

# Local Market Update – October 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

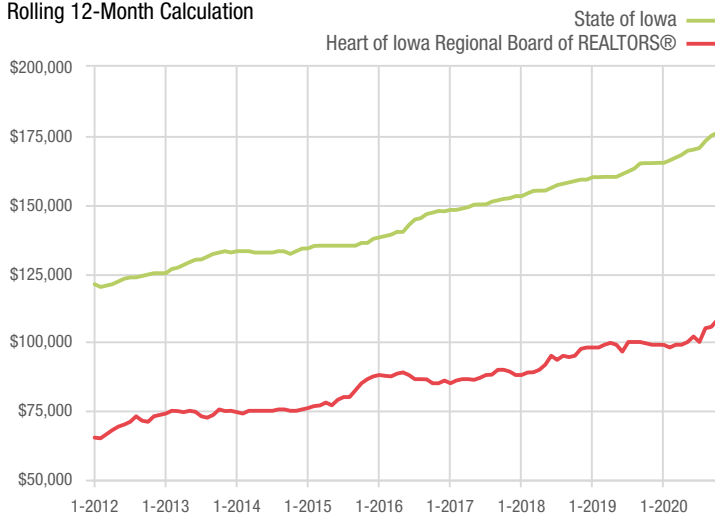
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	146	<b>143</b>	- 2.1%	1,522	<b>1,362</b>	- 10.5%
Pending Sales	95	<b>100</b>	+ 5.3%	1,066	<b>1,175</b>	+ 10.2%
Closed Sales	135	<b>127</b>	- 5.9%	1,027	<b>1,091</b>	+ 6.2%
Days on Market Until Sale	76	<b>73</b>	- 3.9%	85	<b>97</b>	+ 14.1%
Median Sales Price*	\$97,000	<b>\$110,000</b>	+ 13.4%	\$100,000	<b>\$110,000</b>	+ 10.0%
Average Sales Price*	\$125,975	<b>\$132,366</b>	+ 5.1%	\$120,488	<b>\$131,085</b>	+ 8.8%
Percent of List Price Received*	93.8%	<b>95.2%</b>	+ 1.5%	94.1%	<b>94.0%</b>	- 0.1%
Inventory of Homes for Sale	580	<b>372</b>	- 35.9%	—	—	—
Months Supply of Inventory	5.8	<b>3.4</b>	- 41.4%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	2	<b>2</b>	0.0%	25	<b>33</b>	+ 32.0%
Pending Sales	1	<b>2</b>	+ 100.0%	16	<b>17</b>	+ 6.3%
Closed Sales	3	<b>1</b>	- 66.7%	16	<b>14</b>	- 12.5%
Days on Market Until Sale	35	<b>16</b>	- 54.3%	95	<b>164</b>	+ 72.6%
Median Sales Price*	\$245,000	<b>\$45,000</b>	- 81.6%	\$146,950	<b>\$138,000</b>	- 6.1%
Average Sales Price*	\$228,667	<b>\$45,000</b>	- 80.3%	\$139,603	<b>\$151,250</b>	+ 8.3%
Percent of List Price Received*	97.8%	<b>90.2%</b>	- 7.8%	96.0%	<b>95.6%</b>	- 0.4%
Inventory of Homes for Sale	15	<b>14</b>	- 6.7%	—	—	—
Months Supply of Inventory	8.3	<b>7.4</b>	- 10.8%	—	—	—

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

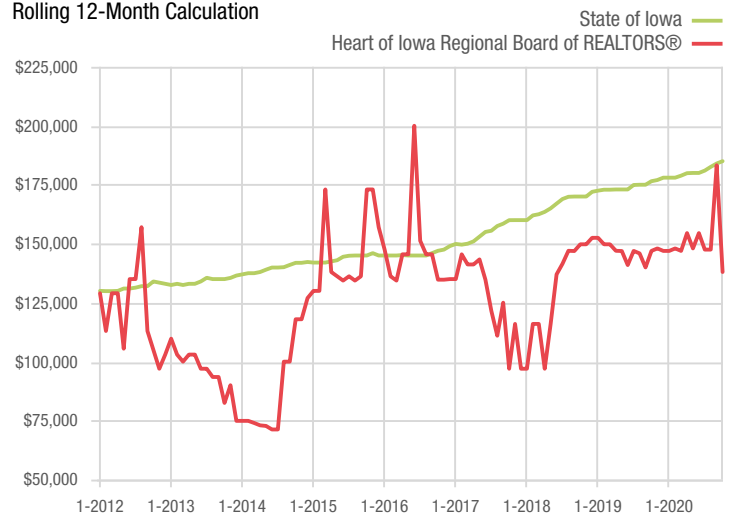
### Median Sales Price - Single-Family Detached

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.