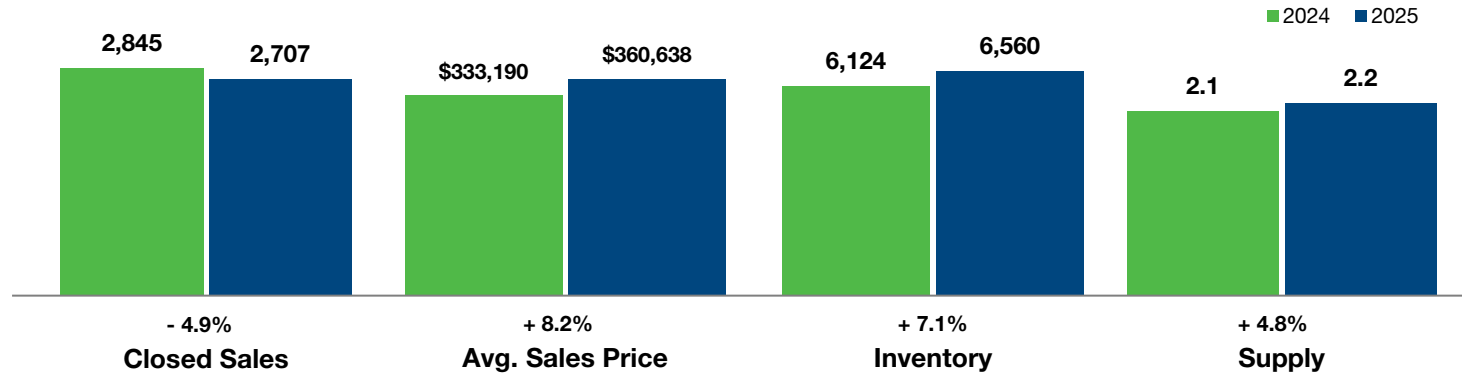


Heartland MLS

	March			Year to Date		
Key Metrics	2024	2025	Percent Change	Thru 3-2024	Thru 3-2025	Percent Change
Closed Sales	2,845	2,707	- 4.9%	6,907	6,796	- 1.6%
Average Sales Price*	\$333,190	\$360,638	+ 8.2%	\$327,482	\$353,847	+ 8.1%
Median Sales Price*	\$285,000	\$300,000	+ 5.3%	\$278,000	\$300,000	+ 7.9%
Days on Market Until Sale	50	52	+ 4.0%	50	52	+ 4.0%
Percentage of Original List Price Received*	98.1%	97.7%	- 0.4%	97.1%	96.9%	- 0.2%
Pending Sales	3,590	3,454	- 3.8%	8,717	8,361	- 4.1%
Inventory	6,124	6,560	+ 7.1%	--	--	--
Supply	2.1	2.2	+ 4.8%	--	--	--

* 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.

March



Historical Average Sales Price Rolling 12-Month Calculation

