

# Local Market Update – January 2021

A Research Tool Provided by Iowa Association of REALTORS®



## Heart of Iowa Regional Board of REALTORS®

Includes Franklin, Grundy, Hamilton, Hardin, Humboldt, Webster and Wright Counties

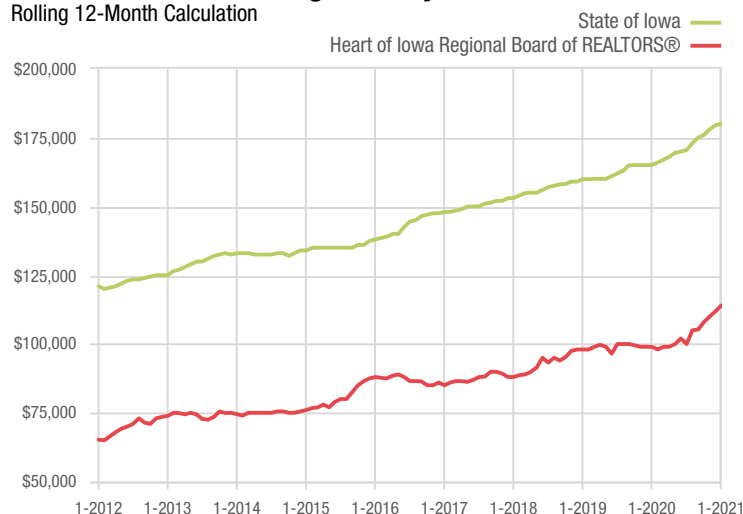
Single-Family Detached	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	95	88	- 7.4%	95	88	- 7.4%
Pending Sales	60	76	+ 26.7%	60	76	+ 26.7%
Closed Sales	64	80	+ 25.0%	64	80	+ 25.0%
Days on Market Until Sale	119	85	- 28.6%	119	85	- 28.6%
Median Sales Price*	\$83,250	<b>\$109,000</b>	+ 30.9%	\$83,250	<b>\$109,000</b>	+ 30.9%
Average Sales Price*	\$93,985	<b>\$115,034</b>	+ 22.4%	\$93,985	<b>\$115,034</b>	+ 22.4%
Percent of List Price Received*	92.7%	<b>94.5%</b>	+ 1.9%	92.7%	<b>94.5%</b>	+ 1.9%
Inventory of Homes for Sale	499	<b>310</b>	- 37.9%	—	—	—
Months Supply of Inventory	5.0	<b>2.7</b>	- 46.0%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	5	1	- 80.0%	5	1	- 80.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	18	11	- 38.9%	—	—	—
Months Supply of Inventory	8.5	6.1	- 28.2%	—	—	—

\* Does not account for seller concessions; % Change may be extreme due to small sample size.

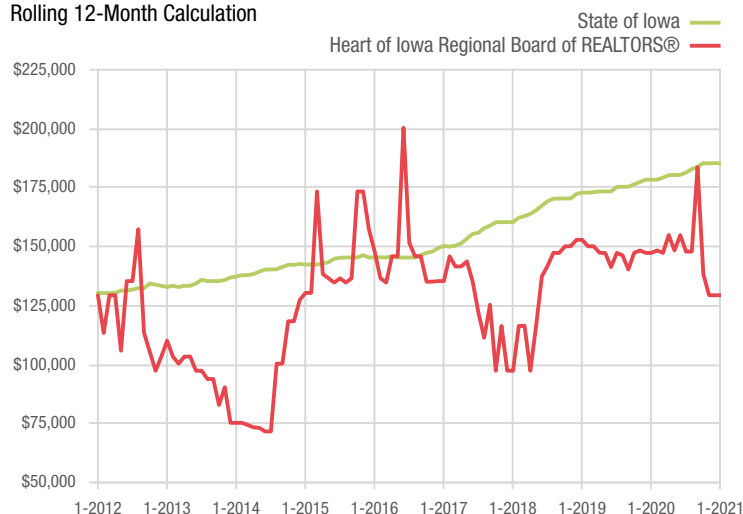
### Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



### Median Sales Price - Townhouse-Condo

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.