

Local Market Update – September 2024

A Research Tool Provided by Iowa Association of REALTORS®



Henry County

Single-Family Detached

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 9-2023 | Thru 9-2024 | % Change |
| New Listings | 68 | 52 | - 23.5% | 488 | 552 | + 13.1% |
| Pending Sales | 66 | 40 | - 39.4% | 458 | 451 | - 1.5% |
| Closed Sales | 65 | 55 | - 15.4% | 416 | 439 | + 5.5% |
| Days on Market Until Sale | 22 | 27 | + 22.7% | 30 | 32 | + 6.7% |
| Median Sales Price* | \$169,900 | \$145,000 | - 14.7% | \$160,000 | \$150,000 | - 6.3% |
| Average Sales Price* | \$188,508 | \$157,313 | - 16.5% | \$180,700 | \$172,445 | - 4.6% |
| Percent of List Price Received* | 98.5% | 97.1% | - 1.4% | 98.8% | 97.6% | - 1.2% |
| Inventory of Homes for Sale | 71 | 119 | + 67.6% | — | — | — |
| Months Supply of Inventory | 1.5 | 2.5 | + 66.7% | — | — | — |

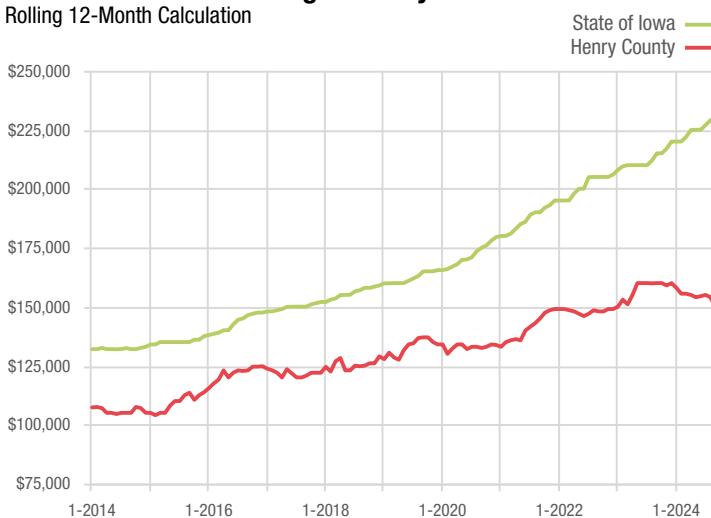
Townhouse-Condo

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|------------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 9-2023 | Thru 9-2024 | % Change |
| New Listings | 4 | 1 | - 75.0% | 11 | 13 | + 18.2% |
| Pending Sales | 3 | 0 | - 100.0% | 11 | 11 | 0.0% |
| Closed Sales | 2 | 1 | - 50.0% | 7 | 10 | + 42.9% |
| Days on Market Until Sale | 2 | 52 | + 2,500.0% | 15 | 12 | - 20.0% |
| Median Sales Price* | \$209,750 | \$190,000 | - 9.4% | \$245,000 | \$157,950 | - 35.5% |
| Average Sales Price* | \$209,750 | \$190,000 | - 9.4% | \$227,929 | \$162,450 | - 28.7% |
| Percent of List Price Received* | 102.3% | 97.4% | - 4.8% | 99.9% | 100.3% | + 0.4% |
| Inventory of Homes for Sale | 2 | 4 | + 100.0% | — | — | — |
| Months Supply of Inventory | 1.3 | 2.0 | + 53.8% | — | — | — |

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

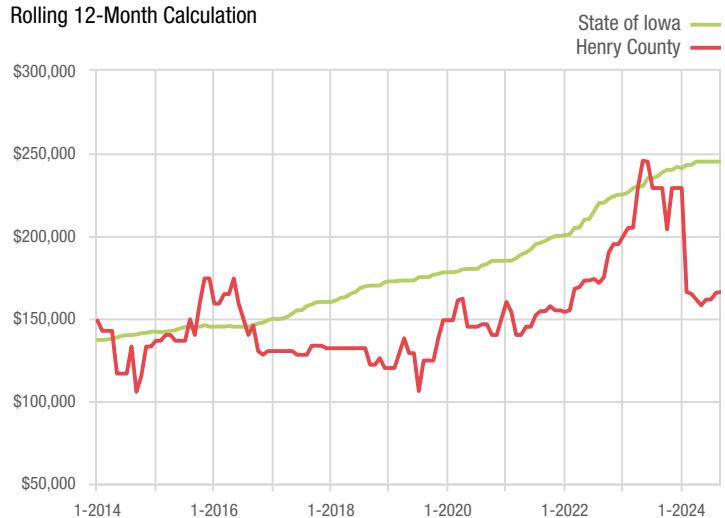
Median Sales Price - Single-Family Detached

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.