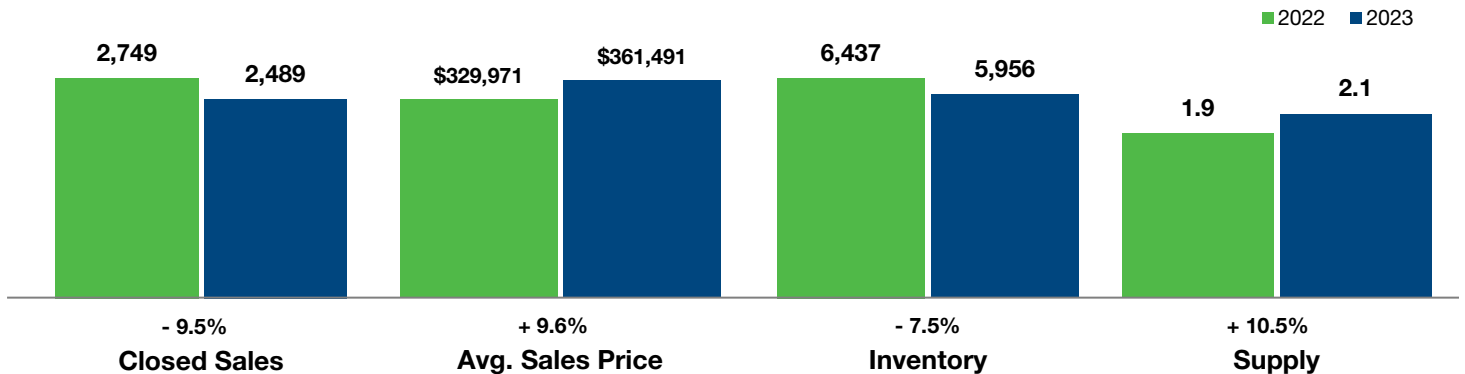


Heartland MLS

Key Metrics	November			Year to Date		
	2022	2023	Percent Change	Thru 11-2022	Thru 11-2023	Percent Change
Closed Sales	2,749	2,489	- 9.5%	37,890	31,986	- 15.6%
Average Sales Price*	\$329,971	\$361,491	+ 9.6%	\$336,483	\$350,585	+ 4.2%
Median Sales Price*	\$275,000	\$295,000	+ 7.3%	\$287,500	\$295,325	+ 2.7%
Days on Market Until Sale	32	37	+ 15.6%	23	36	+ 56.5%
Percentage of Original List Price Received*	97.4%	97.1%	- 0.3%	100.9%	99.1%	- 1.8%
Pending Sales	2,175	2,204	+ 1.3%	36,914	32,517	- 11.9%
Inventory	6,437	5,956	- 7.5%	--	--	--
Supply	1.9	2.1	+ 10.5%	--	--	--

* 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.

November



Historical Average Sales Price Rolling 12-Month Calculation

