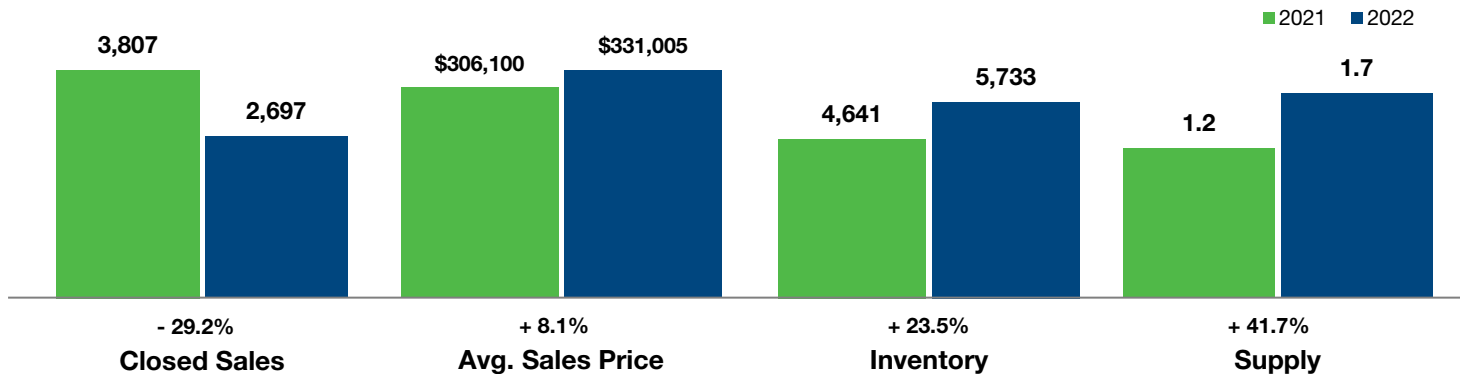


Heartland MLS

	November			Year to Date		
Key Metrics	2021	2022	Percent Change	Thru 11-2021	Thru 11-2022	Percent Change
Closed Sales	3,807	2,697	- 29.2%	42,118	37,789	- 10.3%
Average Sales Price*	\$306,100	\$331,005	+ 8.1%	\$303,991	\$336,602	+ 10.7%
Median Sales Price*	\$259,000	\$275,000	+ 6.2%	\$260,000	\$287,900	+ 10.7%
Days on Market Until Sale	23	32	+ 39.1%	23	23	0.0%
Percentage of Original List Price Received*	99.3%	97.3%	- 2.0%	101.0%	100.9%	- 0.1%
Pending Sales	3,138	2,228	- 29.0%	43,003	37,001	- 14.0%
Inventory	4,641	5,733	+ 23.5%	--	--	--
Supply	1.2	1.7	+ 41.7%	--	--	--

* 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.

November



Historical Average Sales Price Rolling 12-Month Calculation

