

# Local Market Update – November 2018

This is a research tool provided by Iowa Association of REALTORS®.



## Franklin County

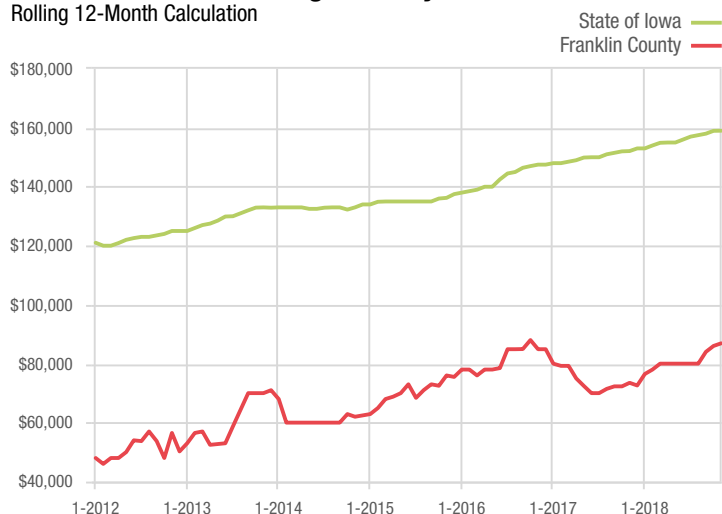
| Single-Family Detached          | November  |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics                     | 2017      | 2018             | % Change | Thru 11-2017 | Thru 11-2018     | % Change |
| New Listings                    | 7         | 5                | - 28.6%  | 109          | 96               | - 11.9%  |
| Pending Sales                   | 10        | 3                | - 70.0%  | 83           | 82               | - 1.2%   |
| Closed Sales                    | 7         | 13               | + 85.7%  | 73           | 87               | + 19.2%  |
| Days on Market Until Sale       | 83        | 105              | + 26.5%  | 120          | 109              | - 9.2%   |
| Median Sales Price*             | \$86,000  | <b>\$86,900</b>  | + 1.0%   | \$72,600     | <b>\$93,000</b>  | + 28.1%  |
| Average Sales Price*            | \$113,321 | <b>\$113,515</b> | + 0.2%   | \$83,720     | <b>\$105,853</b> | + 26.4%  |
| Percent of List Price Received* | 88.1%     | <b>91.5%</b>     | + 3.9%   | 90.2%        | <b>92.9%</b>     | + 3.0%   |
| Inventory of Homes for Sale     | 43        | 31               | - 27.9%  | —            | —                | —        |
| Months Supply of Inventory      | 5.7       | 4.2              | - 26.3%  | —            | —                | —        |

| Townhouse-Condo                 | November |      |          | Year to Date |              |          |
|---------------------------------|----------|------|----------|--------------|--------------|----------|
| Key Metrics                     | 2017     | 2018 | % Change | Thru 11-2017 | Thru 11-2018 | % Change |
| New Listings                    | 0        | 2    | —        | 0            | 2            | —        |
| Pending Sales                   | 0        | 0    | 0.0%     | 2            | 0            | - 100.0% |
| Closed Sales                    | 0        | 0    | 0.0%     | 2            | 0            | - 100.0% |
| Days on Market Until Sale       | —        | —    | —        | 170          | —            | —        |
| Median Sales Price*             | —        | —    | —        | \$141,200    | —            | —        |
| Average Sales Price*            | —        | —    | —        | \$141,200    | —            | —        |
| Percent of List Price Received* | —        | —    | —        | 95.1%        | —            | —        |
| Inventory of Homes for Sale     | 0        | 2    | —        | —            | —            | —        |
| Months Supply of Inventory      | —        | —    | —        | —            | —            | —        |

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

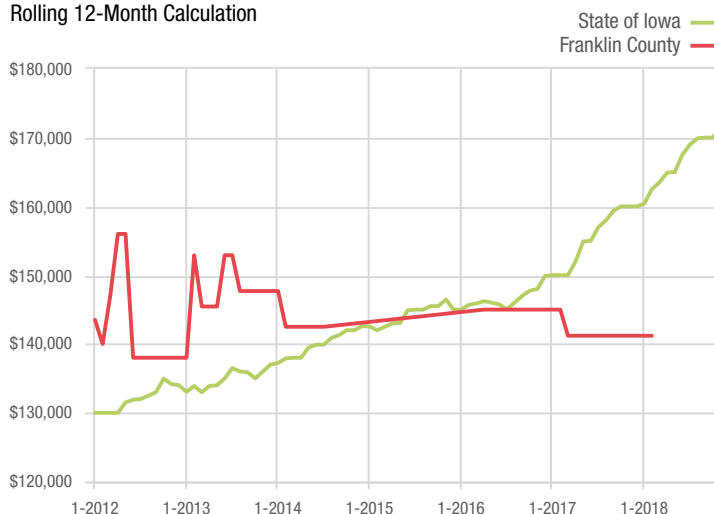
### Median Sales Price - Single-Family Detached

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.