

Local Market Update – July 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

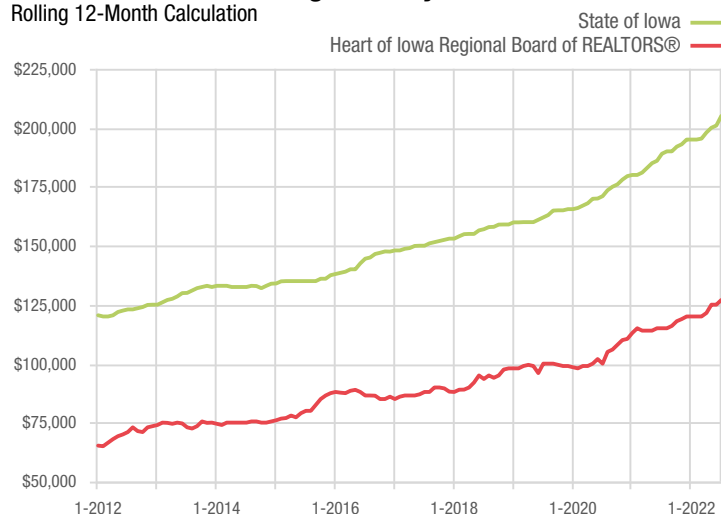
Single-Family Detached	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	149	94	- 36.9%	951	897	- 5.7%
Pending Sales	138	58	- 58.0%	882	703	- 20.3%
Closed Sales	170	58	- 65.9%	819	650	- 20.6%
Days on Market Until Sale	46	19	- 58.7%	70	45	- 35.7%
Median Sales Price*	\$124,900	\$153,250	+ 22.7%	\$115,000	\$129,900	+ 13.0%
Average Sales Price*	\$139,083	\$184,200	+ 32.4%	\$130,828	\$148,181	+ 13.3%
Percent of List Price Received*	96.8%	97.6%	+ 0.8%	95.7%	96.1%	+ 0.4%
Inventory of Homes for Sale	265	286	+ 7.9%	—	—	—
Months Supply of Inventory	2.2	2.6	+ 18.2%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	3	3	0.0%	16	18	+ 12.5%
Pending Sales	3	1	- 66.7%	19	11	- 42.1%
Closed Sales	3	1	- 66.7%	14	9	- 35.7%
Days on Market Until Sale	3	41	+ 1,266.7%	95	48	- 49.5%
Median Sales Price*	\$165,000	\$184,000	+ 11.5%	\$143,750	\$154,000	+ 7.1%
Average Sales Price*	\$148,417	\$184,000	+ 24.0%	\$147,375	\$154,722	+ 5.0%
Percent of List Price Received*	95.7%	97.6%	+ 2.0%	95.0%	95.6%	+ 0.6%
Inventory of Homes for Sale	6	11	+ 83.3%	—	—	—
Months Supply of Inventory	2.2	5.5	+ 150.0%	—	—	—

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

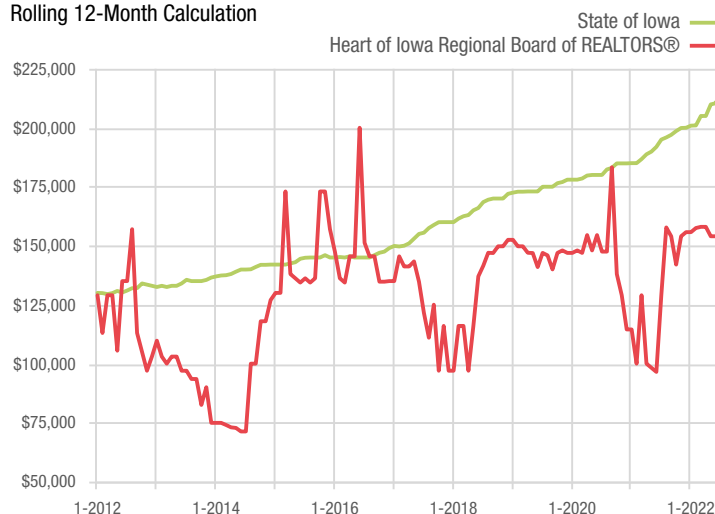
Median Sales Price - Single-Family Detached

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.