

Local Market Update – April 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

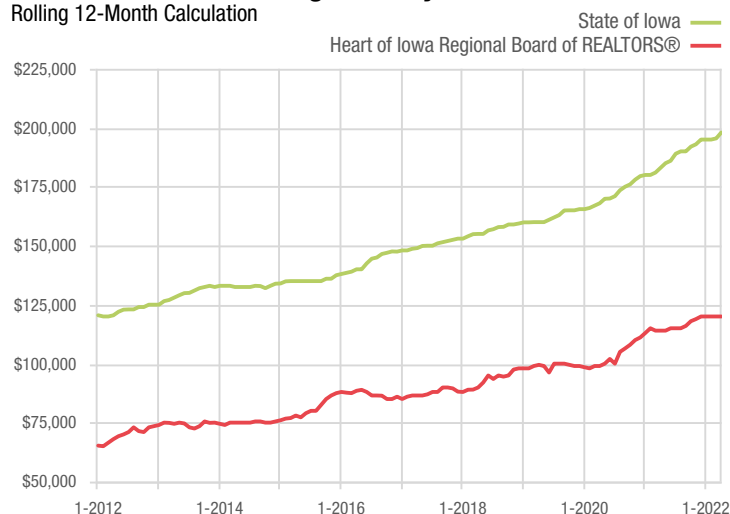
Single-Family Detached	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	135	153	+ 13.3%	449	480	+ 6.9%
Pending Sales	145	115	- 20.7%	471	390	- 17.2%
Closed Sales	143	92	- 35.7%	394	349	- 11.4%
Days on Market Until Sale	84	46	- 45.2%	81	50	- 38.3%
Median Sales Price*	\$110,250	\$119,500	+ 8.4%	\$108,000	\$114,750	+ 6.3%
Average Sales Price*	\$125,286	\$134,033	+ 7.0%	\$122,430	\$129,656	+ 5.9%
Percent of List Price Received*	95.2%	96.7%	+ 1.6%	95.0%	95.1%	+ 0.1%
Inventory of Homes for Sale	224	218	- 2.7%	—	—	—
Months Supply of Inventory	1.8	1.9	+ 5.6%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	3	2	- 33.3%	8	9	+ 12.5%
Pending Sales	3	4	+ 33.3%	8	8	0.0%
Closed Sales	3	1	- 66.7%	4	3	- 25.0%
Days on Market Until Sale	204	154	- 24.5%	217	70	- 67.7%
Median Sales Price*	\$87,500	\$78,000	- 10.9%	\$122,500	\$200,000	+ 63.3%
Average Sales Price*	\$156,000	\$78,000	- 50.0%	\$156,375	\$167,000	+ 6.8%
Percent of List Price Received*	96.2%	95.4%	- 0.8%	96.0%	94.7%	- 1.4%
Inventory of Homes for Sale	12	6	- 50.0%	—	—	—
Months Supply of Inventory	5.5	2.3	- 58.2%	—	—	—

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

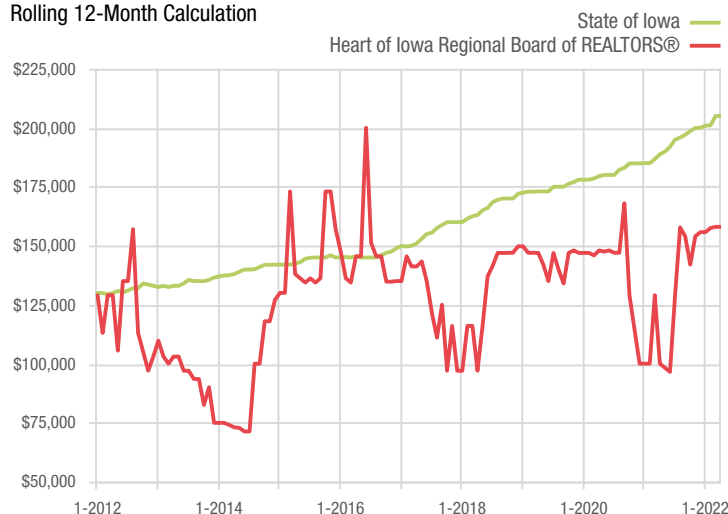
Median Sales Price - Single-Family Detached

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.