

Local Market Update – February 2023

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

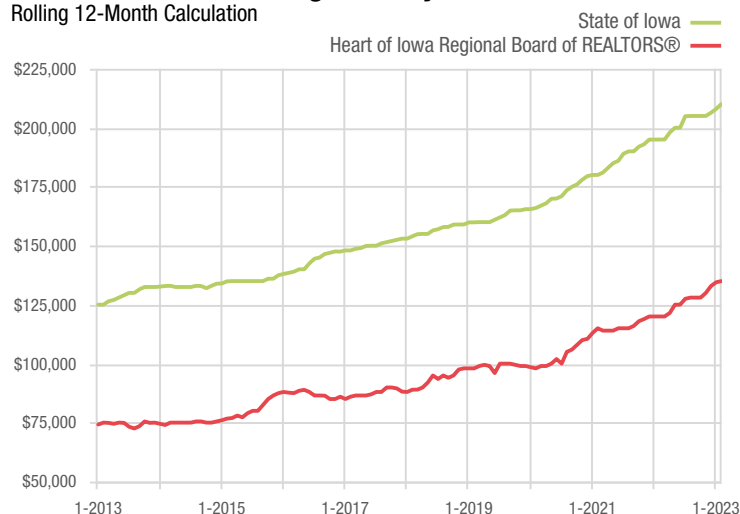
Single-Family Detached	February			Year to Date		
Key Metrics	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
New Listings	95	84	- 11.6%	190	154	- 18.9%
Pending Sales	88	53	- 39.8%	178	108	- 39.3%
Closed Sales	69	43	- 37.7%	169	108	- 36.1%
Days on Market Until Sale	50	59	+ 18.0%	50	53	+ 6.0%
Median Sales Price*	\$98,720	\$100,000	+ 1.3%	\$107,835	\$116,950	+ 8.5%
Average Sales Price*	\$131,158	\$117,774	- 10.2%	\$127,335	\$124,832	- 2.0%
Percent of List Price Received*	94.5%	89.5%	- 5.3%	94.2%	91.5%	- 2.9%
Inventory of Homes for Sale	183	225	+ 23.0%	—	—	—
Months Supply of Inventory	1.5	2.2	+ 46.7%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
New Listings	1	0	- 100.0%	3	0	- 100.0%
Pending Sales	1	1	0.0%	2	3	+ 50.0%
Closed Sales	1	1	0.0%	1	3	+ 200.0%
Days on Market Until Sale	7	121	+ 1,628.6%	7	114	+ 1,528.6%
Median Sales Price*	\$223,000	\$84,500	- 62.1%	\$223,000	\$84,500	- 62.1%
Average Sales Price*	\$223,000	\$84,500	- 62.1%	\$223,000	\$144,833	- 35.1%
Percent of List Price Received*	97.0%	100.0%	+ 3.1%	97.0%	94.8%	- 2.3%
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	1.6	1.1	- 31.3%	—	—	—

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

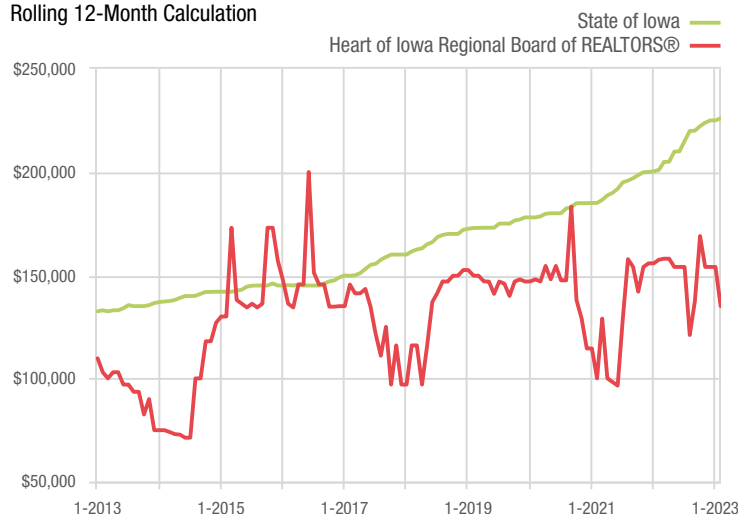
Median Sales Price - Single-Family Detached

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.