

Local Market Update – August 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

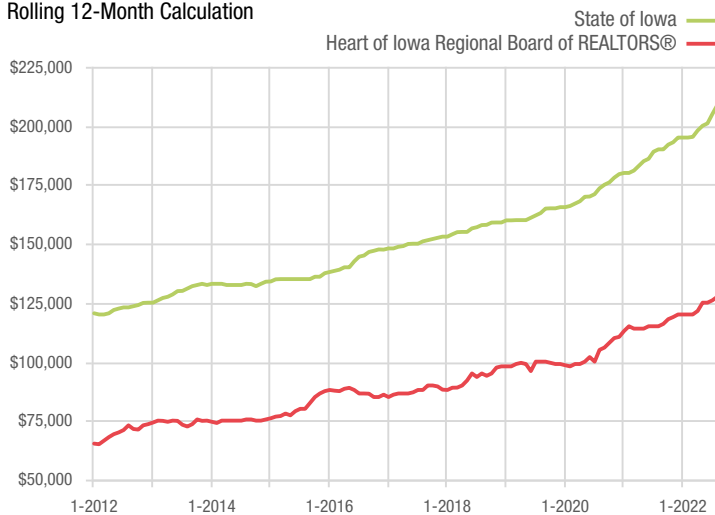
Single-Family Detached	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
New Listings	168	84	- 50.0%	1,119	982	- 12.2%
Pending Sales	134	57	- 57.5%	1,016	785	- 22.7%
Closed Sales	128	86	- 32.8%	947	738	- 22.1%
Days on Market Until Sale	28	27	- 3.6%	64	43	- 32.8%
Median Sales Price*	\$125,500	\$137,000	+ 9.2%	\$115,450	\$129,900	+ 12.5%
Average Sales Price*	\$144,204	\$158,958	+ 10.2%	\$132,641	\$149,233	+ 12.5%
Percent of List Price Received*	96.2%	97.3%	+ 1.1%	95.7%	96.2%	+ 0.5%
Inventory of Homes for Sale	289	276	- 4.5%	—	—	—
Months Supply of Inventory	2.4	2.6	+ 8.3%	—	—	—

Townhouse-Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
New Listings	2	5	+ 150.0%	18	23	+ 27.8%
Pending Sales	4	2	- 50.0%	23	13	- 43.5%
Closed Sales	5	1	- 80.0%	19	10	- 47.4%
Days on Market Until Sale	20	6	- 70.0%	85	44	- 48.2%
Median Sales Price*	\$235,000	\$121,000	- 48.5%	\$158,000	\$137,500	- 13.0%
Average Sales Price*	\$194,400	\$121,000	- 37.8%	\$159,750	\$151,350	- 5.3%
Percent of List Price Received*	98.6%	98.5%	- 0.1%	95.9%	95.9%	0.0%
Inventory of Homes for Sale	4	14	+ 250.0%	—	—	—
Months Supply of Inventory	1.4	8.0	+ 471.4%	—	—	—

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

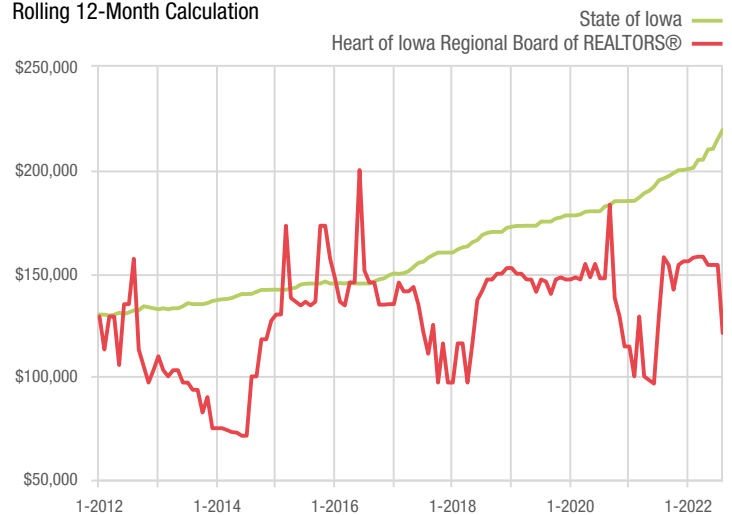
Median Sales Price - Single-Family Detached

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.