Local Market Update – January 2024A 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		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%		_	_		

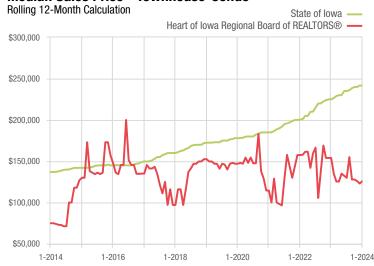
Townhouse-Condo		January			Year to Date			
Key Metrics	2023	2024	% Change	Thru 1-2023	Thru 1-2024	% Change		
New Listings	1	6	+ 500.0%	1	6	+ 500.0%		
Pending Sales	2	0	- 100.0%	2	0	- 100.0%		
Closed Sales	2	1	- 50.0%	2	1	- 50.0%		
Days on Market Until Sale	110	0	- 100.0%	110	0	- 100.0%		
Median Sales 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.

Median Sales Price - Single-Family Detached Rolling 12-Month Calculation

State of Iowa -Heart of Iowa Regional Board of REALTORS® \$250,000 \$200,000 \$150,000 \$100,000 1-2014 1-2016 1-2018 1-2020 1-2022 1-2024

Median Sales Price - Townhouse-Condo



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.