

Local Market Update – January 2020

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

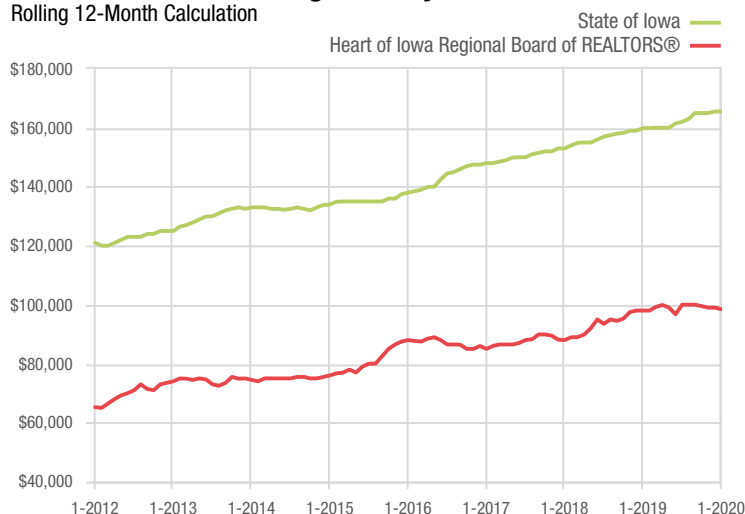
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	117	92	- 21.4%	117	92	- 21.4%
Pending Sales	75	53	- 29.3%	75	53	- 29.3%
Closed Sales	43	63	+ 46.5%	43	63	+ 46.5%
Days on Market Until Sale	94	120	+ 27.7%	94	120	+ 27.7%
Median Sales Price*	\$79,500	\$83,000	+ 4.4%	\$79,500	\$83,000	+ 4.4%
Average Sales Price*	\$100,872	\$93,887	- 6.9%	\$100,872	\$93,887	- 6.9%
Percent of List Price Received*	91.8%	93.1%	+ 1.4%	91.8%	93.1%	+ 1.4%
Inventory of Homes for Sale	479	495	+ 3.3%	—	—	—
Months Supply of Inventory	4.8	5.0	+ 4.2%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	0	5	—	0	5	—
Pending Sales	1	0	- 100.0%	1	0	- 100.0%
Closed Sales	0	0	0.0%	0	0	0.0%
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	12	20	+ 66.7%	—	—	—
Months Supply of Inventory	6.6	10.0	+ 51.5%	—	—	—

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

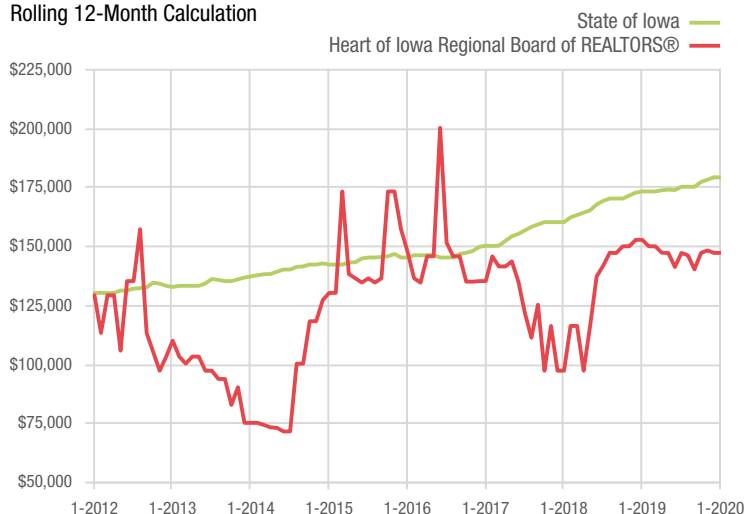
Median Sales Price - Single-Family Detached

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.