

Local Market Update – June 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

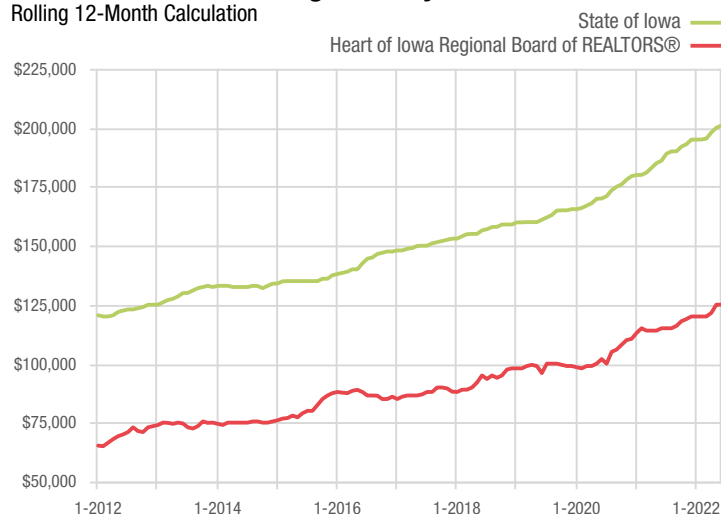
Single-Family Detached	June			Year to Date		
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	202	164	- 18.8%	802	803	+ 0.1%
Pending Sales	142	89	- 37.3%	744	627	- 15.7%
Closed Sales	132	119	- 9.8%	649	592	- 8.8%
Days on Market Until Sale	60	36	- 40.0%	76	48	- 36.8%
Median Sales Price*	\$147,100	\$150,000	+ 2.0%	\$113,500	\$127,000	+ 11.9%
Average Sales Price*	\$152,509	\$173,736	+ 13.9%	\$128,655	\$144,646	+ 12.4%
Percent of List Price Received*	95.9%	98.2%	+ 2.4%	95.4%	96.0%	+ 0.6%
Inventory of Homes for Sale	273	273	0.0%	—	—	—
Months Supply of Inventory	2.3	2.4	+ 4.3%	—	—	—

Townhouse-Condo	June			Year to Date		
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	3	4	+ 33.3%	13	15	+ 15.4%
Pending Sales	4	1	- 75.0%	16	9	- 43.8%
Closed Sales	3	1	- 66.7%	11	8	- 27.3%
Days on Market Until Sale	21	11	- 47.6%	112	49	- 56.3%
Median Sales Price*	\$130,000	\$328,500	+ 152.7%	\$130,000	\$122,000	- 6.2%
Average Sales Price*	\$122,000	\$328,500	+ 169.3%	\$147,091	\$151,063	+ 2.7%
Percent of List Price Received*	95.2%	96.9%	+ 1.8%	94.8%	95.4%	+ 0.6%
Inventory of Homes for Sale	6	10	+ 66.7%	—	—	—
Months Supply of Inventory	2.3	4.7	+ 104.3%	—	—	—

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

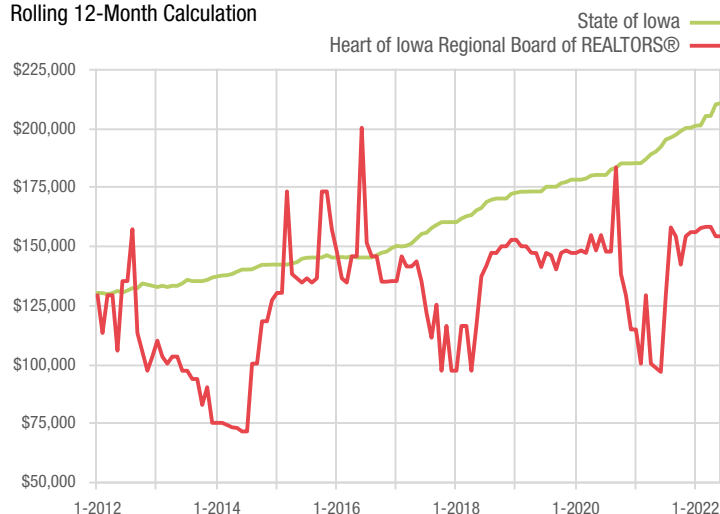
Median Sales Price - Single-Family Detached

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.