000	\$287,000	+ 4.7%	\$286,000	\$295,000	+ 3.1%
Days on Market Until Sale	37	41	+ 10.8%	24	36	+ 50.0%
Percentage of Original List Price Received*	96.7%	96.6%	- 0.1%	100.6%	99.0%	- 1.6%
Pending Sales	1,884	2,052	+ 8.9%	38,796	34,499	- 11.1%
Inventory	5,782	5,267	- 8.9%	--	--	--
Supply	1.7	1.8	+ 5.9%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

December



Historical Average Sales Price Rolling 12-Month Calculation

