

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Hardin County

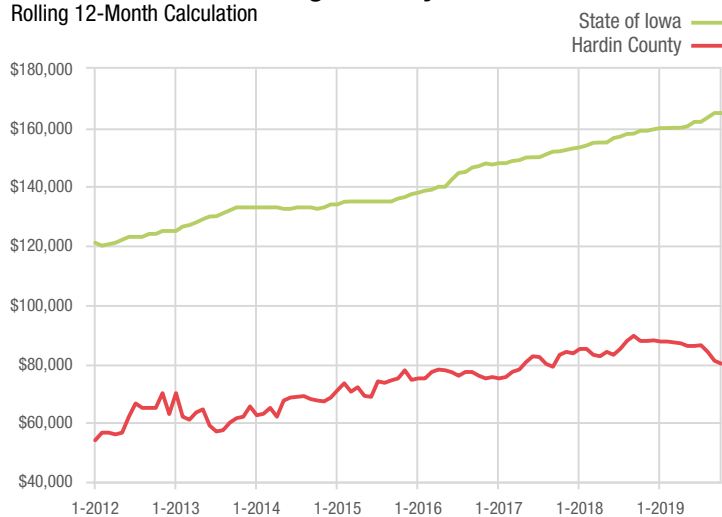
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	25	32	+ 28.0%	275	281	+ 2.2%
Pending Sales	14	23	+ 64.3%	175	185	+ 5.7%
Closed Sales	16	23	+ 43.8%	171	171	0.0%
Days on Market Until Sale	39	75	+ 92.3%	68	83	+ 22.1%
Median Sales Price*	\$77,500	\$72,000	- 7.1%	\$88,000	\$79,450	- 9.7%
Average Sales Price*	\$90,363	\$94,218	+ 4.3%	\$110,510	\$95,176	- 13.9%
Percent of List Price Received*	92.8%	91.3%	- 1.6%	94.0%	92.8%	- 1.3%
Inventory of Homes for Sale	94	114	+ 21.3%	—	—	—
Months Supply of Inventory	5.8	6.8	+ 17.2%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	0	0	0.0%	6	3	- 50.0%
Pending Sales	0	0	0.0%	4	1	- 75.0%
Closed Sales	1	0	- 100.0%	4	2	- 50.0%
Days on Market Until Sale	13	—	—	33	12	- 63.6%
Median Sales Price*	\$125,000	—	—	\$163,300	\$180,000	+ 10.2%
Average Sales Price*	\$125,000	—	—	\$175,113	\$180,000	+ 2.8%
Percent of List Price Received*	92.0%	—	—	96.5%	101.1%	+ 4.8%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	3.0	6.0	+ 100.0%	—	—	—

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

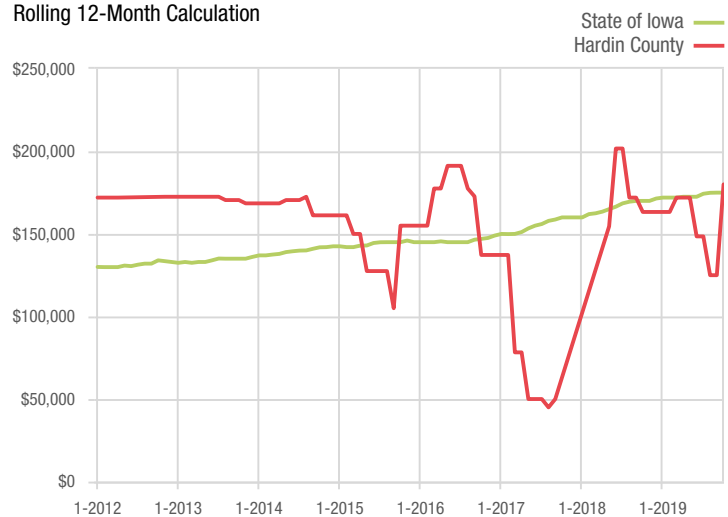
Median Sales Price - Single-Family Detached

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.