

Local Market Update – January 2019

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



Fourth Congressional District

Includes Audubon, Boone, Buena Vista, Butler, Calhoun, Carroll, Cerro Gordo, Cherokee, Chickasaw, Clay, Crawford, Dickinson, Emmet, Floyd, Franklin, Greene, Grundy, Hamilton, Hancock, Hardin, Harrison, Humboldt, Ida, Kossuth, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Shelby, Sioux, Story, Webster, Winnebago, Woodbury and Wright Counties

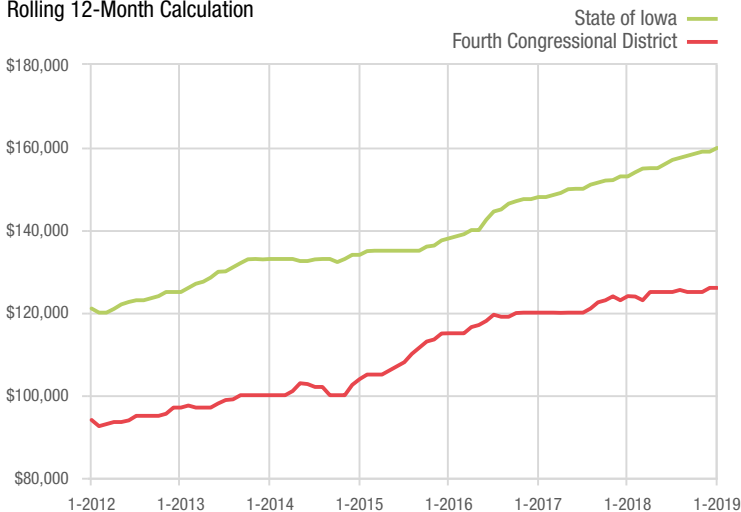
Single-Family Detached Key Metrics	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	558	650	+ 16.5%	558	650	+ 16.5%
Pending Sales	422	358	- 15.2%	422	358	- 15.2%
Closed Sales	390	314	- 19.5%	390	314	- 19.5%
Days on Market Until Sale	83	83	0.0%	83	83	0.0%
Median Sales Price*	\$125,000	\$124,475	- 0.4%	\$125,000	\$124,475	- 0.4%
Average Sales Price*	\$165,950	\$152,377	- 8.2%	\$165,950	\$152,377	- 8.2%
Percent of List Price Received*	95.1%	93.4%	- 1.8%	95.1%	93.4%	- 1.8%
Inventory of Homes for Sale	2,223	2,593	+ 16.6%	—	—	—
Months Supply of Inventory	3.9	4.3	+ 10.3%	—	—	—

Townhouse-Condo Key Metrics	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	70	61	- 12.9%	70	61	- 12.9%
Pending Sales	30	28	- 6.7%	30	28	- 6.7%
Closed Sales	30	16	- 46.7%	30	16	- 46.7%
Days on Market Until Sale	89	92	+ 3.4%	89	92	+ 3.4%
Median Sales Price*	\$194,000	\$157,500	- 18.8%	\$194,000	\$157,500	- 18.8%
Average Sales Price*	\$224,518	\$198,431	- 11.6%	\$224,518	\$198,431	- 11.6%
Percent of List Price Received*	97.4%	95.7%	- 1.7%	97.4%	95.7%	- 1.7%
Inventory of Homes for Sale	348	331	- 4.9%	—	—	—
Months Supply of Inventory	7.7	5.4	- 29.9%	—	—	—

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

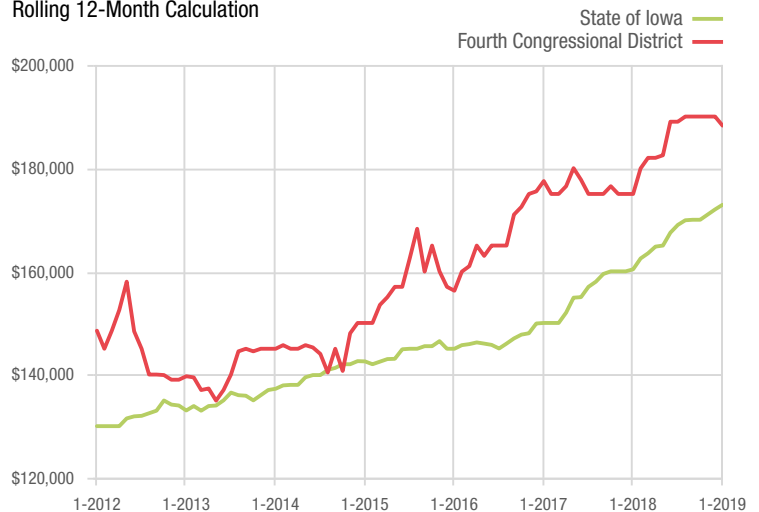
Median Sales Price - Single-Family Detached

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.