

Heart of Iowa Regional Board of REALTORS®

Includes Franklin, Grundy, Hamilton, Hardin, Humboldt, Webster and Wright Counties

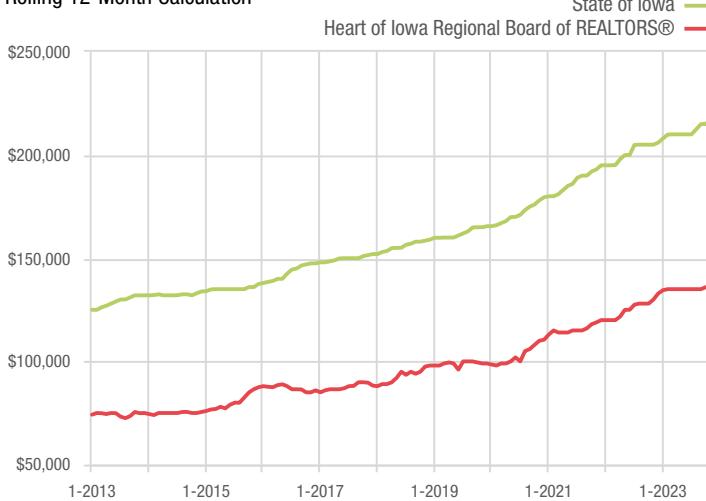
Single-Family Detached		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		61	88	+ 44.3%	1,467	1,357	- 7.5%
Pending Sales		58	51	- 12.1%	1,304	1,119	- 14.2%
Closed Sales		90	85	- 5.6%	1,338	1,125	- 15.9%
Days on Market Until Sale		41	58	+ 41.5%	40	45	+ 12.5%
Median Sales Price*		\$135,000	\$137,500	+ 1.9%	\$132,900	\$136,250	+ 2.5%
Average Sales Price*		\$144,859	\$153,771	+ 6.2%	\$149,810	\$154,792	+ 3.3%
Percent of List Price Received*		93.4%	92.8%	- 0.6%	95.6%	94.8%	- 0.8%
Inventory of Homes for Sale		180	284	+ 57.8%	—	—	—
Months Supply of Inventory		1.7	3.0	+ 76.5%	—	—	—

Townhouse-Condo		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		1	0	- 100.0%	26	20	- 23.1%
Pending Sales		0	3	—	18	20	+ 11.1%
Closed Sales		2	1	- 50.0%	17	18	+ 5.9%
Days on Market Until Sale		11	62	+ 463.6%	38	65	+ 71.1%
Median Sales Price*		\$143,500	\$120,000	- 16.4%	\$154,000	\$122,950	- 20.2%
Average Sales Price*		\$143,500	\$120,000	- 16.4%	\$166,906	\$144,850	- 13.2%
Percent of List Price Received*		98.4%	96.1%	- 2.3%	95.4%	96.1%	+ 0.7%
Inventory of Homes for Sale		6	2	- 66.7%	—	—	—
Months Supply of Inventory		3.3	1.1	- 66.7%	—	—	—

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

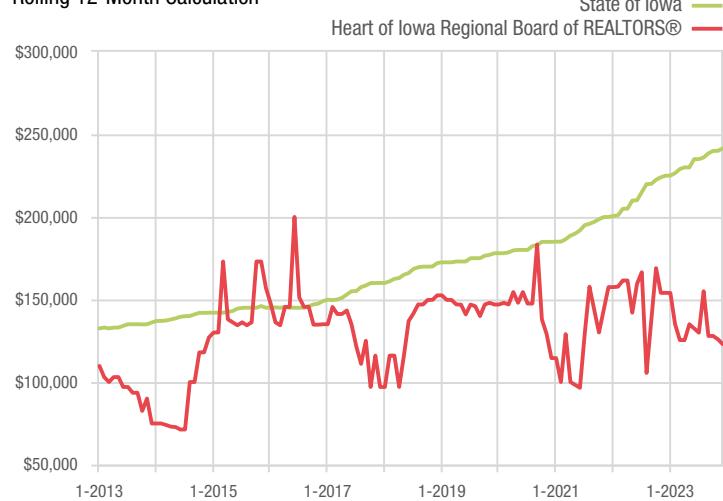
Median Sales Price - Single-Family Detached

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.