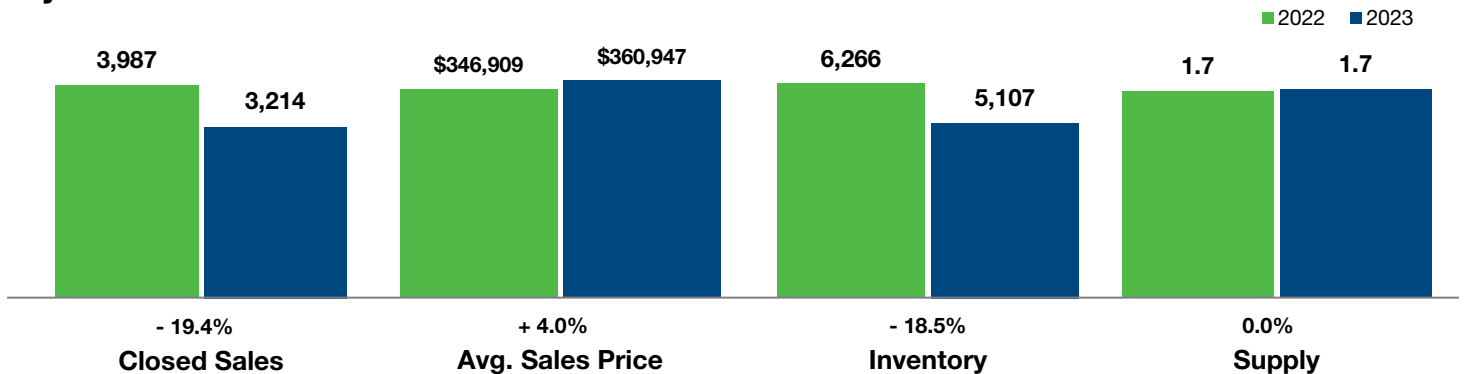


Heartland MLS

Key Metrics	July			Year to Date		
	2022	2023	Percent Change	Thru 7-2022	Thru 7-2023	Percent Change
Closed Sales	3,987	3,214	- 19.4%	24,469	20,264	- 17.2%
Average Sales Price*	\$346,909	\$360,947	+ 4.0%	\$336,400	\$348,778	+ 3.7%
Median Sales Price*	\$298,000	\$305,000	+ 2.3%	\$290,000	\$295,000	+ 1.7%
Days on Market Until Sale	18	32	+ 77.8%	22	37	+ 68.2%
Percentage of Original List Price Received*	101.3%	100.1%	- 1.2%	102.2%	99.5%	- 2.6%
Pending Sales	3,646	3,296	- 9.6%	25,545	21,959	- 14.0%
Inventory	6,266	5,107	- 18.5%	--	--	--
Supply	1.7	1.7	0.0%	--	--	--

* 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.

July



Historical Average Sales Price Rolling 12-Month Calculation

