

Local Market Update – July 2019

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

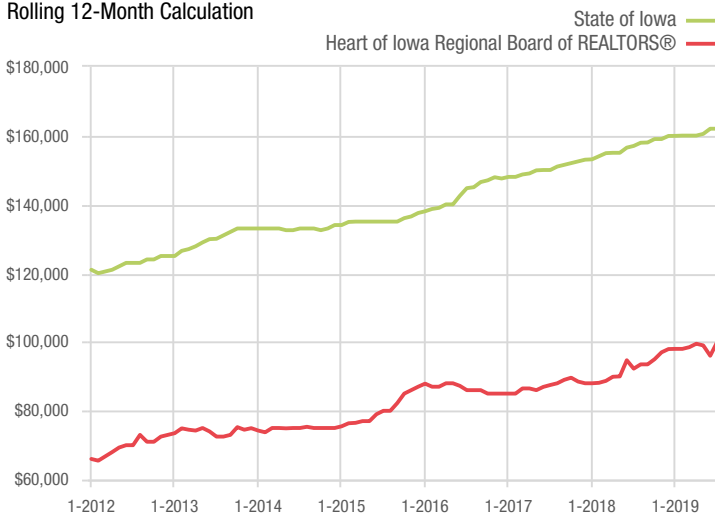
| Single-Family Detached | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 7-2018 | Thru 7-2019 | % Change |
| New Listings | 180 | 183 | + 1.7% | 994 | 1,068 | + 7.4% |
| Pending Sales | 101 | 98 | - 3.0% | 715 | 708 | - 1.0% |
| Closed Sales | 113 | 126 | + 11.5% | 645 | 652 | + 1.1% |
| Days on Market Until Sale | 59 | 73 | + 23.7% | 76 | 83 | + 9.2% |
| Median Sales Price* | \$82,250 | \$118,000 | + 43.5% | \$96,250 | \$102,000 | + 6.0% |
| Average Sales Price* | \$103,611 | \$131,971 | + 27.4% | \$114,095 | \$117,430 | + 2.9% |
| Percent of List Price Received* | 95.2% | 95.4% | + 0.2% | 94.6% | 93.8% | - 0.8% |
| Inventory of Homes for Sale | 474 | 593 | + 25.1% | — | — | — |
| Months Supply of Inventory | 5.0 | 6.0 | + 20.0% | — | — | — |

| Townhouse-Condo | July | | | Year to Date | | |
|---------------------------------|----------|-------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 7-2018 | Thru 7-2019 | % Change |
| New Listings | 1 | 3 | + 200.0% | 33 | 25 | - 24.2% |
| Pending Sales | 3 | 1 | - 66.7% | 17 | 10 | - 41.2% |
| Closed Sales | 1 | 0 | - 100.0% | 12 | 9 | - 25.0% |
| Days on Market Until Sale | 105 | — | — | 122 | 87 | - 28.7% |
| Median Sales Price* | \$54,000 | — | — | \$153,550 | \$134,000 | - 12.7% |
| Average Sales Price* | \$54,000 | — | — | \$165,788 | \$133,972 | - 19.2% |
| Percent of List Price Received* | 87.1% | — | — | 94.4% | 95.4% | + 1.1% |
| Inventory of Homes for Sale | 27 | 31 | + 14.8% | — | — | — |
| Months Supply of Inventory | 12.9 | 15.5 | + 20.2% | — | — | — |

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

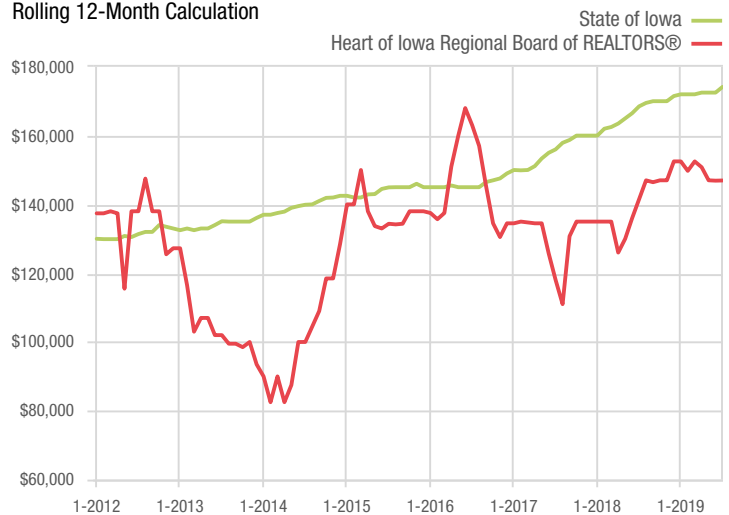
Median Sales Price - Single-Family Detached

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.