

# Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Mid-Iowa Regional Board of REALTORS®

Includes Benton, Iowa, Marshall, Poweshiek and Tama Counties

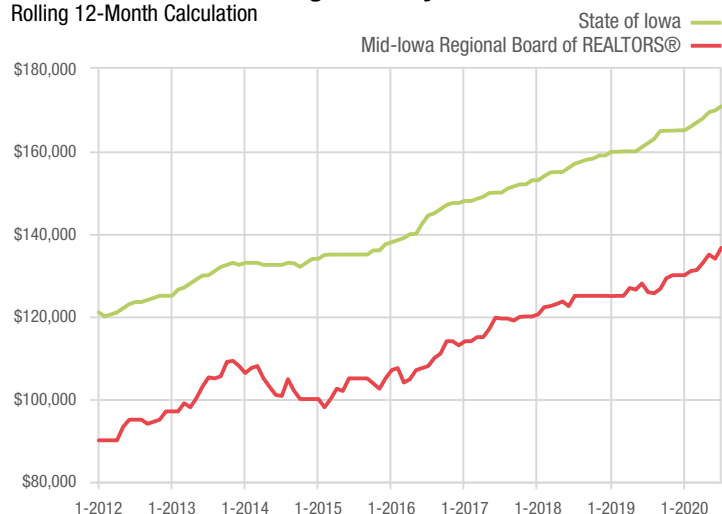
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	194	194	0.0%	1,109	1,055	- 4.9%
Pending Sales	152	191	+ 25.7%	860	925	+ 7.6%
Closed Sales	151	177	+ 17.2%	760	753	- 0.9%
Days on Market Until Sale	51	57	+ 11.8%	76	67	- 11.8%
Median Sales Price*	\$127,000	\$150,900	+ 18.8%	\$129,000	\$140,000	+ 8.5%
Average Sales Price*	\$145,183	\$174,951	+ 20.5%	\$143,258	\$160,509	+ 12.0%
Percent of List Price Received*	95.4%	96.7%	+ 1.4%	95.4%	95.8%	+ 0.4%
Inventory of Homes for Sale	455	316	- 30.5%	—	—	—
Months Supply of Inventory	3.9	2.6	- 33.3%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	1	5	+ 400.0%	14	26	+ 85.7%
Pending Sales	2	4	+ 100.0%	11	18	+ 63.6%
Closed Sales	1	2	+ 100.0%	12	15	+ 25.0%
Days on Market Until Sale	21	22	+ 4.8%	102	50	- 51.0%
Median Sales Price*	\$225,000	\$114,200	- 49.2%	\$197,450	\$162,900	- 17.5%
Average Sales Price*	\$225,000	\$114,200	- 49.2%	\$180,504	\$178,847	- 0.9%
Percent of List Price Received*	97.8%	100.2%	+ 2.5%	96.4%	98.0%	+ 1.7%
Inventory of Homes for Sale	12	15	+ 25.0%	—	—	—
Months Supply of Inventory	6.7	6.1	- 9.0%	—	—	—

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

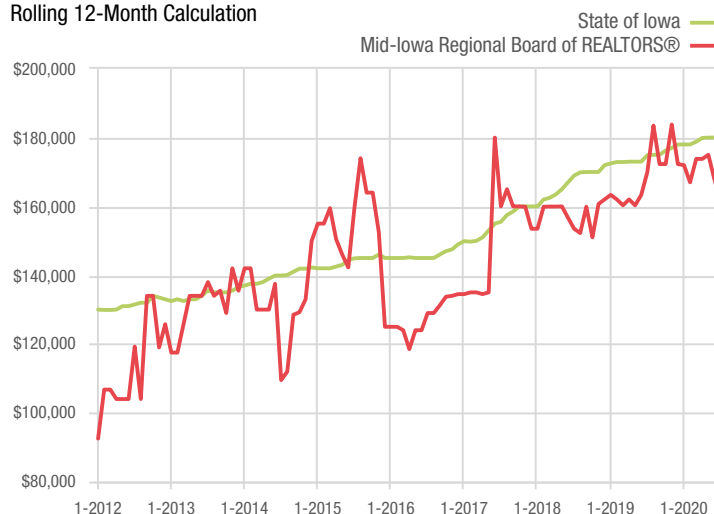
### Median Sales Price - Single-Family Detached

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.