

Local Market Update – February 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

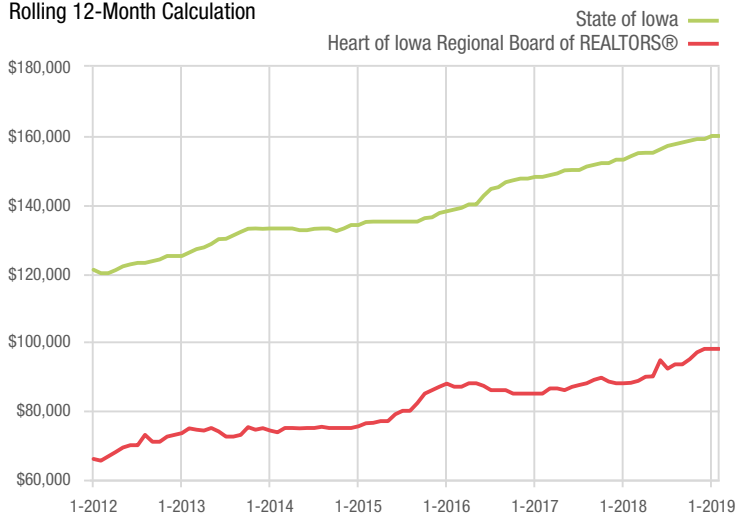
Single-Family Detached	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	87	90	+ 3.4%	177	204	+ 15.3%
Pending Sales	71	72	+ 1.4%	151	144	- 4.6%
Closed Sales	65	65	0.0%	118	108	- 8.5%
Days on Market Until Sale	72	75	+ 4.2%	83	82	- 1.2%
Median Sales Price*	\$82,750	\$85,000	+ 2.7%	\$82,000	\$85,000	+ 3.7%
Average Sales Price*	\$106,458	\$96,290	- 9.6%	\$107,912	\$98,114	- 9.1%
Percent of List Price Received*	94.0%	92.9%	- 1.2%	93.1%	92.5%	- 0.6%
Inventory of Homes for Sale	379	443	+ 16.9%	—	—	—
Months Supply of Inventory	4.1	4.5	+ 9.8%	—	—	—

Townhouse-Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	2	1	- 50.0%	4	1	- 75.0%
Pending Sales	1	0	- 100.0%	2	1	- 50.0%
Closed Sales	1	2	+ 100.0%	1	2	+ 100.0%
Days on Market Until Sale	74	103	+ 39.2%	74	103	+ 39.2%
Median Sales Price*	\$192,000	\$112,500	- 41.4%	\$192,000	\$112,500	- 41.4%
Average Sales Price*	\$192,000	\$112,500	- 41.4%	\$192,000	\$112,500	- 41.4%
Percent of List Price Received*	96.5%	88.7%	- 8.1%	96.5%	88.7%	- 8.1%
Inventory of Homes for Sale	17	22	+ 29.4%	—	—	—
Months Supply of Inventory	8.5	8.6	+ 1.2%	—	—	—

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

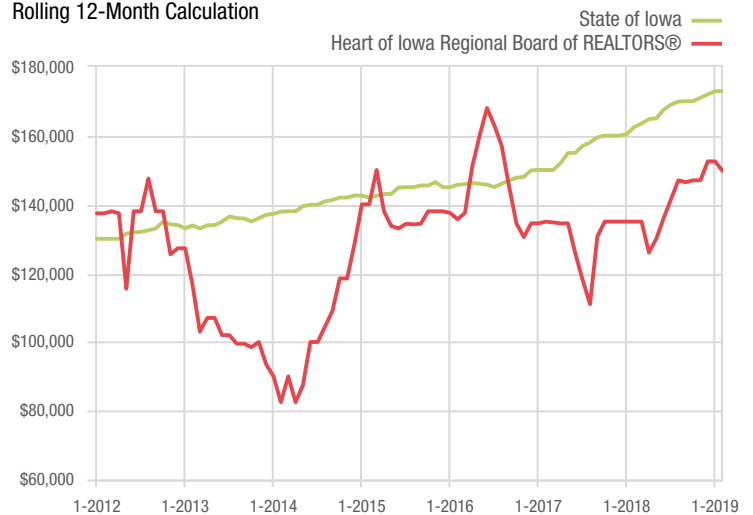
Median Sales Price - Single-Family Detached

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.