

Heartland MLS

Key Metrics	October			Year to Date		
	2021	2022	Percent Change	Thru 10-2021	Thru 10-2022	Percent Change
Closed Sales	4,008	3,051	- 23.9%	38,311	35,042	- 8.5%
Average Sales Price*	\$309,214	\$339,575	+ 9.8%	\$303,781	\$337,039	+ 10.9%
Median Sales Price*	\$260,000	\$285,000	+ 9.6%	\$260,000	\$290,000	+ 11.5%
Days on Market Until Sale	22	28	+ 27.3%	23	22	- 4.3%
Percentage of Original List Price Received*	99.6%	98.1%	- 1.5%	101.2%	101.2%	0.0%
Pending Sales	3,960	2,770	- 30.1%	39,866	34,836	- 12.6%
Inventory	5,135	6,008	+ 17.0%	--	--	--
Supply	1.3	1.7	+ 30.8%	--	--	--

* 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

