

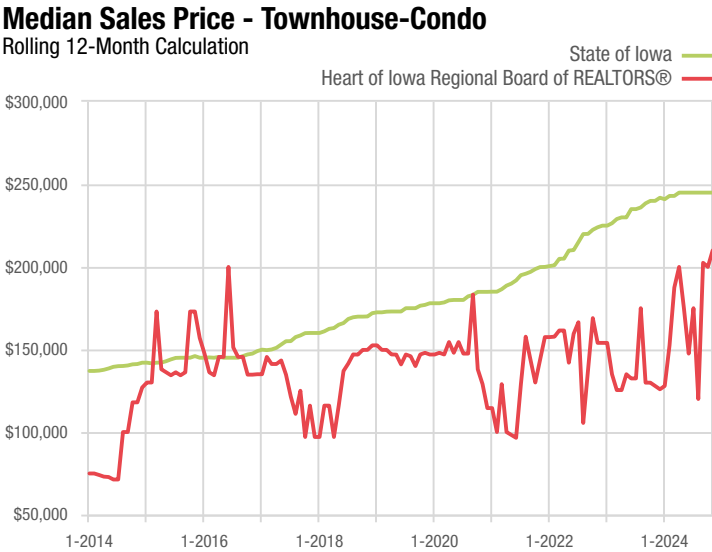
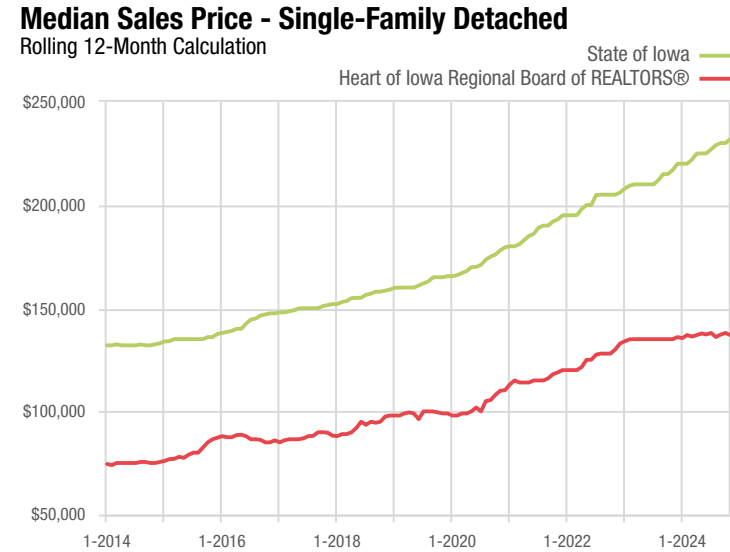
Heart of Iowa Regional Board of REALTORS®

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

Single-Family Detached				November			Year to Date		
Key Metrics				2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
New Listings				95	108	+ 13.7%	1,264	1,387	+ 9.7%
Pending Sales				80	81	+ 1.3%	1,074	1,137	+ 5.9%
Closed Sales				111	89	- 19.8%	1,046	1,100	+ 5.2%
Days on Market Until Sale				52	49	- 5.8%	44	55	+ 25.0%
Median Sales Price*				\$148,000	\$133,450	- 9.8%	\$136,000	\$137,000	+ 0.7%
Average Sales Price*				\$169,015	\$165,292	- 2.2%	\$154,747	\$153,514	- 0.8%
Percent of List Price Received*				94.4%	95.4%	+ 1.1%	95.0%	94.6%	- 0.4%
Inventory of Homes for Sale				789	382	- 51.6%	—	—	—
Months Supply of Inventory				8.4	3.8	- 54.8%	—	—	—

Townhouse-Condo				November			Year to Date		
Key Metrics				2023	2024	% Change	Thru 11-2023	Thru 11-2024	% Change
New Listings				3	1	- 66.7%	20	38	+ 90.0%
Pending Sales				1	3	+ 200.0%	18	17	- 5.6%
Closed Sales				2	3	+ 50.0%	18	11	- 38.9%
Days on Market Until Sale				44	62	+ 40.9%	61	61	0.0%
Median Sales Price*				\$140,000	\$245,000	+ 75.0%	\$127,900	\$215,000	+ 68.1%
Average Sales Price*				\$140,000	\$207,333	+ 48.1%	\$154,294	\$207,800	+ 34.7%
Percent of List Price Received*				96.1%	97.7%	+ 1.7%	96.1%	98.1%	+ 2.1%
Inventory of Homes for Sale				16	12	- 25.0%	—	—	—
Months Supply of Inventory				8.9	5.1	- 42.7%	—	—	—

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



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.