

# Local Market Update – December 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

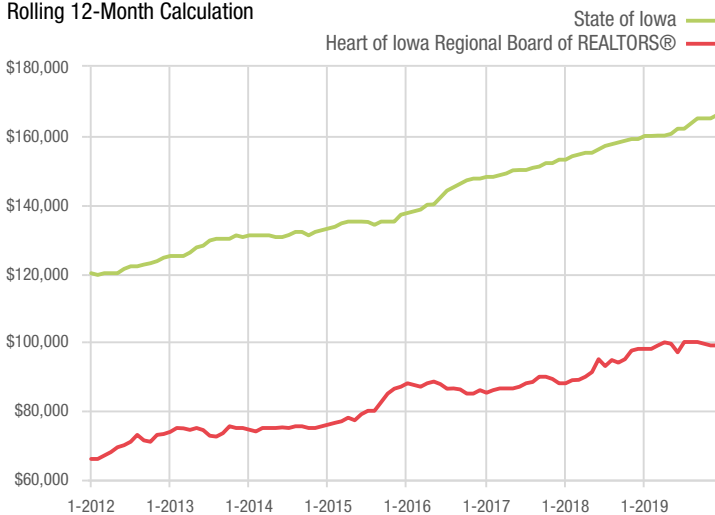
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	89	68	- 23.6%	1,672	1,681	+ 0.5%
Pending Sales	57	64	+ 12.3%	1,200	1,198	- 0.2%
Closed Sales	83	75	- 9.6%	1,201	1,185	- 1.3%
Days on Market Until Sale	92	106	+ 15.2%	88	97	+ 10.2%
Median Sales Price*	\$83,000	\$88,000	+ 6.0%	\$98,000	\$99,000	+ 1.0%
Average Sales Price*	\$114,102	\$114,021	- 0.1%	\$116,350	\$119,856	+ 3.0%
Percent of List Price Received*	93.4%	93.0%	- 0.4%	94.3%	94.0%	- 0.3%
Inventory of Homes for Sale	638	502	- 21.3%	—	—	—
Months Supply of Inventory	6.4	5.0	- 21.9%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	2	3	+ 50.0%	34	31	- 8.8%
Pending Sales	1	0	- 100.0%	21	17	- 19.0%
Closed Sales	1	0	- 100.0%	20	18	- 10.0%
Days on Market Until Sale	226	—	—	116	87	- 25.0%
Median Sales Price*	\$229,000	—	—	\$149,750	\$146,950	- 1.9%
Average Sales Price*	\$229,000	—	—	\$168,865	\$140,703	- 16.7%
Percent of List Price Received*	99.6%	—	—	94.7%	96.0%	+ 1.4%
Inventory of Homes for Sale	14	15	+ 7.1%	—	—	—
Months Supply of Inventory	7.3	7.9	+ 8.2%	—	—	—

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

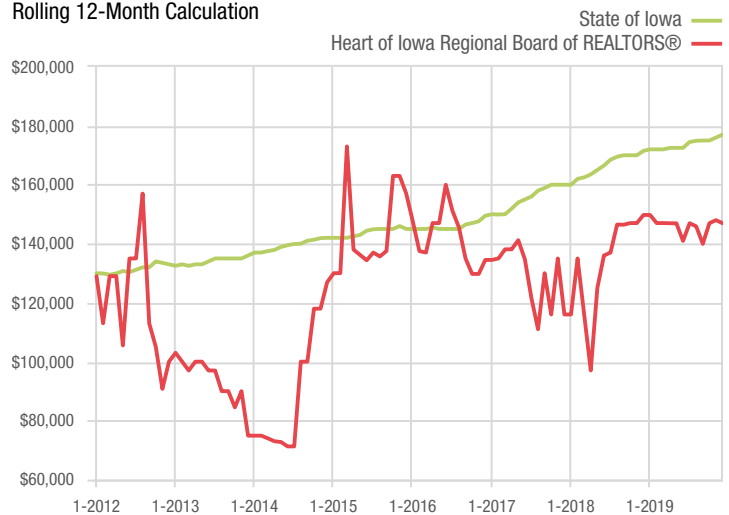
### Median Sales Price - Single-Family Detached

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.