

Local Market Update – November 2018

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



Northwest Iowa Regional Board of REALTORS®

Includes Buena Vista, Calhoun, Cherokee, Ida, Lyon, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Sioux and Woodbury Counties

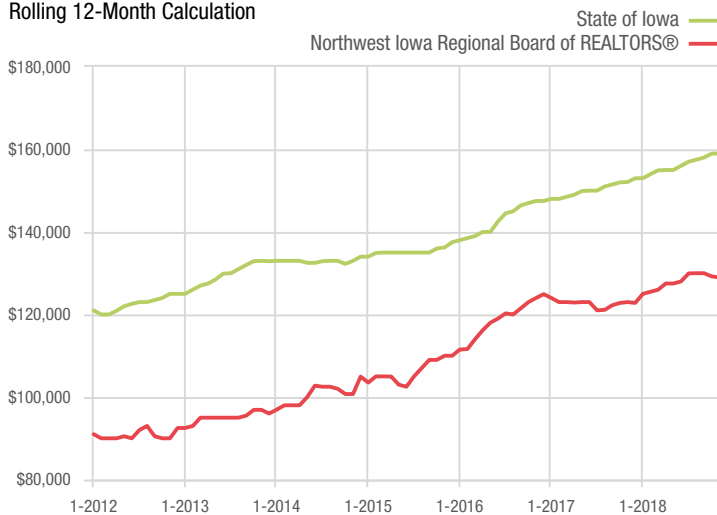
Single-Family Detached	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	136	178	+ 30.9%	1,707	2,476	+ 45.0%
Pending Sales	107	144	+ 34.6%	1,315	1,797	+ 36.7%
Closed Sales	120	225	+ 87.5%	1,272	1,748	+ 37.4%
Days on Market Until Sale	55	67	+ 21.8%	79	55	- 30.4%
Median Sales Price*	\$135,000	\$134,248	- 0.6%	\$123,000	\$129,900	+ 5.6%
Average Sales Price*	\$159,975	\$158,602	- 0.9%	\$143,383	\$148,079	+ 3.3%
Percent of List Price Received*	96.9%	96.3%	- 0.6%	96.6%	96.5%	- 0.1%
Inventory of Homes for Sale	436	644	+ 47.7%	—	—	—
Months Supply of Inventory	3.8	4.1	+ 7.9%	—	—	—

Townhouse-Condo	November			Year to Date		
	2017	2018	% Change	Thru 11-2017	Thru 11-2018	% Change
New Listings	8	18	+ 125.0%	112	202	+ 80.4%
Pending Sales	9	6	- 33.3%	66	127	+ 92.4%
Closed Sales	3	11	+ 266.7%	57	124	+ 117.5%
Days on Market Until Sale	42	91	+ 116.7%	94	82	- 12.8%
Median Sales Price*	\$203,000	\$217,500	+ 7.1%	\$175,000	\$161,000	- 8.0%
Average Sales Price*	\$212,300	\$215,000	+ 1.3%	\$178,593	\$161,184	- 9.7%
Percent of List Price Received*	97.9%	94.0%	- 4.0%	99.2%	96.1%	- 3.1%
Inventory of Homes for Sale	50	76	+ 52.0%	—	—	—
Months Supply of Inventory	9.0	6.8	- 24.4%	—	—	—

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

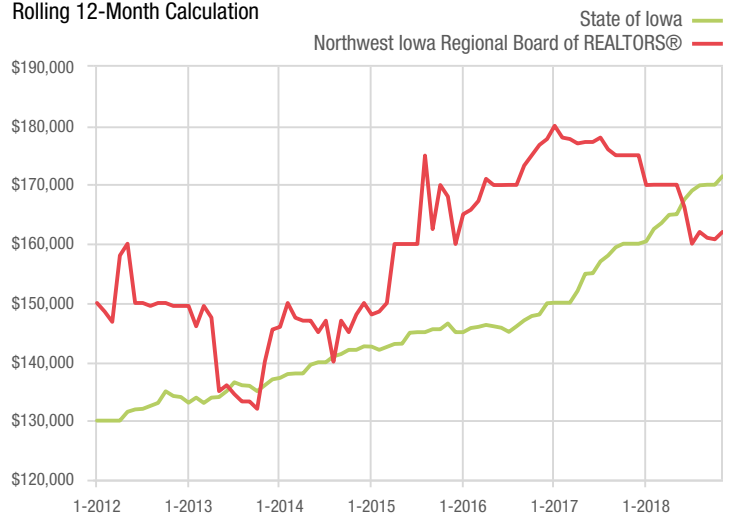
Median Sales Price - Single-Family Detached

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.