

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Mid-Iowa Regional Board of REALTORS®

Includes Benton, Iowa, Marshall, Poweshiek and Tama Counties

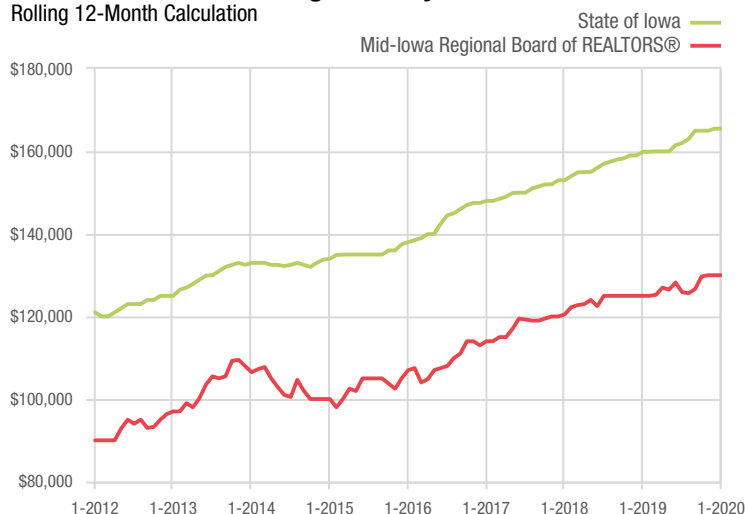
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	103	102	- 1.0%	103	102	- 1.0%
Pending Sales	84	89	+ 6.0%	84	89	+ 6.0%
Closed Sales	78	69	- 11.5%	78	69	- 11.5%
Days on Market Until Sale	101	82	- 18.8%	101	82	- 18.8%
Median Sales Price*	\$115,750	\$110,000	- 5.0%	\$115,750	\$110,000	- 5.0%
Average Sales Price*	\$124,112	\$122,842	- 1.0%	\$124,112	\$122,842	- 1.0%
Percent of List Price Received*	93.6%	94.3%	+ 0.7%	93.6%	94.3%	+ 0.7%
Inventory of Homes for Sale	376	362	- 3.7%	—	—	—
Months Supply of Inventory	3.2	3.1	- 3.1%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	1	4	+ 300.0%	1	4	+ 300.0%
Pending Sales	0	1	—	0	1	—
Closed Sales	3	0	- 100.0%	3	0	- 100.0%
Days on Market Until Sale	101	—	—	101	—	—
Median Sales Price*	\$217,900	—	—	\$217,900	—	—
Average Sales Price*	\$172,915	—	—	\$172,915	—	—
Percent of List Price Received*	99.1%	—	—	99.1%	—	—
Inventory of Homes for Sale	15	14	- 6.7%	—	—	—
Months Supply of Inventory	5.8	6.7	+ 15.5%	—	—	—

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

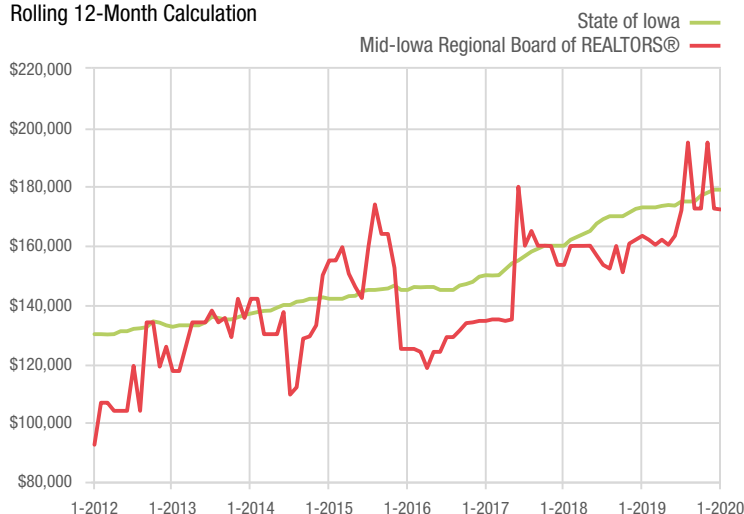
Median Sales Price - Single-Family Detached

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.