

Local Market Update – March 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

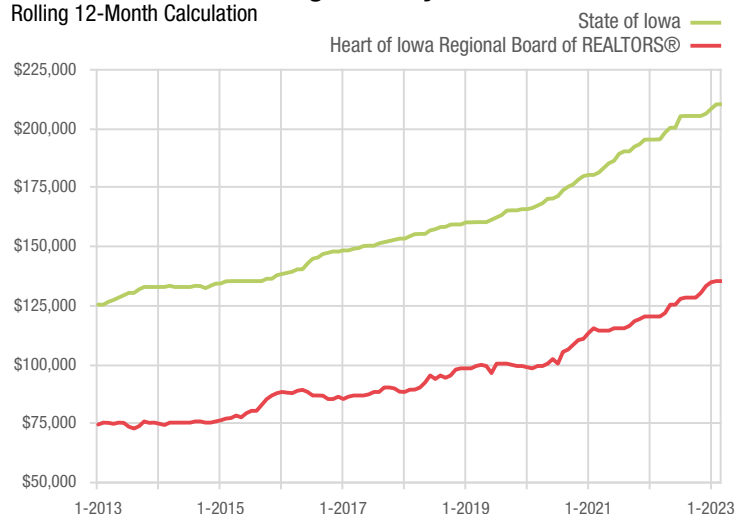
| Single-Family Detached | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 3-2022 | Thru 3-2023 | % Change |
| New Listings | 127 | 116 | - 8.7% | 317 | 271 | - 14.5% |
| Pending Sales | 104 | 86 | - 17.3% | 282 | 210 | - 25.5% |
| Closed Sales | 89 | 72 | - 19.1% | 258 | 182 | - 29.5% |
| Days on Market Until Sale | 55 | 64 | + 16.4% | 52 | 57 | + 9.6% |
| Median Sales Price* | \$114,750 | \$125,000 | + 8.9% | \$110,000 | \$123,000 | + 11.8% |
| Average Sales Price* | \$135,608 | \$137,438 | + 1.3% | \$130,168 | \$129,248 | - 0.7% |
| Percent of List Price Received* | 95.2% | 93.5% | - 1.8% | 94.5% | 92.3% | - 2.3% |
| Inventory of Homes for Sale | 174 | 234 | + 34.5% | — | — | — |
| Months Supply of Inventory | 1.4 | 2.3 | + 64.3% | — | — | — |

| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 3-2022 | Thru 3-2023 | % Change |
| New Listings | 3 | 4 | + 33.3% | 6 | 4 | - 33.3% |
| Pending Sales | 2 | 2 | 0.0% | 4 | 6 | + 50.0% |
| Closed Sales | 1 | 2 | + 100.0% | 2 | 5 | + 150.0% |
| Days on Market Until Sale | 50 | 112 | + 124.0% | 29 | 113 | + 289.7% |
| Median Sales Price* | \$200,000 | \$100,450 | - 49.8% | \$211,500 | \$84,500 | - 60.0% |
| Average Sales Price* | \$200,000 | \$100,450 | - 49.8% | \$211,500 | \$127,080 | - 39.9% |
| Percent of List Price Received* | 91.7% | 96.9% | + 5.7% | 94.4% | 95.7% | + 1.4% |
| Inventory of Homes for Sale | 4 | 3 | - 25.0% | — | — | — |
| Months Supply of Inventory | 1.6 | 1.5 | - 6.3% | — | — | — |

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

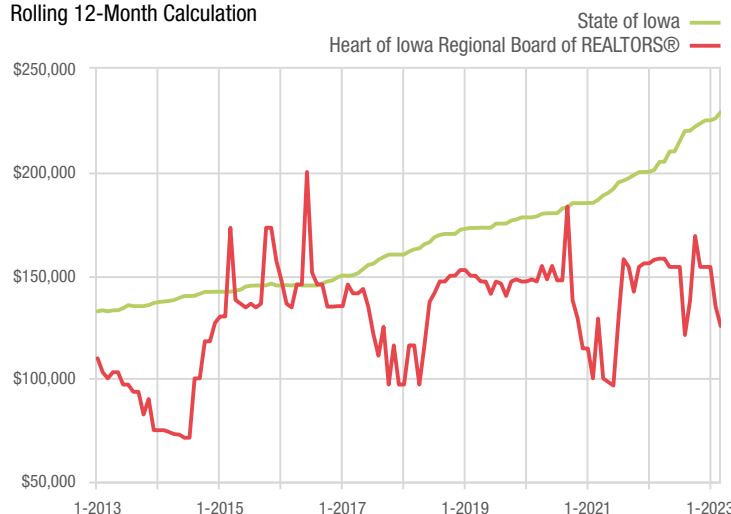
Median Sales Price - Single-Family Detached

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.