

# Local Market Update – January 2019

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



## Mid-Iowa Regional Board of REALTORS®

Includes Benton, Iowa, Marshall, Poweshiek and Tama Counties

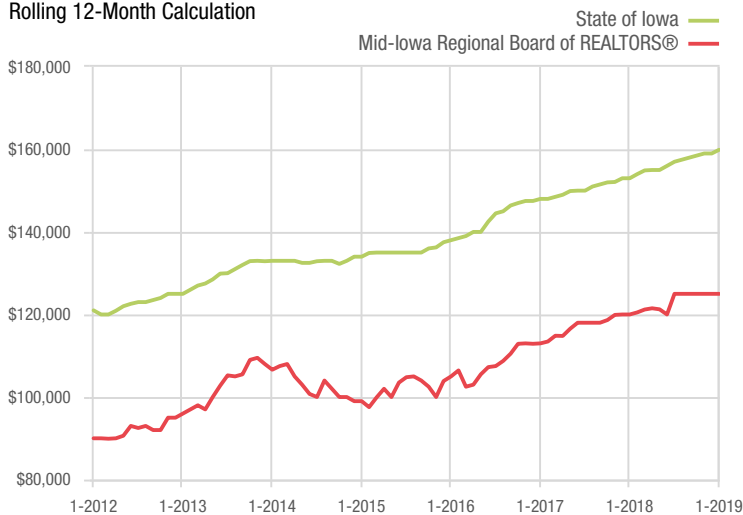
| Single-Family Detached          | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 106       | 100       | - 5.7%   | 106          | 100         | - 5.7%   |
| Pending Sales                   | 81        | 80        | - 1.2%   | 81           | 80          | - 1.2%   |
| Closed Sales                    | 65        | 74        | + 13.8%  | 65           | 74          | + 13.8%  |
| Days on Market Until Sale       | 78        | 98        | + 25.6%  | 78           | 98          | + 25.6%  |
| Median Sales Price*             | \$105,000 | \$117,000 | + 11.4%  | \$105,000    | \$117,000   | + 11.4%  |
| Average Sales Price*            | \$127,568 | \$126,011 | - 1.2%   | \$127,568    | \$126,011   | - 1.2%   |
| Percent of List Price Received* | 94.4%     | 93.6%     | - 0.8%   | 94.4%        | 93.6%       | - 0.8%   |
| Inventory of Homes for Sale     | 392       | 360       | - 8.2%   | —            | —           | —        |
| Months Supply of Inventory      | 3.4       | 3.1       | - 8.8%   | —            | —           | —        |

| Townhouse-Condo                 | January   |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2018      | 2019      | % Change | Thru 1-2018  | Thru 1-2019 | % Change |
| New Listings                    | 5         | 2         | - 60.0%  | 5            | 2           | - 60.0%  |
| Pending Sales                   | 4         | 2         | - 50.0%  | 4            | 2           | - 50.0%  |
| Closed Sales                    | 1         | 2         | + 100.0% | 1            | 2           | + 100.0% |
| Days on Market Until Sale       | 90        | 152       | + 68.9%  | 90           | 152         | + 68.9%  |
| Median Sales Price*             | \$129,500 | \$148,950 | + 15.0%  | \$129,500    | \$148,950   | + 15.0%  |
| Average Sales Price*            | \$129,500 | \$148,950 | + 15.0%  | \$129,500    | \$148,950   | + 15.0%  |
| Percent of List Price Received* | 100.0%    | 96.0%     | - 4.0%   | 100.0%       | 96.0%       | - 4.0%   |
| Inventory of Homes for Sale     | 25        | 24        | - 4.0%   | —            | —           | —        |
| Months Supply of Inventory      | 4.8       | 5.2       | + 8.3%   | —            | —           | —        |

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

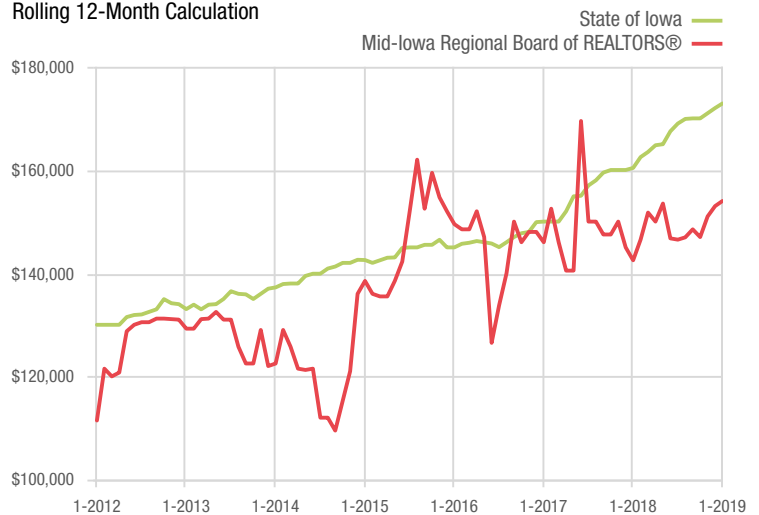
### Median Sales Price - Single-Family Detached

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.