

# Local Market Update – December 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

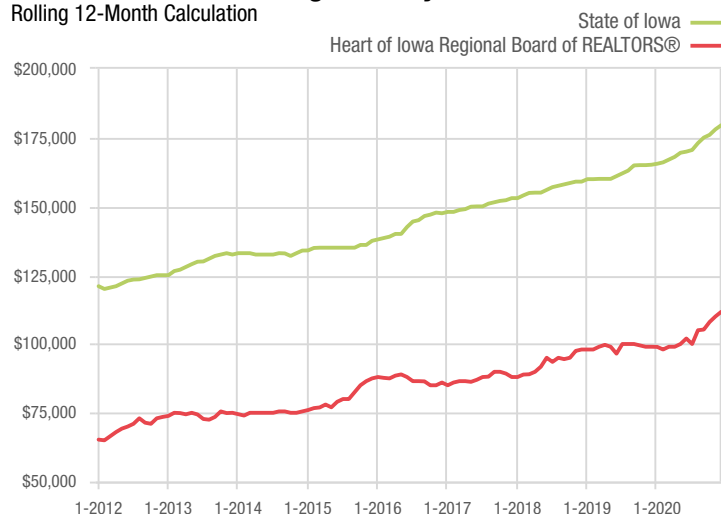
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	70	64	- 8.6%	1,686	1,553	- 7.9%
Pending Sales	79	55	- 30.4%	1,217	1,348	+ 10.8%
Closed Sales	81	101	+ 24.7%	1,196	1,325	+ 10.8%
Days on Market Until Sale	108	65	- 39.8%	86	94	+ 9.3%
Median Sales Price*	\$88,000	\$113,000	+ 28.4%	\$99,000	\$111,700	+ 12.8%
Average Sales Price*	\$111,766	\$123,666	+ 10.6%	\$119,636	\$130,799	+ 9.3%
Percent of List Price Received*	92.8%	94.8%	+ 2.2%	94.0%	94.2%	+ 0.2%
Inventory of Homes for Sale	505	344	- 31.9%	—	—	—
Months Supply of Inventory	5.0	3.1	- 38.0%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	3	0	- 100.0%	29	34	+ 17.2%
Pending Sales	0	0	0.0%	18	18	0.0%
Closed Sales	0	2	—	18	19	+ 5.6%
Days on Market Until Sale	—	175	—	87	168	+ 93.1%
Median Sales Price*	—	\$127,250	—	\$146,950	\$129,000	- 12.2%
Average Sales Price*	—	\$127,250	—	\$140,703	\$144,526	+ 2.7%
Percent of List Price Received*	—	90.7%	—	96.0%	95.1%	- 0.9%
Inventory of Homes for Sale	13	13	0.0%	—	—	—
Months Supply of Inventory	6.5	7.2	+ 10.8%	—	—	—

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

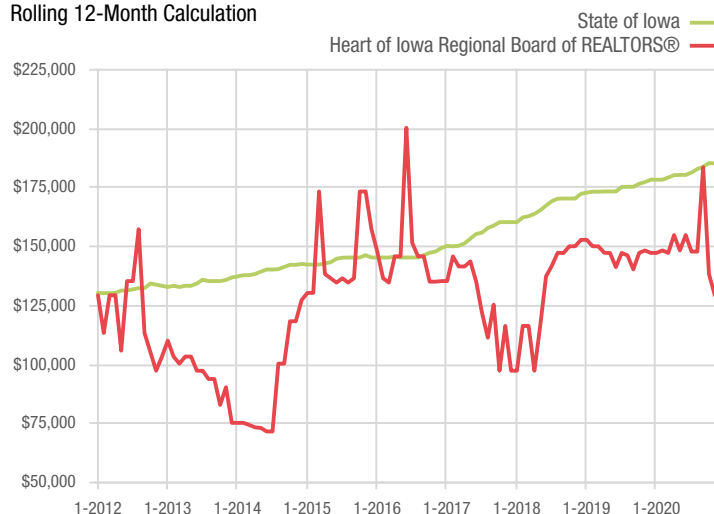
### Median Sales Price - Single-Family Detached

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.