

Local Market Update – May 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

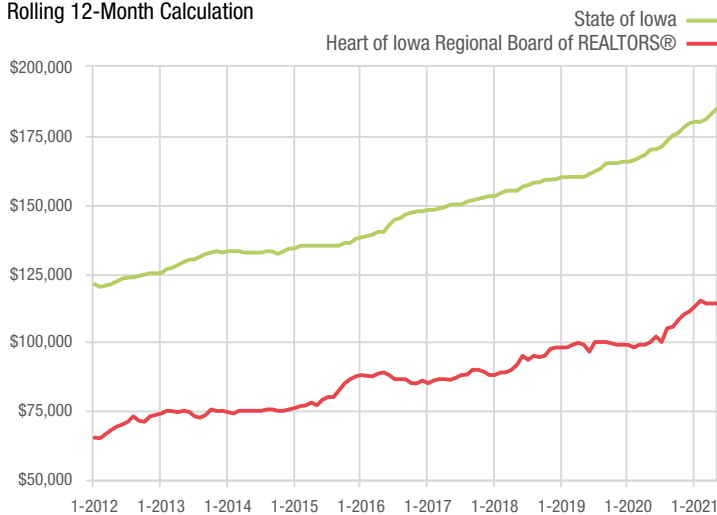
Single-Family Detached	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	150	148	- 1.3%	638	593	- 7.1%
Pending Sales	151	104	- 31.1%	512	569	+ 11.1%
Closed Sales	113	122	+ 8.0%	416	513	+ 23.3%
Days on Market Until Sale	95	76	- 20.0%	116	79	- 31.9%
Median Sales Price*	\$111,000	\$104,250	- 6.1%	\$97,800	\$107,516	+ 9.9%
Average Sales Price*	\$121,266	\$123,540	+ 1.9%	\$113,626	\$122,647	+ 7.9%
Percent of List Price Received*	94.0%	95.9%	+ 2.0%	92.6%	95.3%	+ 2.9%
Inventory of Homes for Sale	439	249	- 43.3%	—	—	—
Months Supply of Inventory	4.3	2.1	- 51.2%	—	—	—

Townhouse-Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	2	2	0.0%	14	10	- 28.6%
Pending Sales	2	3	+ 50.0%	5	11	+ 120.0%
Closed Sales	1	4	+ 300.0%	4	8	+ 100.0%
Days on Market Until Sale	4	76	+ 1,800.0%	176	146	- 17.0%
Median Sales Price*	\$147,000	\$158,250	+ 7.7%	\$188,000	\$122,500	- 34.8%
Average Sales Price*	\$147,000	\$156,625	+ 6.5%	\$174,625	\$156,500	- 10.4%
Percent of List Price Received*	96.7%	93.2%	- 3.6%	97.3%	94.6%	- 2.8%
Inventory of Homes for Sale	20	10	- 50.0%	—	—	—
Months Supply of Inventory	11.1	4.3	- 61.3%	—	—	—

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

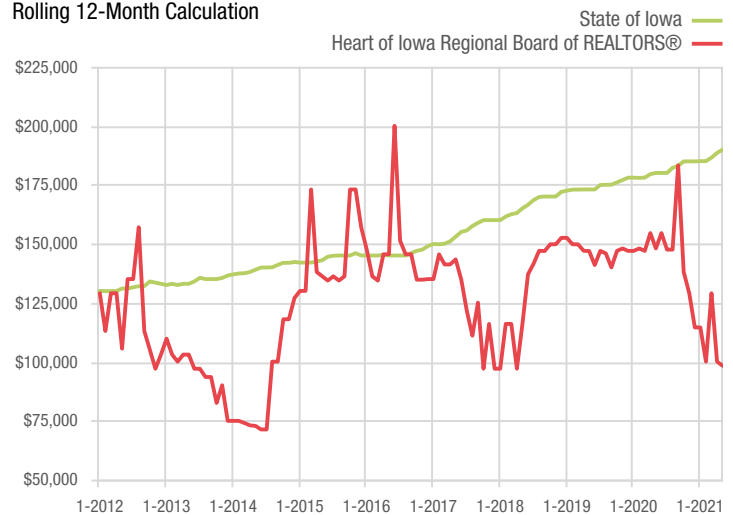
Median Sales Price - Single-Family Detached

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.