

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Mid-Iowa Regional Board of REALTORS®

Includes Benton, Iowa, Marshall, Poweshiek and Tama Counties

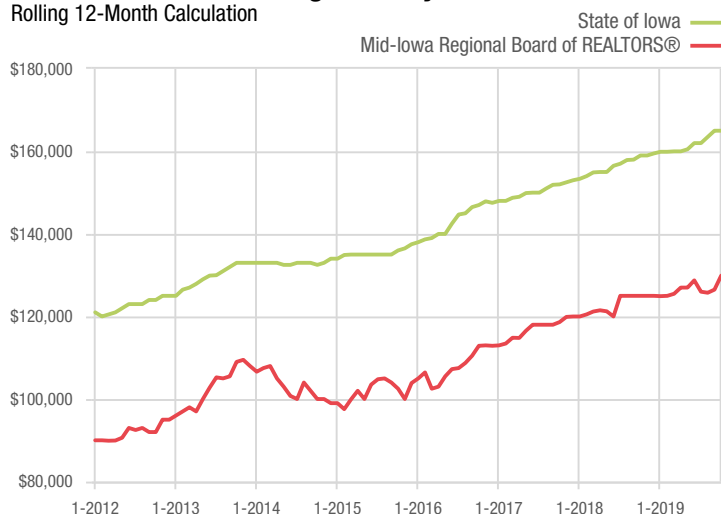
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	146	164	+ 12.3%	1,575	1,578	+ 0.2%
Pending Sales	89	106	+ 19.1%	1,202	1,204	+ 0.2%
Closed Sales	129	129	0.0%	1,173	1,163	- 0.9%
Days on Market Until Sale	54	49	- 9.3%	67	68	+ 1.5%
Median Sales Price*	\$113,950	\$138,400	+ 21.5%	\$125,000	\$130,000	+ 4.0%
Average Sales Price*	\$131,788	\$168,186	+ 27.6%	\$138,447	\$148,643	+ 7.4%
Percent of List Price Received*	94.9%	96.2%	+ 1.4%	95.3%	95.7%	+ 0.4%
Inventory of Homes for Sale	473	453	- 4.2%	—	—	—
Months Supply of Inventory	4.2	3.9	- 7.1%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	2	5	+ 150.0%	58	43	- 25.9%
Pending Sales	0	3	—	47	36	- 23.4%
Closed Sales	0	2	—	46	36	- 21.7%
Days on Market Until Sale	—	42	—	82	104	+ 26.8%
Median Sales Price*	—	\$188,125	—	\$150,500	\$157,250	+ 4.5%
Average Sales Price*	—	\$188,125	—	\$151,515	\$167,841	+ 10.8%
Percent of List Price Received*	—	97.7%	—	96.8%	96.1%	- 0.7%
Inventory of Homes for Sale	25	19	- 24.0%	—	—	—
Months Supply of Inventory	5.1	5.0	- 2.0%	—	—	—

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

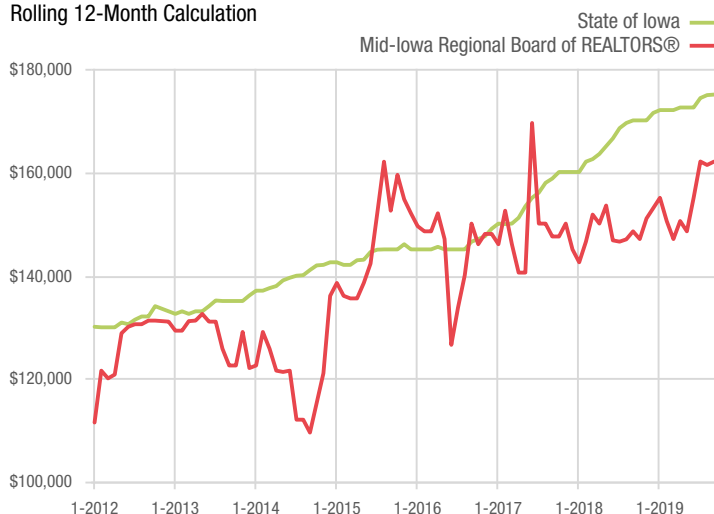
Median Sales Price - Single-Family Detached

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.