

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Mid-Iowa Regional Board of REALTORS®

Includes Benton, Iowa, Marshall, Poweshiek and Tama Counties

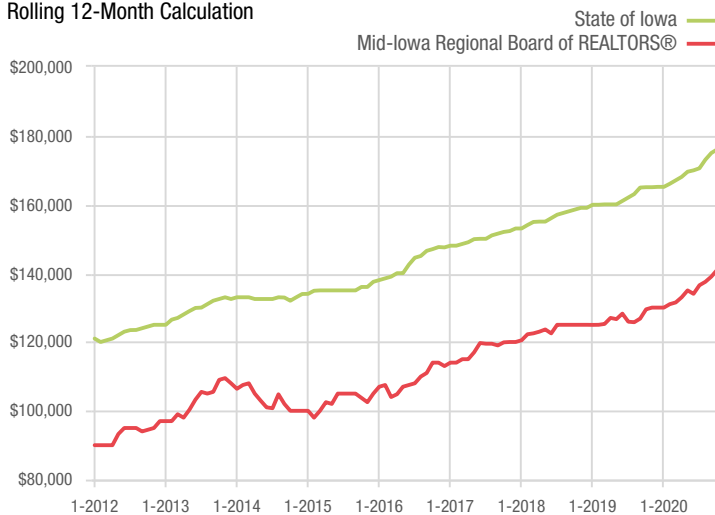
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	169	110	- 34.9%	1,610	1,454	- 9.7%
Pending Sales	102	126	+ 23.5%	1,227	1,318	+ 7.4%
Closed Sales	134	124	- 7.5%	1,192	1,201	+ 0.8%
Days on Market Until Sale	54	52	- 3.7%	71	64	- 9.9%
Median Sales Price*	\$137,950	\$164,900	+ 19.5%	\$130,000	\$143,500	+ 10.4%
Average Sales Price*	\$164,609	\$181,779	+ 10.4%	\$148,427	\$164,512	+ 10.8%
Percent of List Price Received*	95.8%	96.5%	+ 0.7%	95.7%	96.3%	+ 0.6%
Inventory of Homes for Sale	473	242	- 48.8%	—	—	—
Months Supply of Inventory	4.0	2.0	- 50.0%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1	2	+ 100.0%	21	42	+ 100.0%
Pending Sales	1	3	+ 200.0%	15	32	+ 113.3%
Closed Sales	0	7	—	16	28	+ 75.0%
Days on Market Until Sale	—	107	—	159	88	- 44.7%
Median Sales Price*	—	\$189,000	—	\$183,799	\$192,500	+ 4.7%
Average Sales Price*	—	\$189,714	—	\$172,220	\$189,736	+ 10.2%
Percent of List Price Received*	—	96.8%	—	97.0%	97.7%	+ 0.7%
Inventory of Homes for Sale	13	15	+ 15.4%	—	—	—
Months Supply of Inventory	6.8	4.9	- 27.9%	—	—	—

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

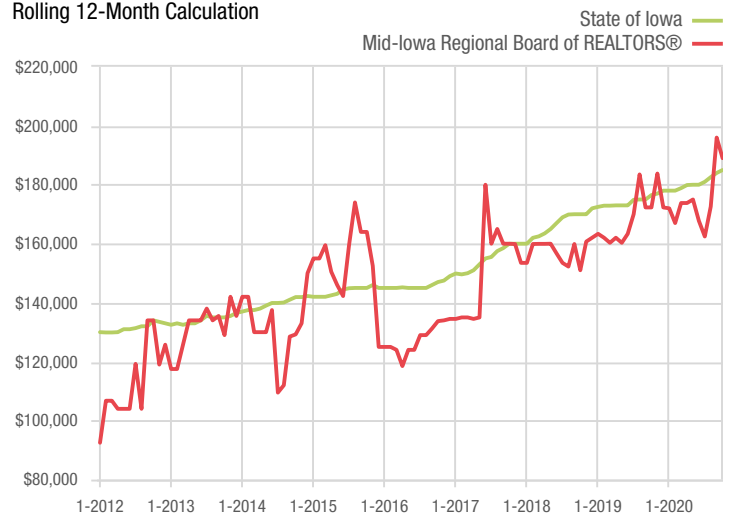
Median Sales Price - Single-Family Detached

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.