

Local Market Update – September 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

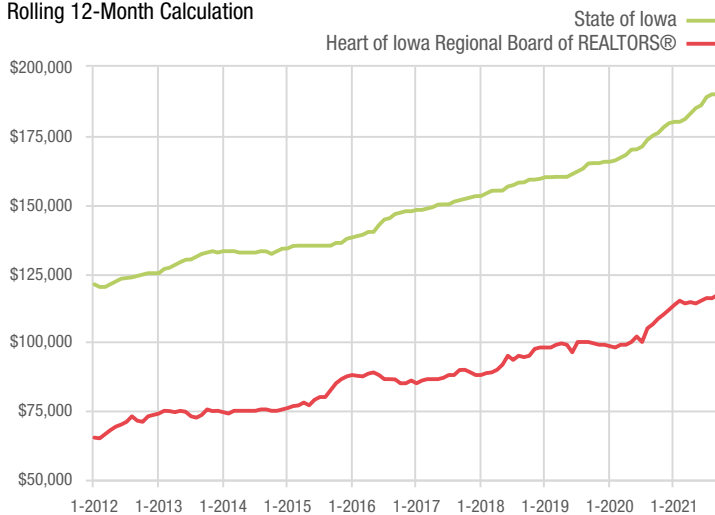
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	155	153	- 1.3%	1,237	1,272	+ 2.8%
Pending Sales	127	91	- 28.3%	1,083	1,103	+ 1.8%
Closed Sales	106	123	+ 16.0%	969	1,066	+ 10.0%
Days on Market Until Sale	71	45	- 36.6%	102	61	- 40.2%
Median Sales Price*	\$124,500	\$130,000	+ 4.4%	\$112,000	\$118,000	+ 5.4%
Average Sales Price*	\$147,283	\$147,742	+ 0.3%	\$130,936	\$134,707	+ 2.9%
Percent of List Price Received*	95.3%	96.5%	+ 1.3%	93.9%	95.9%	+ 2.1%
Inventory of Homes for Sale	362	333	- 8.0%	—	—	—
Months Supply of Inventory	3.3	2.9	- 12.1%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	3	0	- 100.0%	30	18	- 40.0%
Pending Sales	3	1	- 66.7%	16	24	+ 50.0%
Closed Sales	4	2	- 50.0%	14	21	+ 50.0%
Days on Market Until Sale	229	83	- 63.8%	174	85	- 51.1%
Median Sales Price*	\$230,000	\$165,250	- 28.2%	\$138,000	\$158,000	+ 14.5%
Average Sales Price*	\$202,375	\$165,250	- 18.3%	\$152,464	\$160,274	+ 5.1%
Percent of List Price Received*	96.9%	95.7%	- 1.2%	95.9%	95.9%	0.0%
Inventory of Homes for Sale	17	4	- 76.5%	—	—	—
Months Supply of Inventory	9.8	1.5	- 84.7%	—	—	—

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

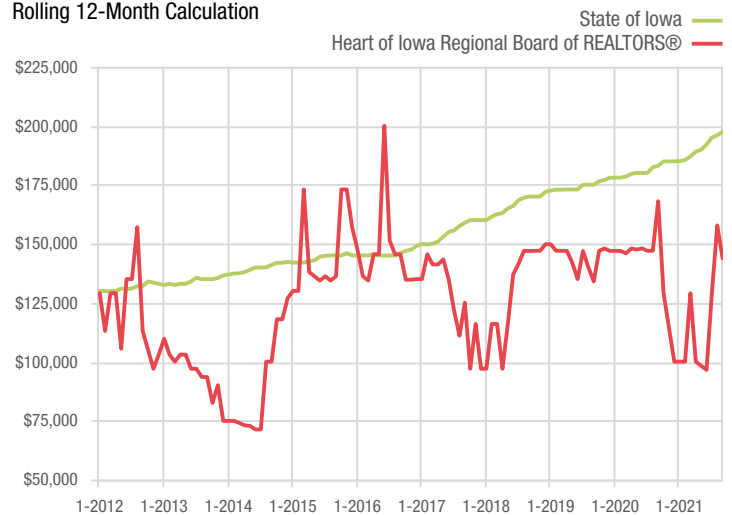
Median Sales Price - Single-Family Detached

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.