

Local Market Update – November 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

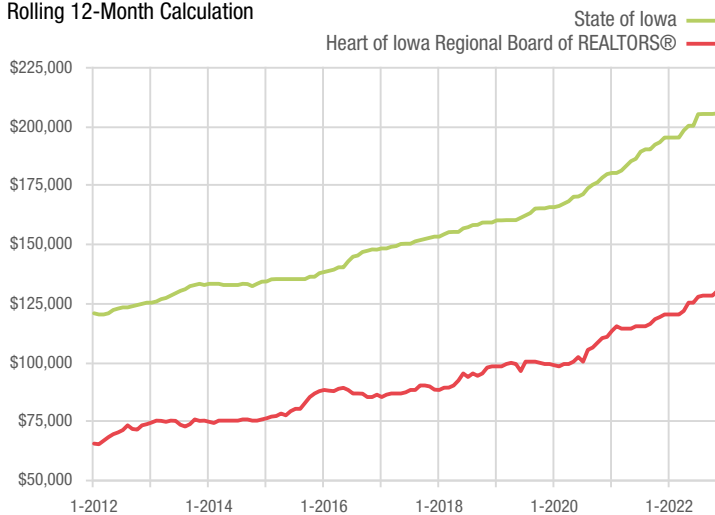
Single-Family Detached	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	117	94	- 19.7%	1,535	1,482	- 3.5%
Pending Sales	141	68	- 51.8%	1,393	1,235	- 11.3%
Closed Sales	126	122	- 3.2%	1,320	1,243	- 5.8%
Days on Market Until Sale	41	35	- 14.6%	59	40	- 32.2%
Median Sales Price*	\$122,000	\$159,950	+ 31.1%	\$119,950	\$131,000	+ 9.2%
Average Sales Price*	\$136,009	\$169,220	+ 24.4%	\$134,854	\$150,170	+ 11.4%
Percent of List Price Received*	94.4%	95.8%	+ 1.5%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale	256	290	+ 13.3%	—	—	—
Months Supply of Inventory	2.1	2.6	+ 23.8%	—	—	—

Townhouse-Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	0	1	—	20	25	+ 25.0%
Pending Sales	0	2	—	24	18	- 25.0%
Closed Sales	0	1	—	24	15	- 37.5%
Days on Market Until Sale	—	67	—	79	42	- 46.8%
Median Sales Price*	—	\$135,000	—	\$155,750	\$154,000	- 1.1%
Average Sales Price*	—	\$135,000	—	\$149,615	\$170,027	+ 13.6%
Percent of List Price Received*	—	81.9%	—	94.9%	95.0%	+ 0.1%
Inventory of Homes for Sale	4	7	+ 75.0%	—	—	—
Months Supply of Inventory	1.3	3.9	+ 200.0%	—	—	—

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

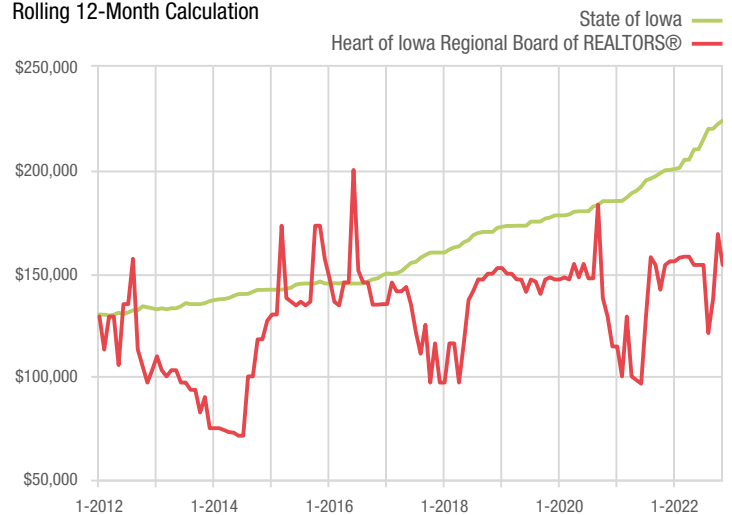
Median Sales Price - Single-Family Detached

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.