

# Local Market Update – October 2024

A 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

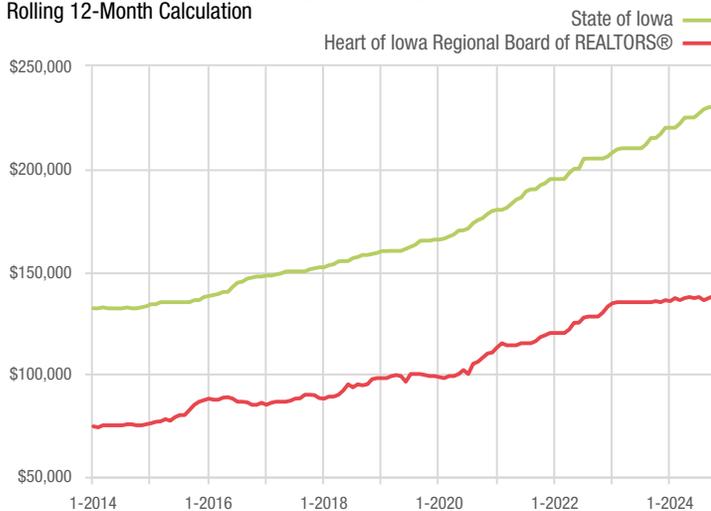
| Single-Family Detached          | October   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2023      | 2024             | % Change | Thru 10-2023 | Thru 10-2024     | % Change |
| New Listings                    | 118       | <b>166</b>       | + 40.7%  | 1,169        | <b>1,284</b>     | + 9.8%   |
| Pending Sales                   | 103       | <b>96</b>        | - 6.8%   | 994          | <b>1,044</b>     | + 5.0%   |
| Closed Sales                    | 94        | <b>115</b>       | + 22.3%  | 934          | <b>1,009</b>     | + 8.0%   |
| Days on Market Until Sale       | 37        | <b>55</b>        | + 48.6%  | 43           | <b>55</b>        | + 27.9%  |
| Median Sales Price*             | \$134,950 | <b>\$142,000</b> | + 5.2%   | \$135,000    | <b>\$137,000</b> | + 1.5%   |
| Average Sales Price*            | \$149,112 | <b>\$154,618</b> | + 3.7%   | \$153,109    | <b>\$152,213</b> | - 0.6%   |
| Percent of List Price Received* | 94.6%     | <b>93.2%</b>     | - 1.5%   | 95.0%        | <b>94.6%</b>     | - 0.4%   |
| Inventory of Homes for Sale     | 790       | <b>388</b>       | - 50.9%  | —            | —                | —        |
| Months Supply of Inventory      | 8.4       | <b>3.9</b>       | - 53.6%  | —            | —                | —        |

| Townhouse-Condo                 | October |                  |          | Year to Date |                  |          |
|---------------------------------|---------|------------------|----------|--------------|------------------|----------|
|                                 | 2023    | 2024             | % Change | Thru 10-2023 | Thru 10-2024     | % Change |
| New Listings                    | 2       | <b>3</b>         | + 50.0%  | 17           | <b>37</b>        | + 117.6% |
| Pending Sales                   | 2       | <b>0</b>         | - 100.0% | 17           | <b>12</b>        | - 29.4%  |
| Closed Sales                    | 0       | <b>1</b>         | —        | 16           | <b>8</b>         | - 50.0%  |
| Days on Market Until Sale       | —       | <b>21</b>        | —        | 64           | <b>60</b>        | - 6.3%   |
| Median Sales Price*             | —       | <b>\$178,000</b> | —        | \$127,900    | <b>\$210,000</b> | + 64.2%  |
| Average Sales Price*            | —       | <b>\$178,000</b> | —        | \$156,081    | <b>\$207,975</b> | + 33.2%  |
| Percent of List Price Received* | —       | <b>96.2%</b>     | —        | 96.1%        | <b>98.3%</b>     | + 2.3%   |
| Inventory of Homes for Sale     | 15      | <b>17</b>        | + 13.3%  | —            | —                | —        |
| Months Supply of Inventory      | 7.9     | <b>7.9</b>       | 0.0%     | —            | —                | —        |

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

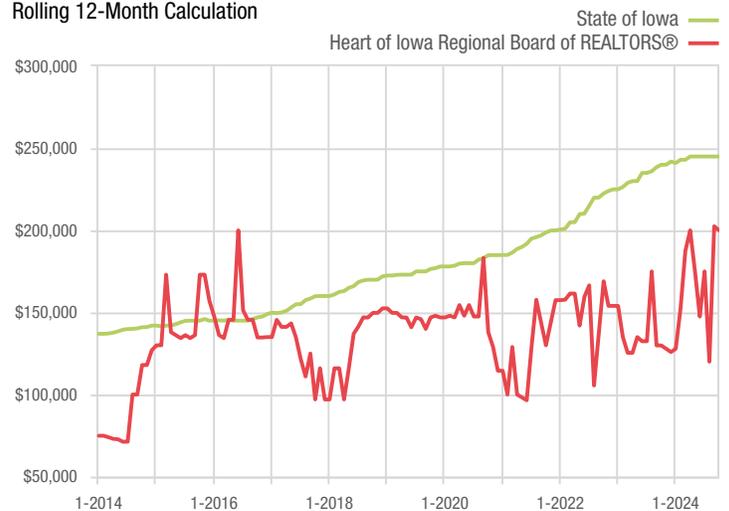
### Median Sales Price - Single-Family Detached

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.