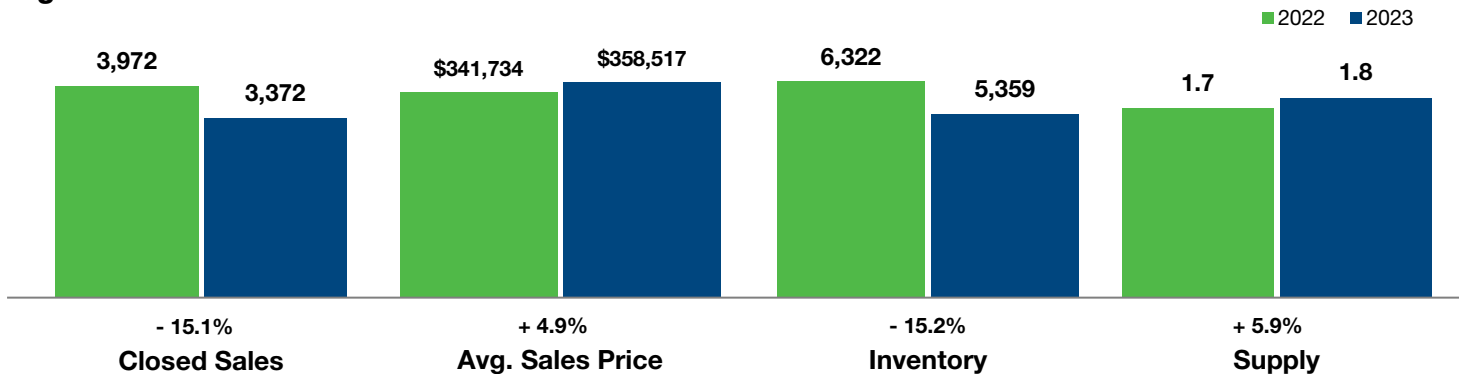


Heartland MLS

Key Metrics	August			Year to Date		
	2022	2023	Percent Change	Thru 8-2022	Thru 8-2023	Percent Change
Closed Sales	3,972	3,372	- 15.1%	28,441	23,699	- 16.7%
Average Sales Price*	\$341,734	\$358,517	+ 4.9%	\$337,145	\$350,126	+ 3.9%
Median Sales Price*	\$290,000	\$305,000	+ 5.2%	\$290,000	\$296,000	+ 2.1%
Days on Market Until Sale	20	33	+ 65.0%	22	36	+ 63.6%
Percentage of Original List Price Received*	99.9%	99.6%	- 0.3%	101.9%	99.5%	- 2.4%
Pending Sales	3,533	3,025	- 14.4%	29,076	24,951	- 14.2%
Inventory	6,322	5,359	- 15.2%	--	--	--
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.

August



Historical Average Sales Price Rolling 12-Month Calculation

