

Local Market Update – March 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

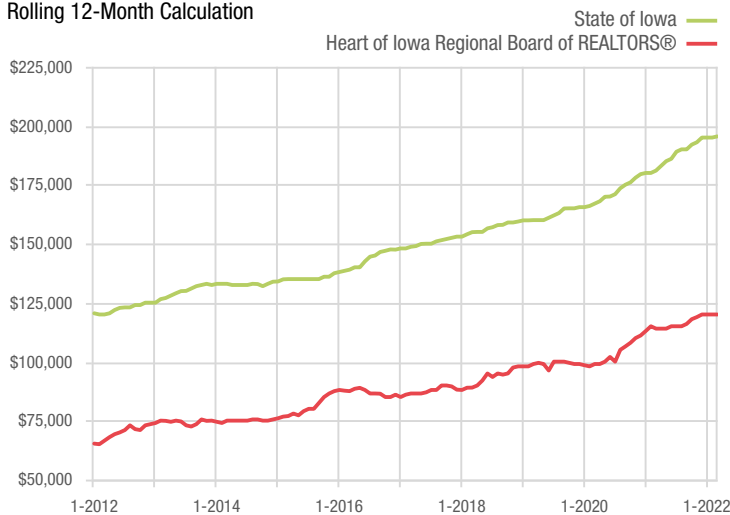
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	149	132	- 11.4%	314	326	+ 3.8%
Pending Sales	138	90	- 34.8%	326	265	- 18.7%
Closed Sales	103	88	- 14.6%	251	255	+ 1.6%
Days on Market Until Sale	81	55	- 32.1%	80	52	- 35.0%
Median Sales Price*	\$100,000	\$114,500	+ 14.5%	\$107,508	\$109,950	+ 2.3%
Average Sales Price*	\$116,606	\$135,743	+ 16.4%	\$120,808	\$128,162	+ 6.1%
Percent of List Price Received*	94.6%	95.2%	+ 0.6%	94.9%	94.5%	- 0.4%
Inventory of Homes for Sale	249	202	- 18.9%	—	—	—
Months Supply of Inventory	2.1	1.7	- 19.0%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	2	3	+ 50.0%	5	7	+ 40.0%
Pending Sales	2	2	0.0%	5	4	- 20.0%
Closed Sales	1	1	0.0%	1	2	+ 100.0%
Days on Market Until Sale	256	50	- 80.5%	256	29	- 88.7%
Median Sales Price*	\$157,500	\$200,000	+ 27.0%	\$157,500	\$211,500	+ 34.3%
Average Sales Price*	\$157,500	\$200,000	+ 27.0%	\$157,500	\$211,500	+ 34.3%
Percent of List Price Received*	95.5%	91.7%	- 4.0%	95.5%	94.4%	- 1.2%
Inventory of Homes for Sale	13	8	- 38.5%	—	—	—
Months Supply of Inventory	6.5	3.1	- 52.3%	—	—	—

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

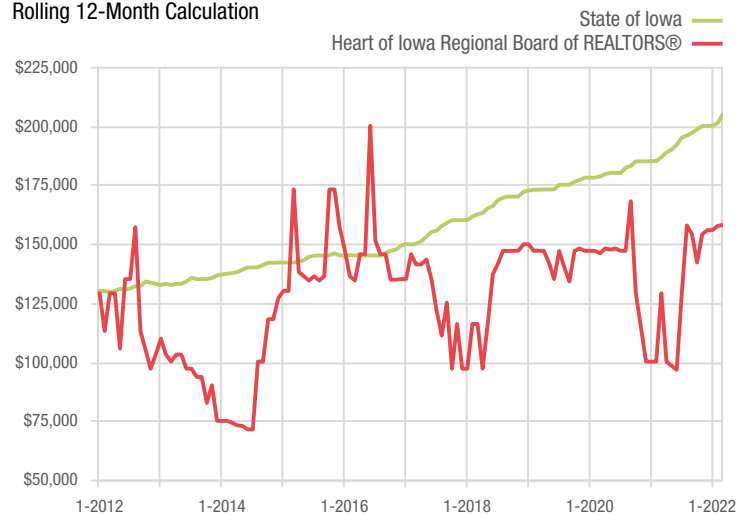
Median Sales Price - Single-Family Detached

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.