

Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



Henry County

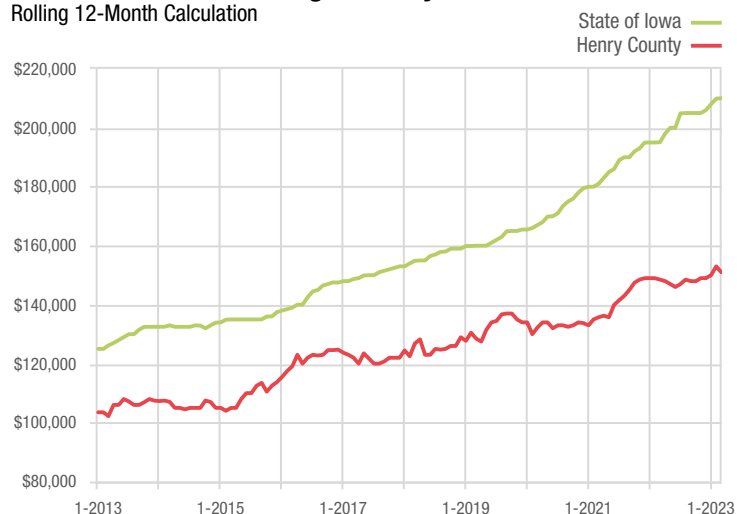
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	59	53	- 10.2%	123	100	- 18.7%
Pending Sales	57	46	- 19.3%	137	111	- 19.0%
Closed Sales	47	32	- 31.9%	125	87	- 30.4%
Days on Market Until Sale	31	71	+ 129.0%	34	47	+ 38.2%
Median Sales Price*	\$139,700	\$127,600	- 8.7%	\$131,975	\$143,000	+ 8.4%
Average Sales Price*	\$183,085	\$143,647	- 21.5%	\$152,965	\$161,044	+ 5.3%
Percent of List Price Received*	98.4%	96.7%	- 1.7%	97.6%	96.4%	- 1.2%
Inventory of Homes for Sale	48	52	+ 8.3%	—	—	—
Months Supply of Inventory	0.9	1.1	+ 22.2%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	2	1	- 50.0%	2	1	- 50.0%
Pending Sales	2	1	- 50.0%	3	2	- 33.3%
Closed Sales	0	0	0.0%	1	1	0.0%
Days on Market Until Sale	—	—	—	20	96	+ 380.0%
Median Sales Price*	—	—	—	\$150,000	\$213,000	+ 42.0%
Average Sales Price*	—	—	—	\$150,000	\$213,000	+ 42.0%
Percent of List Price Received*	—	—	—	100.0%	99.1%	- 0.9%
Inventory of Homes for Sale	2	1	- 50.0%	—	—	—
Months Supply of Inventory	1.4	0.8	- 42.9%	—	—	—

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

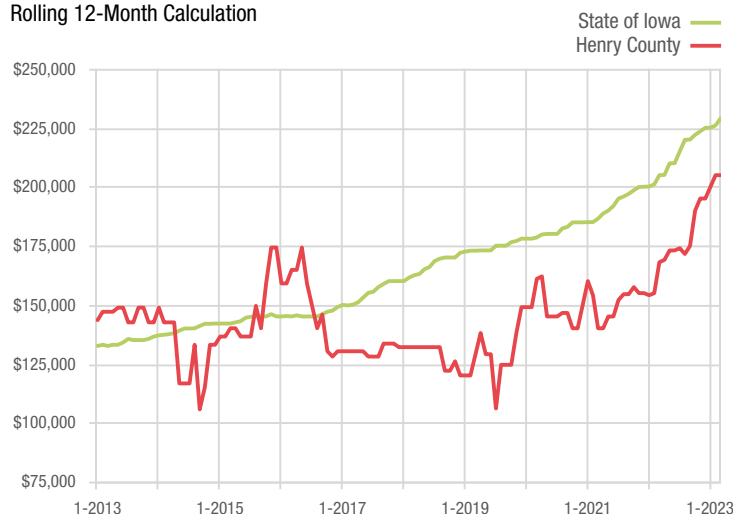
Median Sales Price - Single-Family Detached

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.