

Local Market Update – October 2018

This is a research tool provided by Iowa Association of REALTORS®.



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

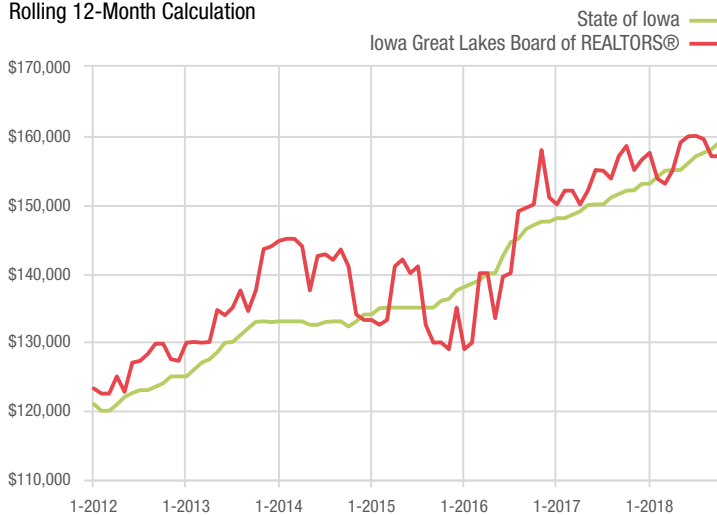
Single-Family Detached	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	63	46	- 27.0%	852	791	- 7.2%
Pending Sales	47	58	+ 23.4%	611	592	- 3.1%
Closed Sales	54	74	+ 37.0%	601	580	- 3.5%
Days on Market Until Sale	75	71	- 5.3%	95	91	- 4.2%
Median Sales Price*	\$163,500	\$157,500	- 3.7%	\$159,900	\$158,000	- 1.2%
Average Sales Price*	\$272,836	\$200,865	- 26.4%	\$229,521	\$224,875	- 2.0%
Percent of List Price Received*	94.0%	95.8%	+ 1.9%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale	296	262	- 11.5%	—	—	—
Months Supply of Inventory	5.2	4.8	- 7.7%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	16	25	+ 56.3%	302	377	+ 24.8%
Pending Sales	14	22	+ 57.1%	160	264	+ 65.0%
Closed Sales	17	21	+ 23.5%	153	255	+ 66.7%
Days on Market Until Sale	79	70	- 11.4%	102	99	- 2.9%
Median Sales Price*	\$200,000	\$215,000	+ 7.5%	\$232,900	\$229,900	- 1.3%
Average Sales Price*	\$223,347	\$256,743	+ 15.0%	\$251,437	\$307,502	+ 22.3%
Percent of List Price Received*	97.1%	96.9%	- 0.2%	96.9%	97.3%	+ 0.4%
Inventory of Homes for Sale	134	120	- 10.4%	—	—	—
Months Supply of Inventory	9.7	5.0	- 48.5%	—	—	—

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

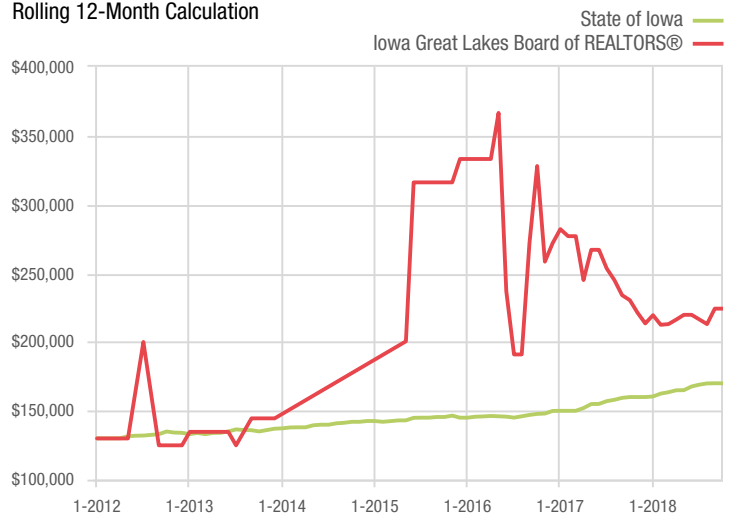
Median Sales Price - Single-Family Detached

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.