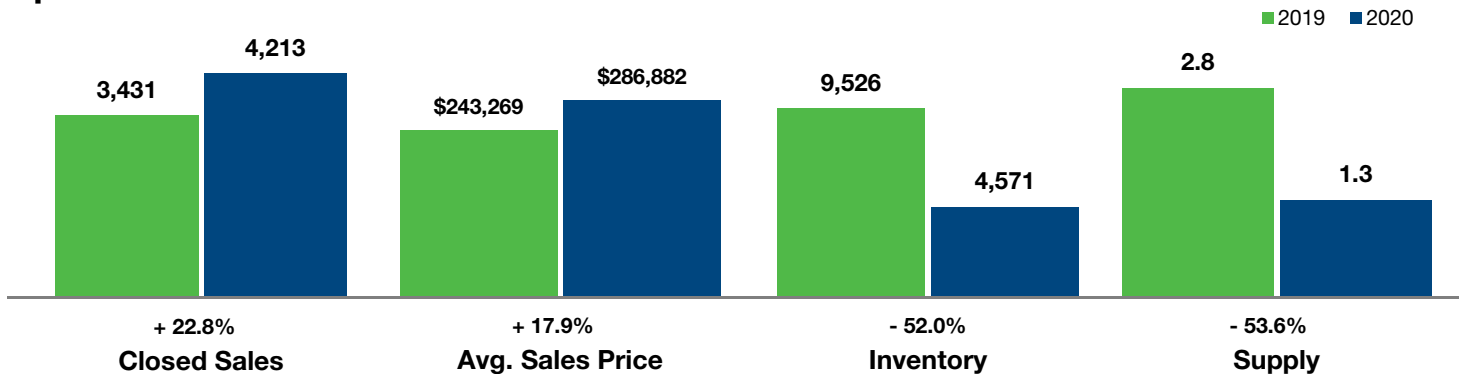


Heartland MLS

Key Metrics	September			Year to Date		
	2019	2020	Percent Change	Thru 9-2019	Thru 9-2020	Percent Change
Closed Sales	3,431	4,213	+ 22.8%	31,143	31,744	+ 1.9%
Average Sales Price*	\$243,269	\$286,882	+ 17.9%	\$247,733	\$268,373	+ 8.3%
Median Sales Price*	\$208,500	\$250,000	+ 19.9%	\$217,000	\$235,500	+ 8.5%
Days on Market Until Sale	45	36	- 20.0%	50	47	- 6.0%
Percentage of Original List Price Received*	96.3%	99.1%	+ 2.9%	97.2%	98.3%	+ 1.1%
Pending Sales	3,335	4,146	+ 24.3%	32,913	35,461	+ 7.7%
Inventory	9,526	4,571	- 52.0%	--	--	--
Supply	2.8	1.3	- 53.6%	--	--	--

* 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.

September



Historical Average Sales Price Rolling 12-Month Calculation

