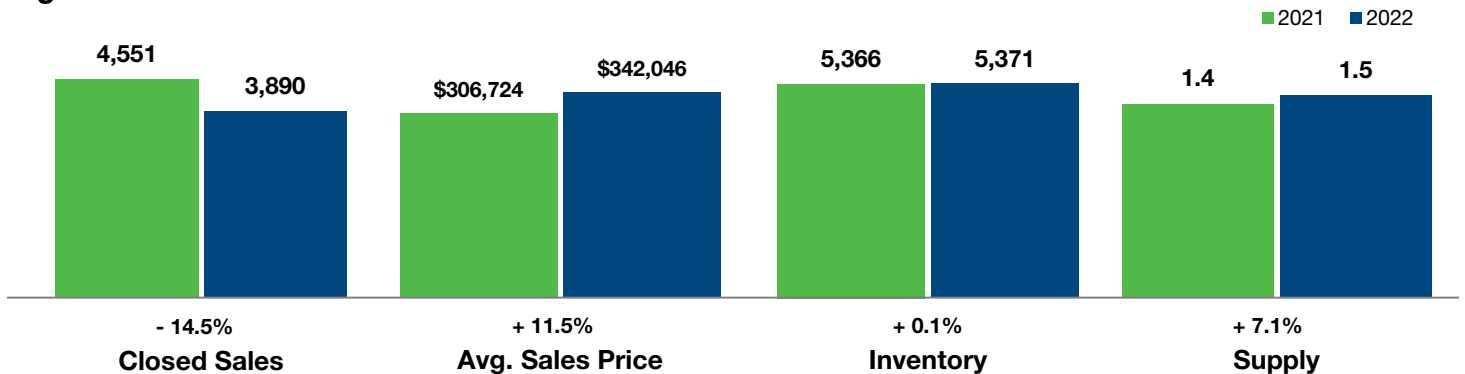


Heartland MLS

Key Metrics	August			Year to Date		
	2021	2022	Percent Change	Thru 8-2021	Thru 8-2022	Percent Change
Closed Sales	4,551	3,890	- 14.5%	29,985	28,309	- 5.6%
Average Sales Price*	\$306,724	\$342,046	+ 11.5%	\$302,406	\$337,014	+ 11.4%
Median Sales Price*	\$263,500	\$292,000	+ 10.8%	\$260,000	\$290,000	+ 11.5%
Days on Market Until Sale	18	20	+ 11.1%	24	22	- 8.3%
Percentage of Original List Price Received*	101.3%	99.9%	- 1.4%	101.5%	101.9%	+ 0.4%
Pending Sales	4,243	3,626	- 14.5%	32,087	29,200	- 9.0%
Inventory	5,366	5,371	+ 0.1%	--	--	--
Supply	1.4	1.5	+ 7.1%	--	--	--

* 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.

August



Historical Average Sales Price Rolling 12-Month Calculation

