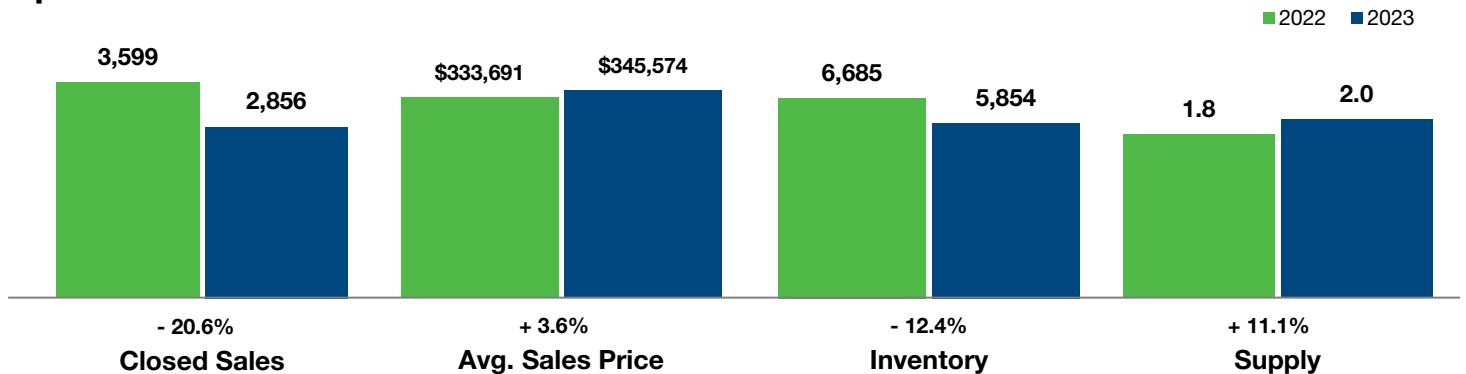


## Heartland MLS

| Key Metrics                                 | September |           |                | Year to Date |             |                |
|---|-----------|-----------|----------------|--------------|-------------|----------------|
|   | 2022      | 2023      | Percent Change | Thru 9-2022  | Thru 9-2023 | Percent Change |
| Closed Sales                                | 3,599     | 2,856     | - 20.6%        | 32,040       | 26,622      | - 16.9%        |
| Average Sales Price*                        | \$333,691 | \$345,574 | + 3.6%         | \$336,757    | \$349,597   | + 3.8%         |
| Median Sales Price*                         | \$285,295 | \$295,000 | + 3.4%         | \$290,000    | \$295,950   | + 2.1%         |
| Days on Market Until Sale                   | 24        | 33        | + 37.5%        | 22           | 36          | + 63.6%        |
| Percentage of Original List Price Received* | 98.3%     | 98.7%     | + 0.4%         | 101.5%       | 99.5%       | - 2.0%         |
| Pending Sales                               | 2,963     | 2,803     | - 5.4%         | 32,037       | 27,728      | - 13.5%        |
| Inventory                                   | 6,685     | 5,854     | - 12.4%        | --           | --          | --             |
| Supply                                      | 1.8       | 2.0       | + 11.1%        | --           | --          | --             |

\* 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.

### September



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

