

Local Market Update – January 2019

This is 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

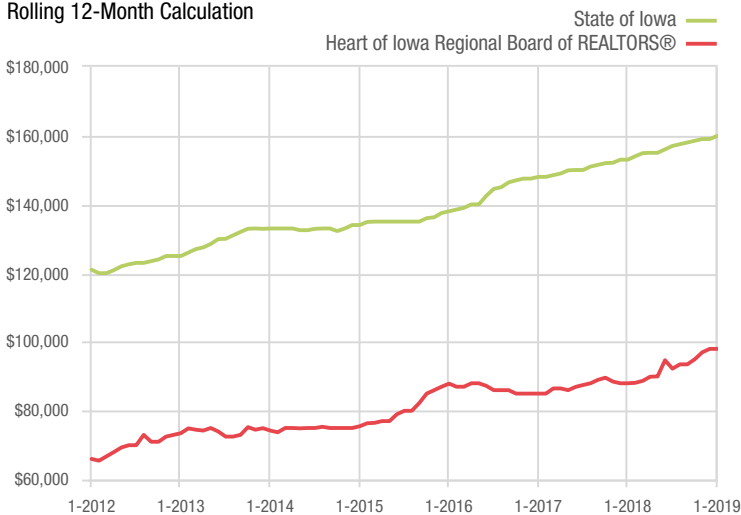
Single-Family Detached	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	90	115	+ 27.8%	90	115	+ 27.8%
Pending Sales	80	71	- 11.3%	80	71	- 11.3%
Closed Sales	53	43	- 18.9%	53	43	- 18.9%
Days on Market Until Sale	97	92	- 5.2%	97	92	- 5.2%
Median Sales Price*	\$82,000	\$79,500	- 3.0%	\$82,000	\$79,500	- 3.0%
Average Sales Price*	\$109,667	\$100,872	- 8.0%	\$109,667	\$100,872	- 8.0%
Percent of List Price Received*	92.0%	91.8%	- 0.2%	92.0%	91.8%	- 0.2%
Inventory of Homes for Sale	385	462	+ 20.0%	—	—	—
Months Supply of Inventory	4.1	4.7	+ 14.6%	—	—	—

Townhouse-Condo	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	2	0	- 100.0%	2	0	- 100.0%
Pending Sales	1	1	0.0%	1	1	0.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	17	22	+ 29.4%	—	—	—
Months Supply of Inventory	7.5	9.1	+ 21.3%	—	—	—

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

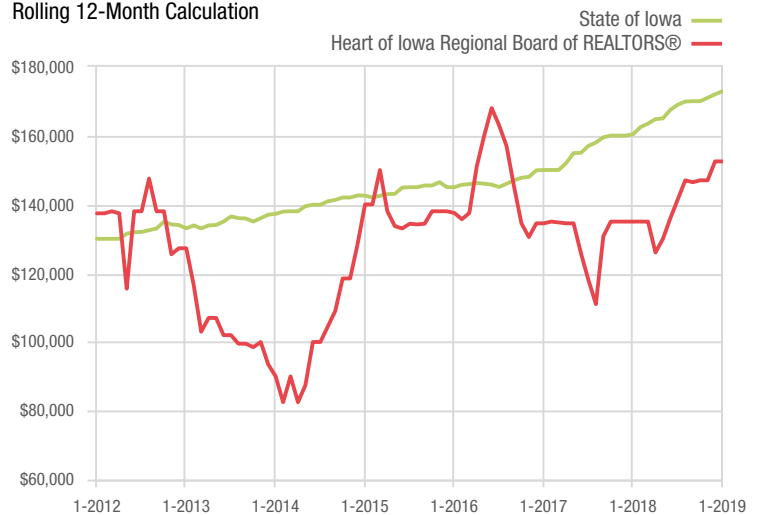
Median Sales Price - Single-Family Detached

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.