

# Local Market Update – May 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

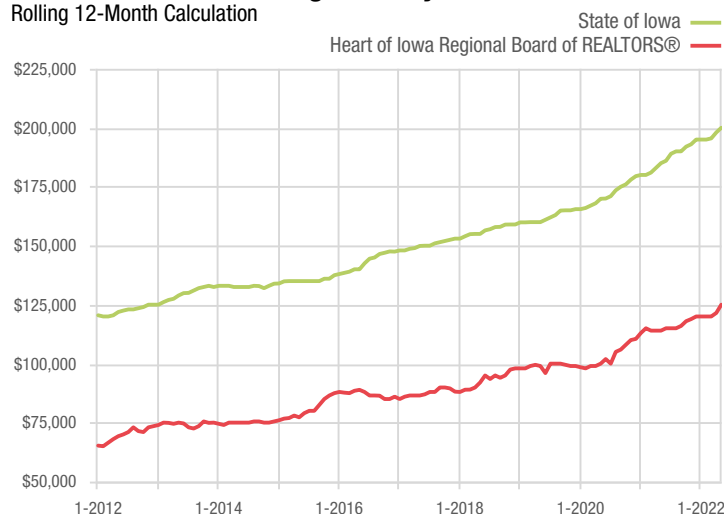
Single-Family Detached	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	151	159	+ 5.3%	600	639	+ 6.5%
Pending Sales	131	111	- 15.3%	602	517	- 14.1%
Closed Sales	123	123	0.0%	517	473	- 8.5%
Days on Market Until Sale	75	50	- 33.3%	80	50	- 37.5%
Median Sales Price*	\$103,500	\$130,000	+ 25.6%	\$107,516	\$119,950	+ 11.6%
Average Sales Price*	\$123,088	\$158,943	+ 29.1%	\$122,587	\$137,312	+ 12.0%
Percent of List Price Received*	95.9%	96.2%	+ 0.3%	95.2%	95.4%	+ 0.2%
Inventory of Homes for Sale	229	236	+ 3.1%	—	—	—
Months Supply of Inventory	1.9	2.0	+ 5.3%	—	—	—

Townhouse-Condo	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	2	2	0.0%	10	11	+ 10.0%
Pending Sales	4	0	- 100.0%	12	8	- 33.3%
Closed Sales	4	4	0.0%	8	7	- 12.5%
Days on Market Until Sale	76	43	- 43.4%	146	55	- 62.3%
Median Sales Price*	\$158,250	\$85,000	- 46.3%	\$122,500	\$90,000	- 26.5%
Average Sales Price*	\$156,625	\$94,750	- 39.5%	\$156,500	\$125,714	- 19.7%
Percent of List Price Received*	93.2%	95.5%	+ 2.5%	94.6%	95.1%	+ 0.5%
Inventory of Homes for Sale	9	7	- 22.2%	—	—	—
Months Supply of Inventory	3.8	2.8	- 26.3%	—	—	—

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

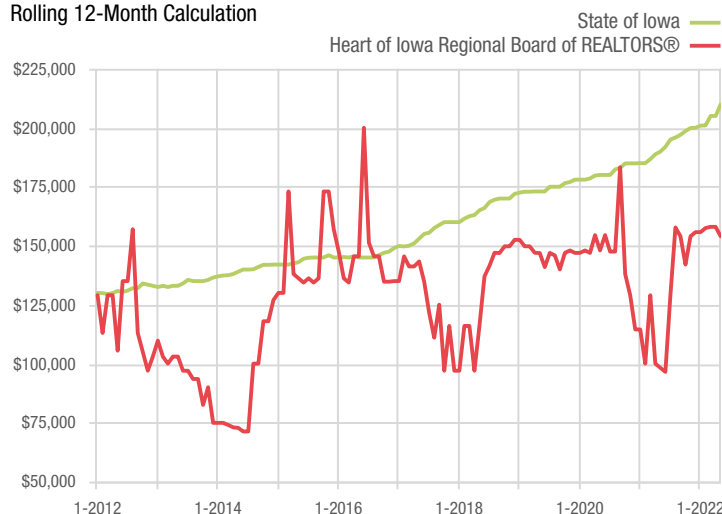
### Median Sales Price - Single-Family Detached

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.