

# Local Market Update – October 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

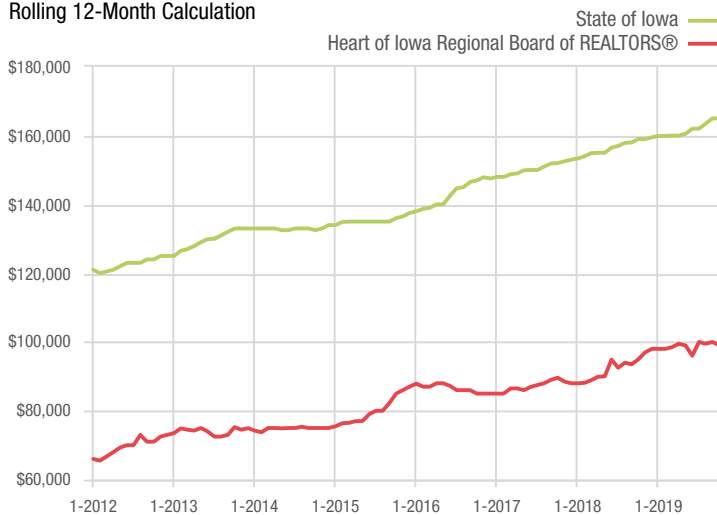
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	128	148	+ 15.6%	1,467	1,516	+ 3.3%
Pending Sales	124	79	- 36.3%	1,058	1,044	- 1.3%
Closed Sales	116	131	+ 12.9%	975	1,015	+ 4.1%
Days on Market Until Sale	60	73	+ 21.7%	72	80	+ 11.1%
Median Sales Price*	\$110,000	\$97,000	- 11.8%	\$98,750	\$100,000	+ 1.3%
Average Sales Price*	\$117,982	\$126,062	+ 6.8%	\$115,149	\$120,128	+ 4.3%
Percent of List Price Received*	94.5%	93.8%	- 0.7%	94.3%	94.0%	- 0.3%
Inventory of Homes for Sale	495	577	+ 16.6%	—	—	—
Months Supply of Inventory	5.0	5.9	+ 18.0%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	2	2	0.0%	41	33	- 19.5%
Pending Sales	1	2	+ 100.0%	26	20	- 23.1%
Closed Sales	3	5	+ 66.7%	25	21	- 16.0%
Days on Market Until Sale	56	36	- 35.7%	102	83	- 18.6%
Median Sales Price*	\$168,000	\$206,000	+ 22.6%	\$152,500	\$161,000	+ 5.6%
Average Sales Price*	\$174,333	\$215,200	+ 23.4%	\$164,110	\$151,840	- 7.5%
Percent of List Price Received*	93.5%	97.1%	+ 3.9%	94.7%	96.6%	+ 2.0%
Inventory of Homes for Sale	22	24	+ 9.1%	—	—	—
Months Supply of Inventory	9.0	11.5	+ 27.8%	—	—	—

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

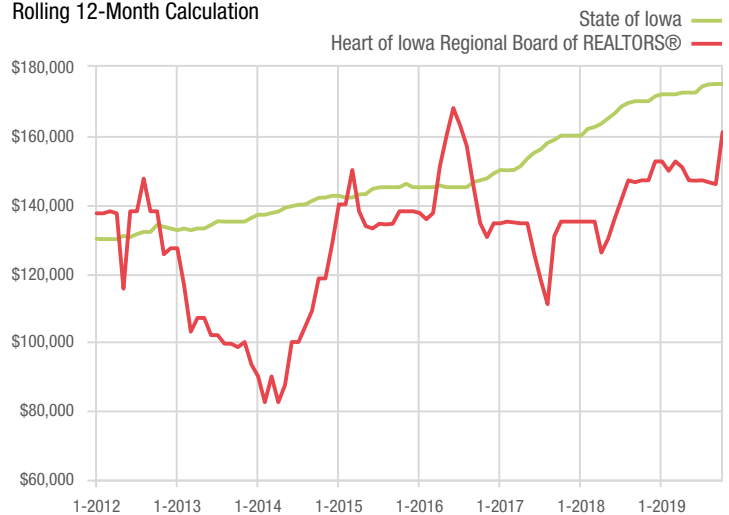
### Median Sales Price - Single-Family Detached

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.