

Local Market Update – April 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

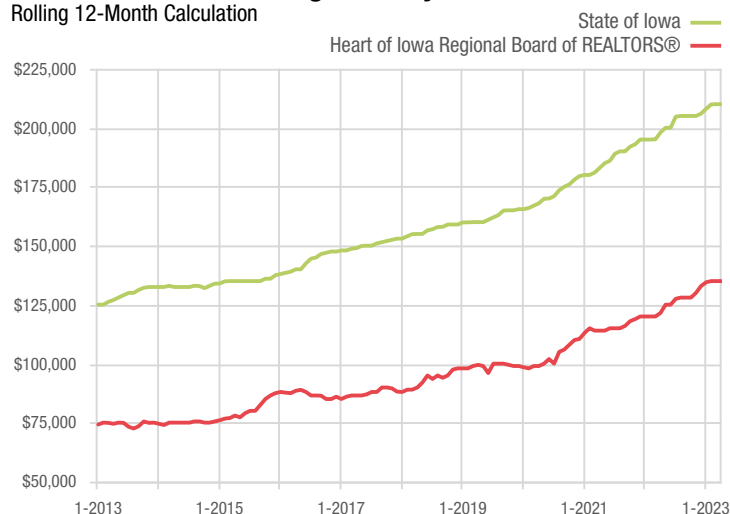
Single-Family Detached	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	141	114	- 19.1%	458	382	- 16.6%
Pending Sales	131	84	- 35.9%	413	318	- 23.0%
Closed Sales	93	84	- 9.7%	351	269	- 23.4%
Days on Market Until Sale	46	52	+ 13.0%	50	56	+ 12.0%
Median Sales Price*	\$120,000	\$132,000	+ 10.0%	\$115,000	\$125,000	+ 8.7%
Average Sales Price*	\$134,172	\$147,593	+ 10.0%	\$131,232	\$134,641	+ 2.6%
Percent of List Price Received*	96.6%	95.6%	- 1.0%	95.1%	93.3%	- 1.9%
Inventory of Homes for Sale	171	223	+ 30.4%	—	—	—
Months Supply of Inventory	1.4	2.2	+ 57.1%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	2	2	0.0%	8	6	- 25.0%
Pending Sales	4	2	- 50.0%	8	8	0.0%
Closed Sales	1	1	0.0%	3	6	+ 100.0%
Days on Market Until Sale	154	2	- 98.7%	70	95	+ 35.7%
Median Sales Price*	\$78,000	\$64,000	- 17.9%	\$200,000	\$79,750	- 60.1%
Average Sales Price*	\$78,000	\$64,000	- 17.9%	\$167,000	\$116,567	- 30.2%
Percent of List Price Received*	95.4%	100.0%	+ 4.8%	94.7%	96.4%	+ 1.8%
Inventory of Homes for Sale	2	3	+ 50.0%	—	—	—
Months Supply of Inventory	0.8	1.7	+ 112.5%	—	—	—

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

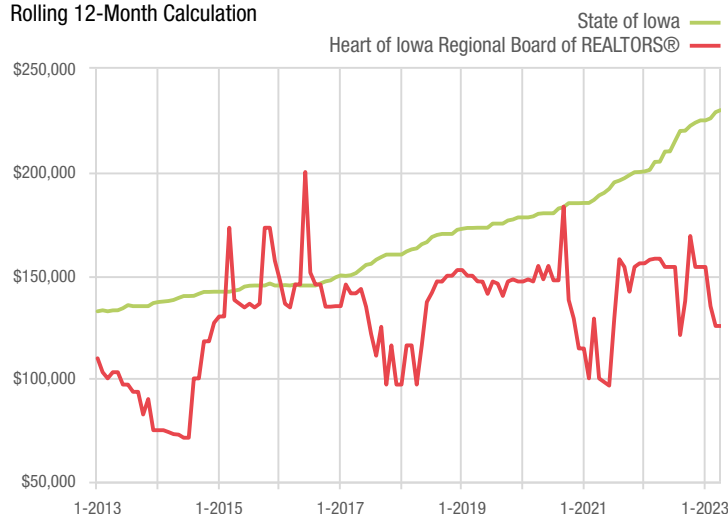
Median Sales Price - Single-Family Detached

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.