

Heart of Iowa Regional Board of REALTORS®

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

| Single-Family Detached | January | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2023 | 2024 | % Change | Thru 1-2023 | Thru 1-2024 | % Change |
| New Listings | 66 | 78 | + 18.2% | 66 | 78 | + 18.2% |
| Pending Sales | 56 | 57 | + 1.8% | 56 | 57 | + 1.8% |
| Closed Sales | 66 | 61 | - 7.6% | 66 | 61 | - 7.6% |
| Days on Market Until Sale | 49 | 67 | + 36.7% | 49 | 67 | + 36.7% |
| Median Sales Price* | \$124,000 | \$129,900 | + 4.8% | \$124,000 | \$129,900 | + 4.8% |
| Average Sales Price* | \$128,069 | \$148,124 | + 15.7% | \$128,069 | \$148,124 | + 15.7% |
| Percent of List Price Received* | 92.9% | 93.7% | + 0.9% | 92.9% | 93.7% | + 0.9% |
| Inventory of Homes for Sale | 178 | 265 | + 48.9% | — | — | — |
| Months Supply of Inventory | 1.7 | 2.8 | + 64.7% | — | — | — |

| Townhouse-Condo | January | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2023 | 2024 | % Change | Thru 1-2023 | Thru 1-2024 | % Change |
| New Listings | 1 | 6 | + 500.0% | 1 | 6 | + 500.0% |
| Pending Sales | 2 | 0 | - 100.0% | 2 | 0 | - 100.0% |
| Closed Sales | 2 | 1 | - 50.0% | 2 | 1 | - 50.0% |
| Days on Market Until Sale | 110 | 0 | - 100.0% | 110 | 0 | - 100.0% |
| Median Sales Price* | \$175,000 | \$325,000 | + 85.7% | \$175,000 | \$325,000 | + 85.7% |
| Average Sales Price* | \$175,000 | \$325,000 | + 85.7% | \$175,000 | \$325,000 | + 85.7% |
| Percent of List Price Received* | 92.3% | 100.0% | + 8.3% | 92.3% | 100.0% | + 8.3% |
| Inventory of Homes for Sale | 5 | 8 | + 60.0% | — | — | — |
| Months Supply of Inventory | 2.6 | 4.4 | + 69.2% | — | — | — |

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

