

Local Market Update – June 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

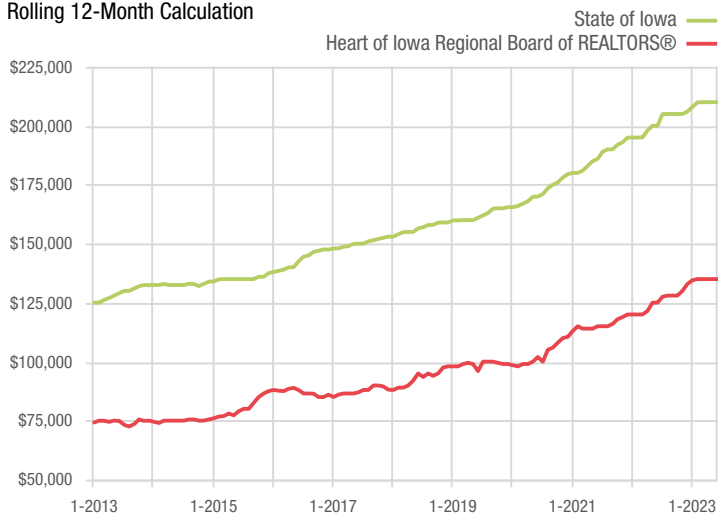
Single-Family Detached	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	167	137	- 18.0%	775	655	- 15.5%
Pending Sales	117	104	- 11.1%	658	549	- 16.6%
Closed Sales	135	114	- 15.6%	611	481	- 21.3%
Days on Market Until Sale	36	38	+ 5.6%	47	49	+ 4.3%
Median Sales Price*	\$150,000	\$152,950	+ 2.0%	\$127,250	\$134,000	+ 5.3%
Average Sales Price*	\$168,546	\$170,647	+ 1.2%	\$144,964	\$146,313	+ 0.9%
Percent of List Price Received*	97.8%	96.0%	- 1.8%	95.9%	94.7%	- 1.3%
Inventory of Homes for Sale	212	239	+ 12.7%	—	—	—
Months Supply of Inventory	1.8	2.4	+ 33.3%	—	—	—

Townhouse-Condo	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	1	4	+ 300.0%	10	12	+ 20.0%
Pending Sales	1	0	- 100.0%	9	10	+ 11.1%
Closed Sales	1	2	+ 100.0%	8	11	+ 37.5%
Days on Market Until Sale	11	11	0.0%	49	73	+ 49.0%
Median Sales Price*	\$328,500	\$209,950	- 36.1%	\$122,000	\$125,900	+ 3.2%
Average Sales Price*	\$328,500	\$209,950	- 36.1%	\$151,063	\$152,118	+ 0.7%
Percent of List Price Received*	96.9%	98.5%	+ 1.7%	95.4%	96.3%	+ 0.9%
Inventory of Homes for Sale	2	7	+ 250.0%	—	—	—
Months Supply of Inventory	0.9	3.7	+ 311.1%	—	—	—

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

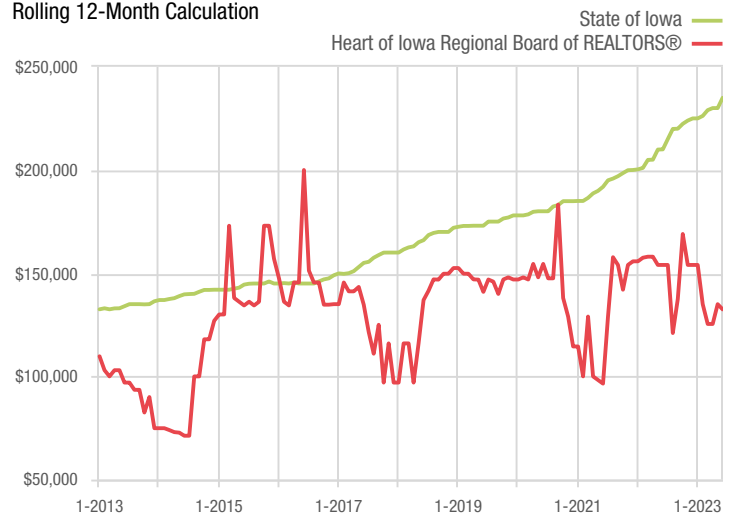
Median Sales Price - Single-Family Detached

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.