

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Mid-Iowa Regional Board of REALTORS®

Includes Benton, Iowa, Marshall, Poweshiek and Tama Counties

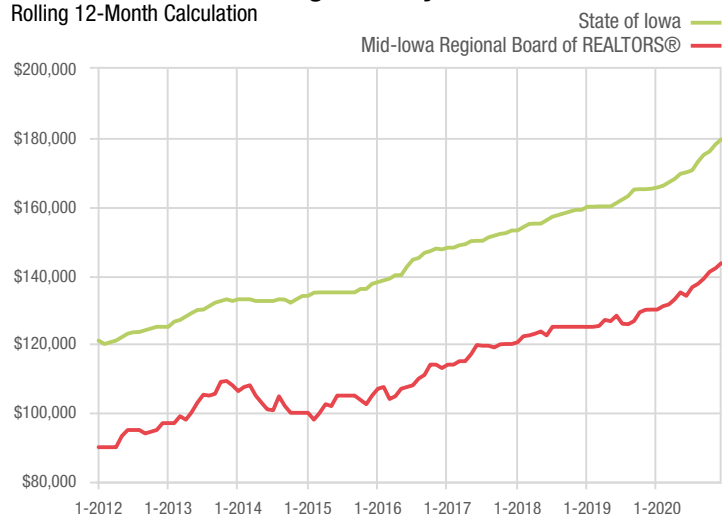
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	86	68	- 20.9%	1,786	1,616	- 9.5%
Pending Sales	79	78	- 1.3%	1,395	1,503	+ 7.7%
Closed Sales	109	143	+ 31.2%	1,400	1,484	+ 6.0%
Days on Market Until Sale	60	40	- 33.3%	70	61	- 12.9%
Median Sales Price*	\$127,000	\$142,000	+ 11.8%	\$130,000	\$143,500	+ 10.4%
Average Sales Price*	\$165,626	\$162,146	- 2.1%	\$149,735	\$165,912	+ 10.8%
Percent of List Price Received*	96.0%	96.5%	+ 0.5%	95.7%	96.4%	+ 0.7%
Inventory of Homes for Sale	393	182	- 53.7%	—	—	—
Months Supply of Inventory	3.4	1.5	- 55.9%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	5	3	- 40.0%	28	51	+ 82.1%
Pending Sales	1	3	+ 200.0%	20	40	+ 100.0%
Closed Sales	4	6	+ 50.0%	20	36	+ 80.0%
Days on Market Until Sale	118	22	- 81.4%	151	74	- 51.0%
Median Sales Price*	\$135,000	\$212,000	+ 57.0%	\$172,299	\$197,000	+ 14.3%
Average Sales Price*	\$143,100	\$207,150	+ 44.8%	\$166,396	\$193,192	+ 16.1%
Percent of List Price Received*	99.7%	98.4%	- 1.3%	97.5%	97.9%	+ 0.4%
Inventory of Homes for Sale	13	15	+ 15.4%	—	—	—
Months Supply of Inventory	6.5	4.5	- 30.8%	—	—	—

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

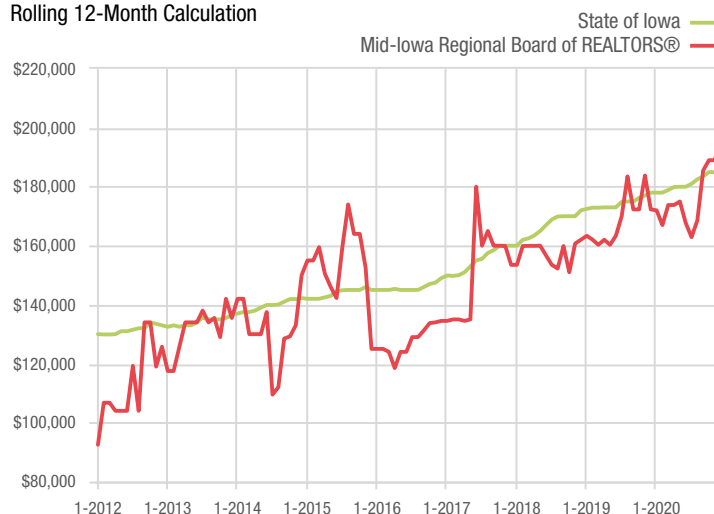
Median Sales Price - Single-Family Detached

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.