

Local Market Update – April 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

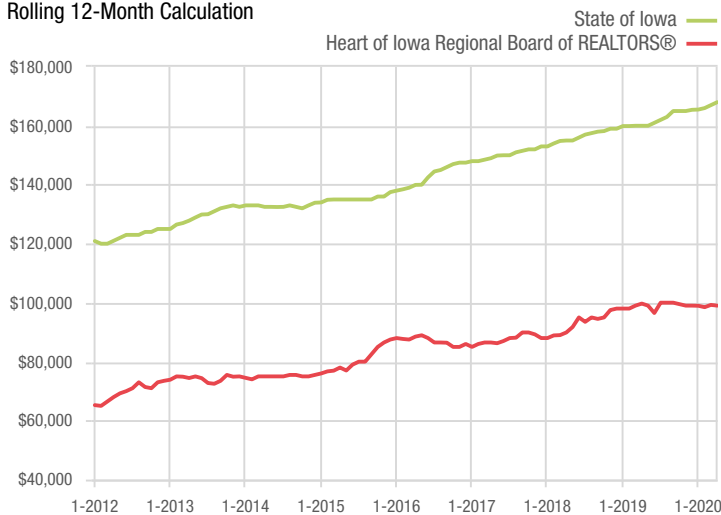
Single-Family Detached	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	198	153	- 22.7%	532	484	- 9.0%
Pending Sales	105	99	- 5.7%	359	340	- 5.3%
Closed Sales	97	96	- 1.0%	291	301	+ 3.4%
Days on Market Until Sale	112	138	+ 23.2%	95	124	+ 30.5%
Median Sales Price*	\$105,000	\$104,000	- 1.0%	\$91,600	\$93,250	+ 1.8%
Average Sales Price*	\$124,555	\$118,372	- 5.0%	\$109,422	\$110,846	+ 1.3%
Percent of List Price Received*	92.9%	93.9%	+ 1.1%	93.1%	92.2%	- 1.0%
Inventory of Homes for Sale	506	480	- 5.1%	—	—	—
Months Supply of Inventory	5.2	4.8	- 7.7%	—	—	—

Townhouse-Condo	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	2	2	0.0%	4	14	+ 250.0%
Pending Sales	0	1	—	2	3	+ 50.0%
Closed Sales	1	1	0.0%	3	3	0.0%
Days on Market Until Sale	29	6	- 79.3%	78	234	+ 200.0%
Median Sales Price*	\$47,500	\$250,000	+ 426.3%	\$47,500	\$229,000	+ 382.1%
Average Sales Price*	\$47,500	\$250,000	+ 426.3%	\$90,833	\$183,833	+ 102.4%
Percent of List Price Received*	95.2%	100.0%	+ 5.0%	90.9%	97.6%	+ 7.4%
Inventory of Homes for Sale	12	22	+ 83.3%	—	—	—
Months Supply of Inventory	7.1	11.6	+ 63.4%	—	—	—

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

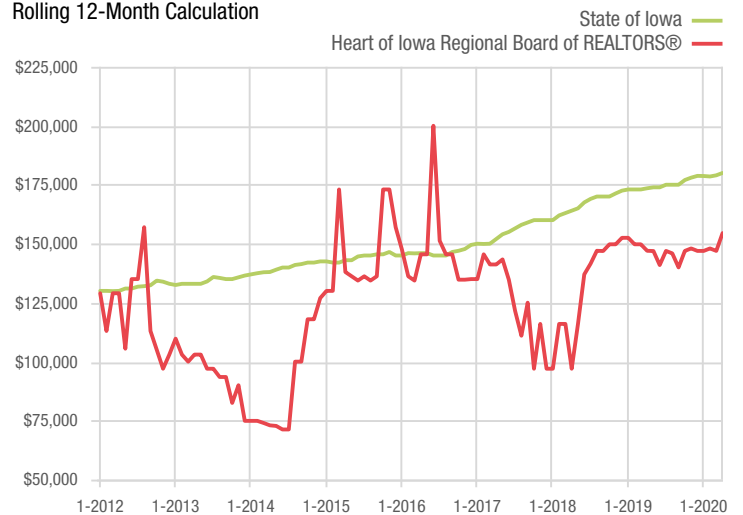
Median Sales Price - Single-Family Detached

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.