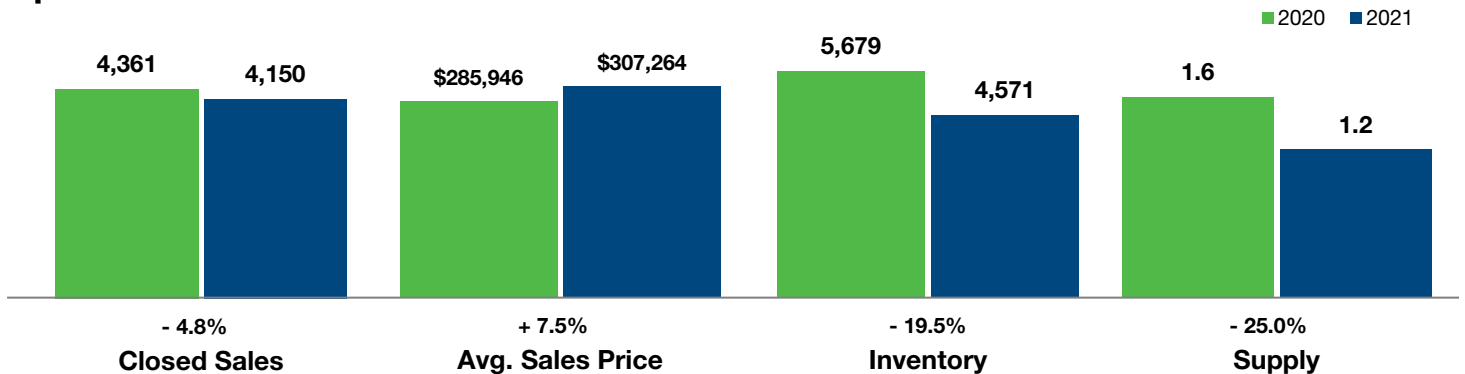


Heartland MLS

Key Metrics	September			Year to Date		
	2020	2021	Percent Change	Thru 9-2020	Thru 9-2021	Percent Change
Closed Sales	4,361	4,150	- 4.8%	32,129	33,975	+ 5.7%
Average Sales Price*	\$285,946	\$307,264	+ 7.5%	\$267,629	\$302,925	+ 13.2%
Median Sales Price*	\$250,000	\$260,000	+ 4.0%	\$235,000	\$260,000	+ 10.6%
Days on Market Until Sale	37	20	- 45.9%	47	24	- 48.9%
Percentage of Original List Price Received*	99.1%	100.1%	+ 1.0%	98.3%	101.4%	+ 3.2%
Pending Sales	4,028	3,954	- 1.8%	35,406	36,085	+ 1.9%
Inventory	5,679	4,571	- 19.5%	--	--	--
Supply	1.6	1.2	- 25.0%	--	--	--

* 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.

September



Historical Average Sales Price Rolling 12-Month Calculation

