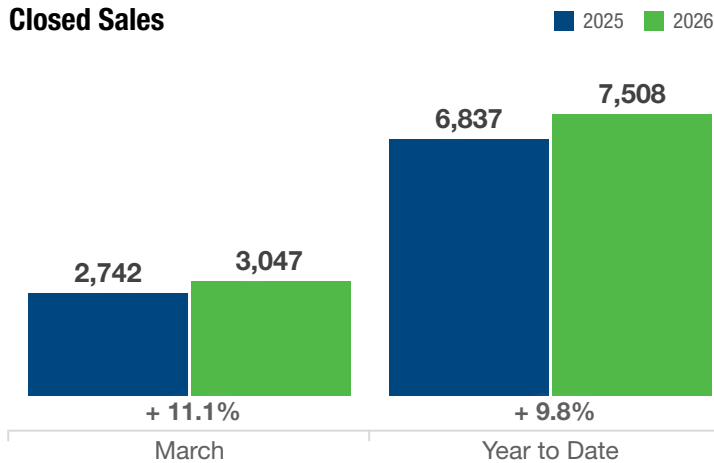


## Heartland MLS

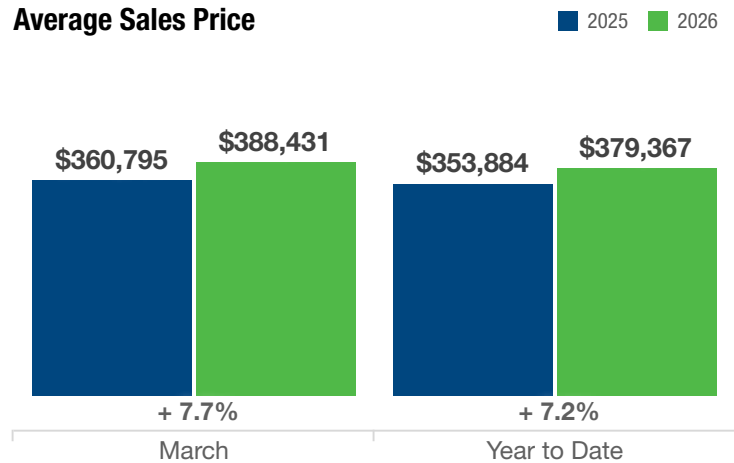
| Key Metrics                                | March     |                  |          | Year to Date |                  |          |
|--------------------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                            | 2025      | 2026             | % Change | Thru 3-2025  | Thru 3-2026      | % Change |
| Closed Sales                               | 2,742     | <b>3,047</b>     | + 11.1%  | 6,837        | <b>7,508</b>     | + 9.8%   |
| Average Sales Price*                       | \$360,795 | <b>\$388,431</b> | + 7.7%   | \$353,884    | <b>\$379,367</b> | + 7.2%   |
| Median Sales Price*                        | \$300,000 | <b>\$325,000</b> | + 8.3%   | \$300,000    | <b>\$320,000</b> | + 6.7%   |
| Days on Market Until Sale                  | 52        | <b>52</b>        | 0.0%     | 52           | <b>55</b>        | + 5.8%   |
| Percentage of Original List Price Received | 97.7%     | <b>97.5%</b>     | - 0.2%   | 96.9%        | <b>96.6%</b>     | - 0.3%   |
| Pending Sales                              | 3,639     | <b>3,601</b>     | - 1.0%   | 8,529        | <b>9,274</b>     | + 8.7%   |
| Inventory                                  | 7,278     | <b>6,946</b>     | - 4.6%   | —            | —                | —        |
| Supply                                     | 2.4       | <b>2.2</b>       | - 8.3%   | —            | —                | —        |

\* 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.

### Closed Sales

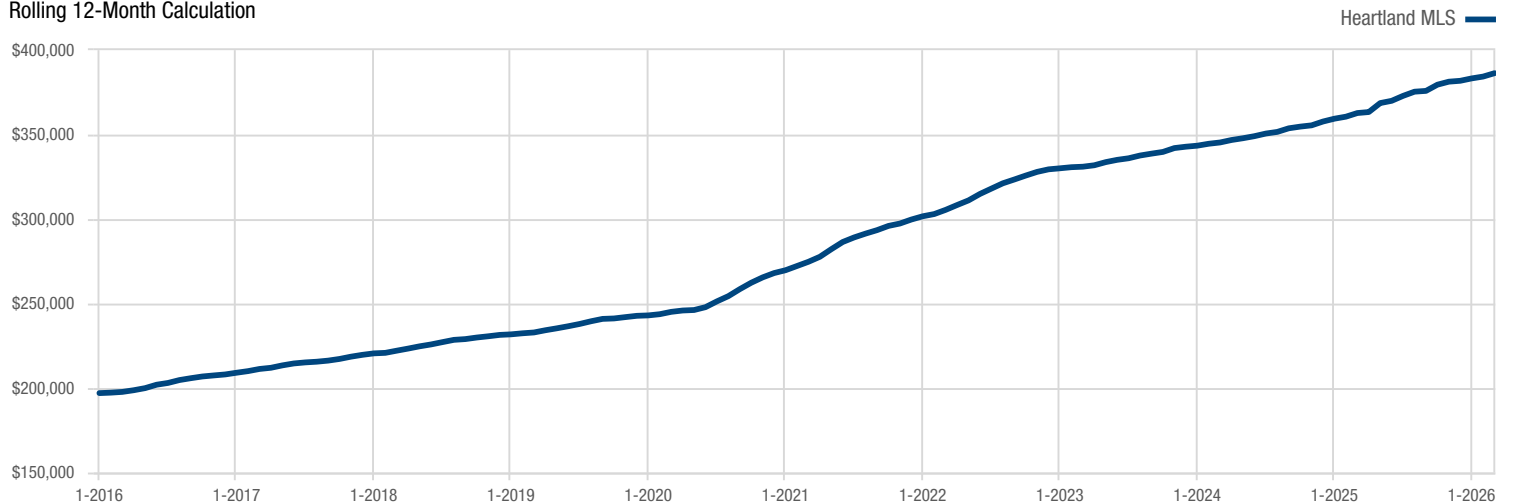


### Average Sales Price



### Average Sales Price

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.