

Local Market Update – February 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

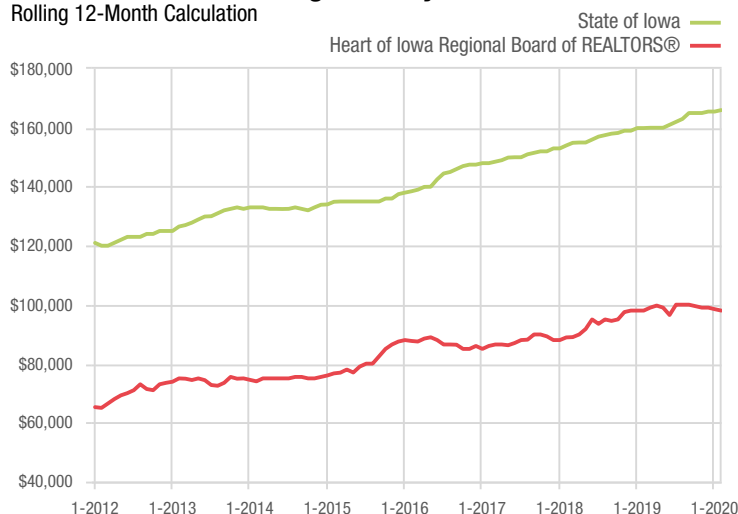
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	92	112	+ 21.7%	209	205	- 1.9%
Pending Sales	92	68	- 26.1%	167	126	- 24.6%
Closed Sales	67	67	0.0%	110	131	+ 19.1%
Days on Market Until Sale	78	107	+ 37.2%	85	113	+ 32.9%
Median Sales Price*	\$85,000	\$71,000	- 16.5%	\$84,000	\$79,900	- 4.9%
Average Sales Price*	\$94,580	\$101,816	+ 7.7%	\$97,040	\$98,053	+ 1.0%
Percent of List Price Received*	92.6%	89.2%	- 3.7%	92.3%	90.8%	- 1.6%
Inventory of Homes for Sale	446	493	+ 10.5%	—	—	—
Months Supply of Inventory	4.4	5.0	+ 13.6%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	1	4	+ 300.0%	1	9	+ 800.0%
Pending Sales	0	1	—	1	1	0.0%
Closed Sales	2	1	- 50.0%	2	1	- 50.0%
Days on Market Until Sale	103	590	+ 472.8%	103	590	+ 472.8%
Median Sales Price*	\$112,500	\$229,000	+ 103.6%	\$112,500	\$229,000	+ 103.6%
Average Sales Price*	\$112,500	\$229,000	+ 103.6%	\$112,500	\$229,000	+ 103.6%
Percent of List Price Received*	88.7%	99.6%	+ 12.3%	88.7%	99.6%	+ 12.3%
Inventory of Homes for Sale	12	21	+ 75.0%	—	—	—
Months Supply of Inventory	6.6	10.5	+ 59.1%	—	—	—

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

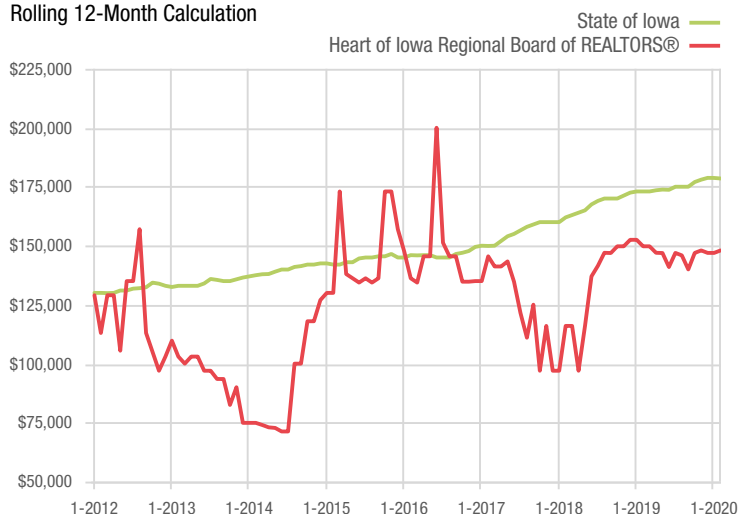
Median Sales Price - Single-Family Detached

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.