

# Local Market Update – June 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

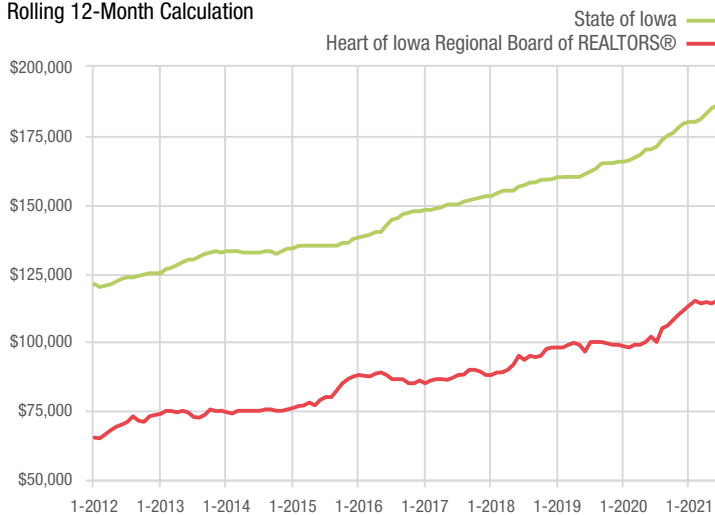
Single-Family Detached	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	152	<b>203</b>	+ 33.6%	790	<b>798</b>	+ 1.0%
Pending Sales	161	<b>119</b>	- 26.1%	673	<b>709</b>	+ 5.3%
Closed Sales	142	<b>126</b>	- 11.3%	558	<b>640</b>	+ 14.7%
Days on Market Until Sale	93	<b>59</b>	- 36.6%	110	<b>75</b>	- 31.8%
Median Sales Price*	\$112,000	<b>\$147,900</b>	+ 32.1%	\$102,500	<b>\$112,500</b>	+ 9.8%
Average Sales Price*	\$133,609	<b>\$154,013</b>	+ 15.3%	\$118,740	<b>\$128,716</b>	+ 8.4%
Percent of List Price Received*	95.5%	<b>95.9%</b>	+ 0.4%	93.4%	<b>95.4%</b>	+ 2.1%
Inventory of Homes for Sale	407	<b>299</b>	- 26.5%	—	—	—
Months Supply of Inventory	3.8	<b>2.6</b>	- 31.6%	—	—	—

Townhouse-Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	7	<b>3</b>	- 57.1%	21	<b>13</b>	- 38.1%
Pending Sales	2	<b>4</b>	+ 100.0%	7	<b>16</b>	+ 128.6%
Closed Sales	2	<b>3</b>	+ 50.0%	6	<b>11</b>	+ 83.3%
Days on Market Until Sale	117	<b>21</b>	- 82.1%	157	<b>112</b>	- 28.7%
Median Sales Price*	\$149,250	<b>\$130,000</b>	- 12.9%	\$172,750	<b>\$130,000</b>	- 24.7%
Average Sales Price*	\$149,250	<b>\$122,000</b>	- 18.3%	\$166,167	<b>\$147,091</b>	- 11.5%
Percent of List Price Received*	96.5%	<b>95.2%</b>	- 1.3%	97.1%	<b>94.8%</b>	- 2.4%
Inventory of Homes for Sale	25	<b>6</b>	- 76.0%	—	—	—
Months Supply of Inventory	13.2	<b>2.3</b>	- 82.6%	—	—	—

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

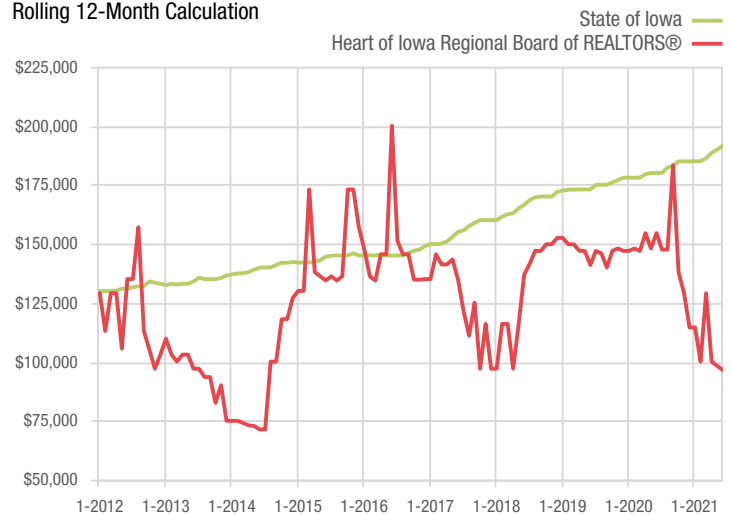
### Median Sales Price - Single-Family Detached

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.