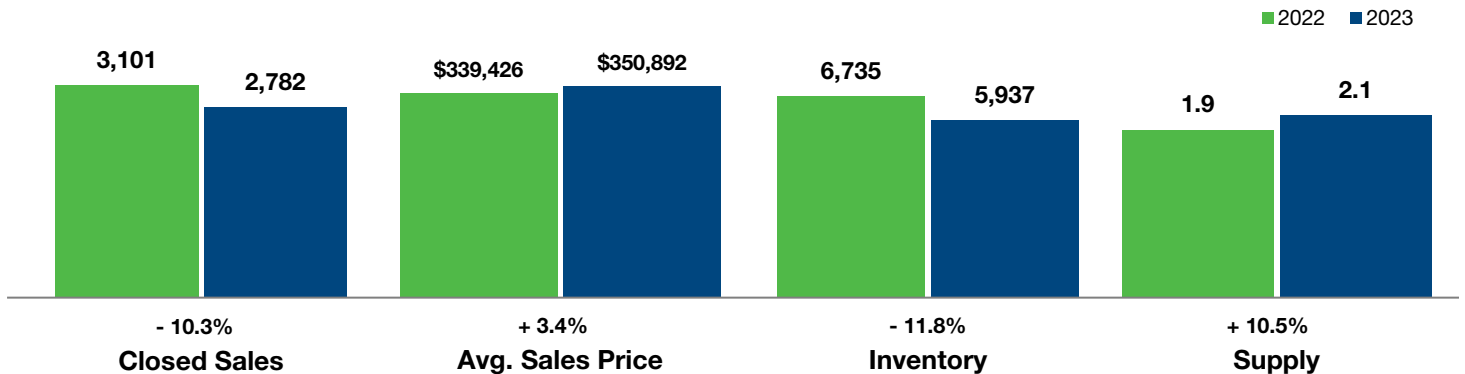


## Heartland MLS

Key Metrics	October			Year to Date		
	2022	2023	Percent Change	Thru 10-2022	Thru 10-2023	Percent Change
Closed Sales	3,101	2,782	- 10.3%	35,141	29,453	- 16.2%
Average Sales Price*	\$339,426	\$350,892	+ 3.4%	\$336,993	\$349,662	+ 3.8%
Median Sales Price*	\$283,750	\$298,000	+ 5.0%	\$289,925	\$296,000	+ 2.1%
Days on Market Until Sale	28	36	+ 28.6%	22	36	+ 63.6%
Percentage of Original List Price Received*	98.1%	98.0%	- 0.1%	101.2%	99.3%	- 1.9%
Pending Sales	2,703	2,693	- 0.4%	34,739	30,393	- 12.5%
Inventory	6,735	5,937	- 11.8%	--	--	--
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.

### October



### Historical Average Sales Price Rolling 12-Month Calculation

