

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Henry County

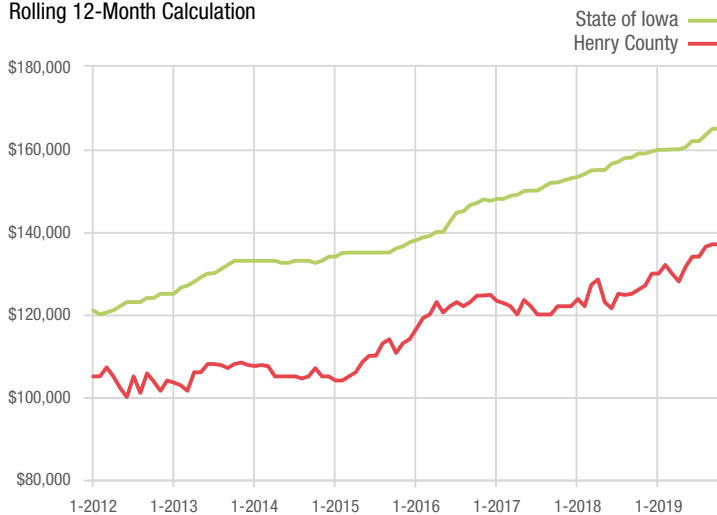
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	58	67	+ 15.5%	664	656	- 1.2%
Pending Sales	48	43	- 10.4%	484	461	- 4.8%
Closed Sales	51	59	+ 15.7%	463	437	- 5.6%
Days on Market Until Sale	52	47	- 9.6%	57	63	+ 10.5%
Median Sales Price*	\$139,900	\$137,500	- 1.7%	\$127,500	\$136,430	+ 7.0%
Average Sales Price*	\$133,764	\$141,744	+ 6.0%	\$140,718	\$143,077	+ 1.7%
Percent of List Price Received*	95.1%	96.4%	+ 1.4%	95.0%	95.5%	+ 0.5%
Inventory of Homes for Sale	209	191	- 8.6%	—	—	—
Months Supply of Inventory	4.5	4.3	- 4.4%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	0	3	—	6	17	+ 183.3%
Pending Sales	0	2	—	6	15	+ 150.0%
Closed Sales	0	1	—	5	12	+ 140.0%
Days on Market Until Sale	—	2	—	10	38	+ 280.0%
Median Sales Price*	—	\$94,000	—	\$120,000	\$134,000	+ 11.7%
Average Sales Price*	—	\$94,000	—	\$108,400	\$124,033	+ 14.4%
Percent of List Price Received*	—	100.0%	—	94.3%	97.7%	+ 3.6%
Inventory of Homes for Sale	0	4	—	—	—	—
Months Supply of Inventory	—	2.1	—	—	—	—

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

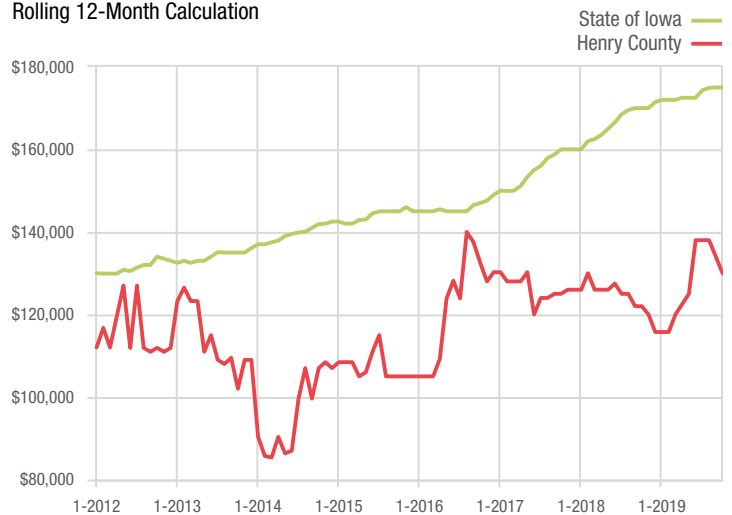
Median Sales Price - Single-Family Detached

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.