

Local Market Update – October 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

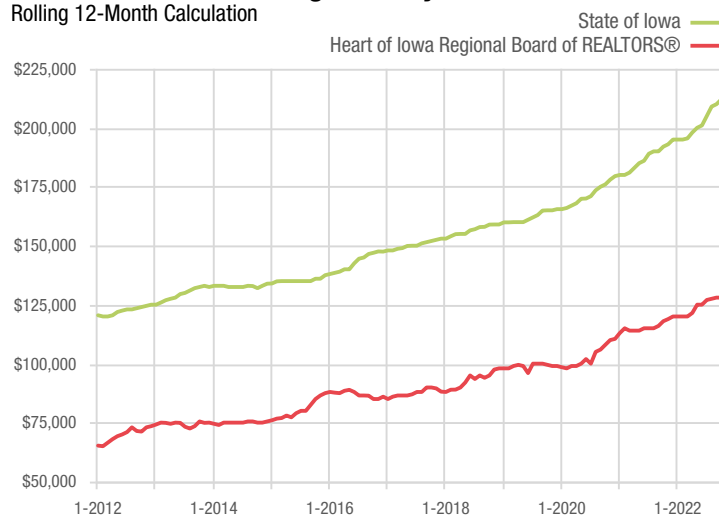
Single-Family Detached	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	150	73	- 51.3%	1,418	1,140	- 19.6%
Pending Sales	131	43	- 67.2%	1,251	917	- 26.7%
Closed Sales	117	63	- 46.2%	1,193	882	- 26.1%
Days on Market Until Sale	49	30	- 38.8%	60	42	- 30.0%
Median Sales Price*	\$127,500	\$120,000	- 5.9%	\$118,950	\$129,900	+ 9.2%
Average Sales Price*	\$139,774	\$150,051	+ 7.4%	\$134,774	\$150,416	+ 11.6%
Percent of List Price Received*	95.9%	95.7%	- 0.2%	95.8%	96.1%	+ 0.3%
Inventory of Homes for Sale	306	280	- 8.5%	—	—	—
Months Supply of Inventory	2.6	2.9	+ 11.5%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	2	2	0.0%	20	29	+ 45.0%
Pending Sales	0	2	—	24	16	- 33.3%
Closed Sales	2	2	0.0%	24	14	- 41.7%
Days on Market Until Sale	49	44	- 10.2%	79	40	- 49.4%
Median Sales Price*	\$35,500	\$206,450	+ 481.5%	\$155,750	\$169,000	+ 8.5%
Average Sales Price*	\$35,500	\$206,450	+ 481.5%	\$149,615	\$172,529	+ 15.3%
Percent of List Price Received*	83.9%	94.3%	+ 12.4%	94.9%	96.0%	+ 1.2%
Inventory of Homes for Sale	5	16	+ 220.0%	—	—	—
Months Supply of Inventory	1.8	9.0	+ 400.0%	—	—	—

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

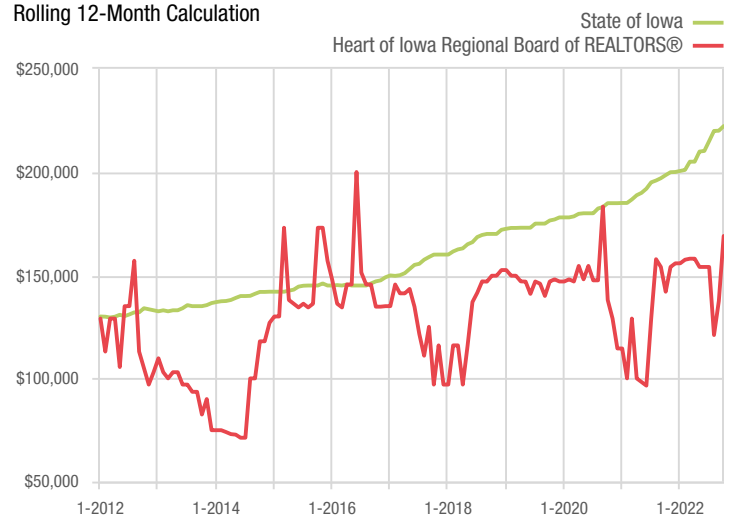
Median Sales Price - Single-Family Detached

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.