

## Heart of Iowa Regional Board of REALTORS®

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

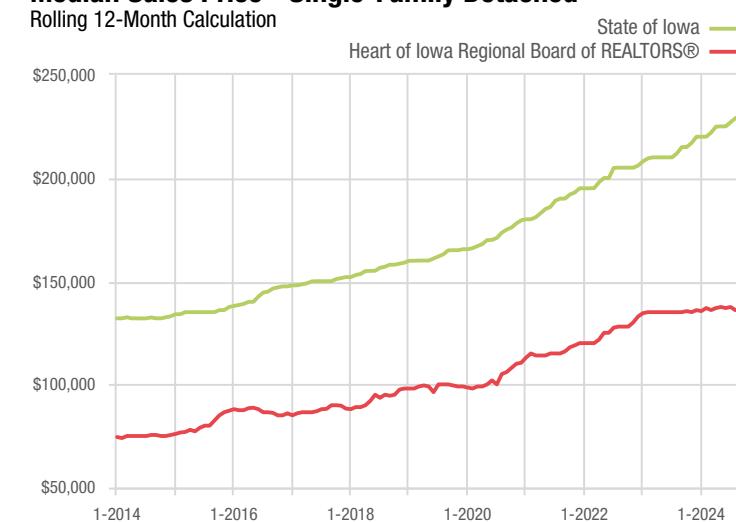
Single-Family Detached		September			Year to Date		
Key Metrics		2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
New Listings	98	142	+ 44.9%	1,051	1,131	+ 7.6%	
Pending Sales	89	76	- 14.6%	891	921	+ 3.4%	
Closed Sales	101	91	- 9.9%	840	893	+ 6.3%	
Days on Market Until Sale	33	42	+ 27.3%	43	55	+ 27.9%	
Median Sales Price*	\$134,000	<b>\$147,000</b>	+ 9.7%	\$135,000	<b>\$135,888</b>	+ 0.7%	
Average Sales Price*	\$145,900	<b>\$166,990</b>	+ 14.5%	\$153,558	<b>\$151,849</b>	- 1.1%	
Percent of List Price Received*	95.3%	<b>95.8%</b>	+ 0.5%	95.1%	<b>94.7%</b>	- 0.4%	
Inventory of Homes for Sale	792	<b>378</b>	- 52.3%	—	—	—	
Months Supply of Inventory	8.4	<b>3.9</b>	- 53.6%	—	—	—	

Townhouse-Condo		September			Year to Date		
Key Metrics		2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
New Listings	0	<b>2</b>	—	15	<b>34</b>	+ 126.7%	
Pending Sales	0	<b>1</b>	—	15	<b>11</b>	- 26.7%	
Closed Sales	2	<b>1</b>	- 50.0%	16	<b>7</b>	- 56.3%	
Days on Market Until Sale	59	<b>136</b>	+ 130.5%	64	<b>66</b>	+ 3.1%	
Median Sales Price*	\$49,500	<b>\$215,000</b>	+ 334.3%	\$127,900	<b>\$215,000</b>	+ 68.1%	
Average Sales Price*	\$49,500	<b>\$215,000</b>	+ 334.3%	\$156,081	<b>\$212,257</b>	+ 36.0%	
Percent of List Price Received*	94.6%	<b>97.8%</b>	+ 3.4%	96.1%	<b>98.6%</b>	+ 2.6%	
Inventory of Homes for Sale	16	<b>17</b>	+ 6.3%	—	—	—	
Months Supply of Inventory	8.4	<b>8.5</b>	+ 1.2%	—	—	—	

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

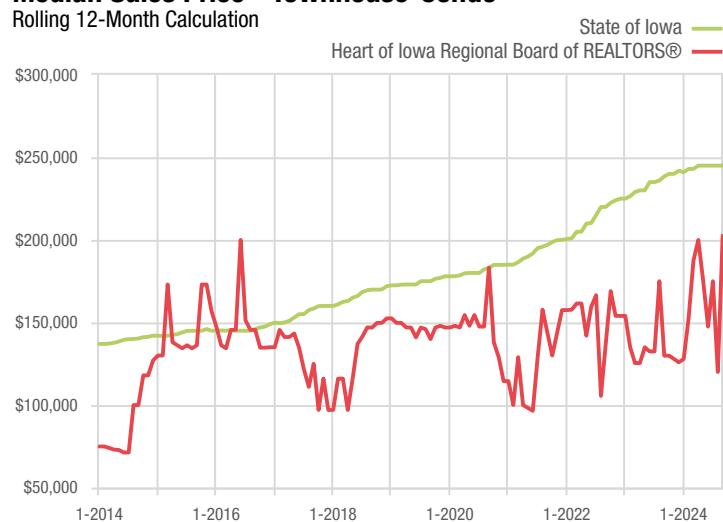
### Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



### 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.