

# Local Market Update – February 2022

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

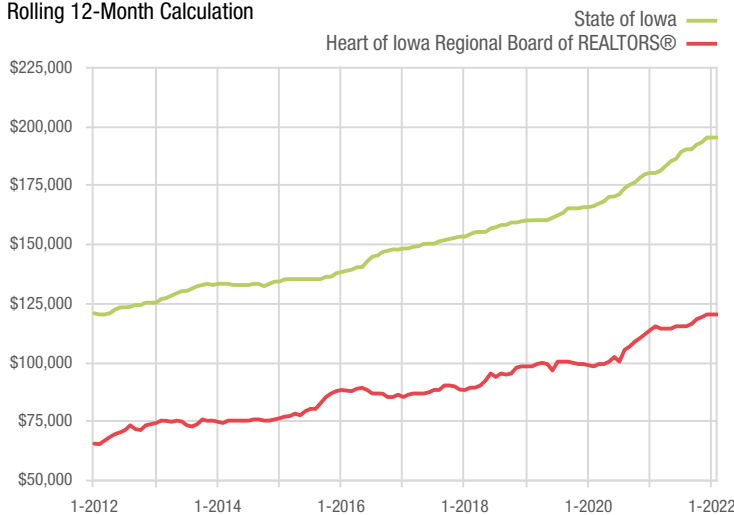
Single-Family Detached	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	75	96	+ 28.0%	165	194	+ 17.6%
Pending Sales	95	71	- 25.3%	188	160	- 14.9%
Closed Sales	66	65	- 1.5%	148	163	+ 10.1%
Days on Market Until Sale	74	46	- 37.8%	79	49	- 38.0%
Median Sales Price*	\$110,000	<b>\$98,720</b>	- 10.3%	\$109,000	<b>\$109,900</b>	+ 0.8%
Average Sales Price*	\$135,795	<b>\$123,714</b>	- 8.9%	\$123,753	<b>\$124,572</b>	+ 0.7%
Percent of List Price Received*	95.9%	<b>94.4%</b>	- 1.6%	95.1%	<b>94.1%</b>	- 1.1%
Inventory of Homes for Sale	255	<b>202</b>	- 20.8%	—	—	—
Months Supply of Inventory	2.2	<b>1.7</b>	- 22.7%	—	—	—

Townhouse-Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	2	2	0.0%	3	4	+ 33.3%
Pending Sales	3	0	- 100.0%	3	1	- 66.7%
Closed Sales	0	1	—	0	1	—
Days on Market Until Sale	—	7	—	—	7	—
Median Sales Price*	—	<b>\$223,000</b>	—	—	<b>\$223,000</b>	—
Average Sales Price*	—	<b>\$223,000</b>	—	—	<b>\$223,000</b>	—
Percent of List Price Received*	—	<b>97.0%</b>	—	—	<b>97.0%</b>	—
Inventory of Homes for Sale	13	<b>10</b>	- 23.1%	—	—	—
Months Supply of Inventory	6.8	<b>3.6</b>	- 47.1%	—	—	—

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

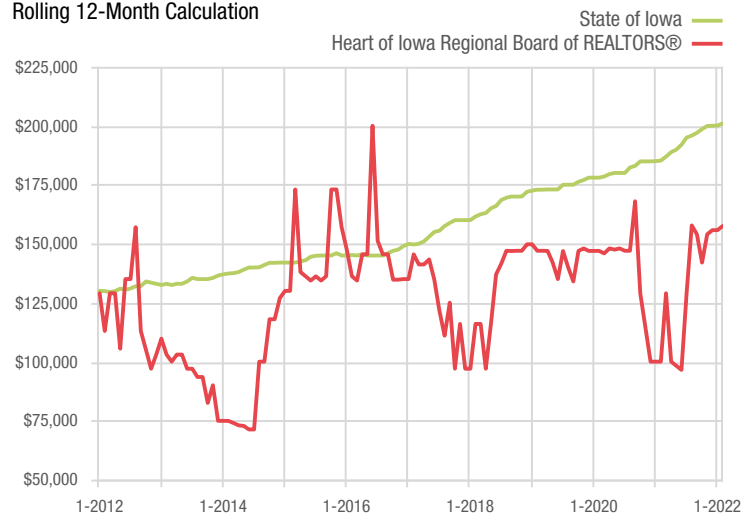
### Median Sales Price - Single-Family Detached

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.