

Local Market Update – January 2019

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



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

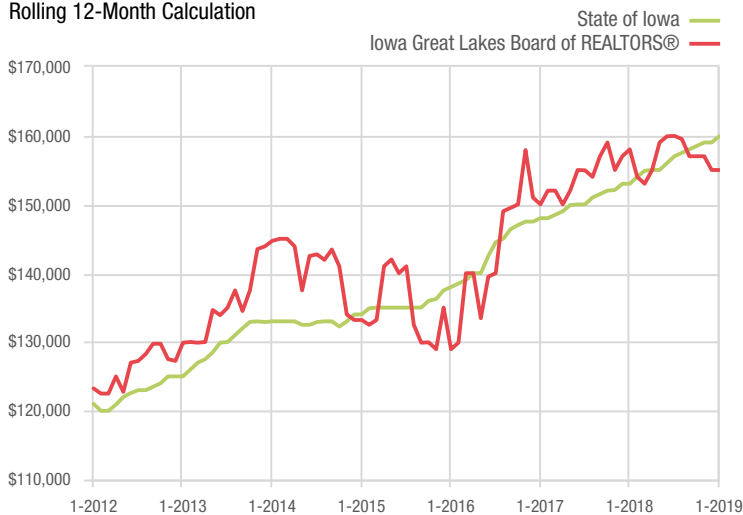
Single-Family Detached	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	52	54	+ 3.8%	52	54	+ 3.8%
Pending Sales	37	24	- 35.1%	37	24	- 35.1%
Closed Sales	35	23	- 34.3%	35	23	- 34.3%
Days on Market Until Sale	108	102	- 5.6%	108	102	- 5.6%
Median Sales Price*	\$130,000	\$80,000	- 38.5%	\$130,000	\$80,000	- 38.5%
Average Sales Price*	\$282,465	\$251,585	- 10.9%	\$282,465	\$251,585	- 10.9%
Percent of List Price Received*	95.3%	92.1%	- 3.4%	95.3%	92.1%	- 3.4%
Inventory of Homes for Sale	243	202	- 16.9%	—	—	—
Months Supply of Inventory	4.3	3.7	- 14.0%	—	—	—

Townhouse-Condo	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	26	24	- 7.7%	26	24	- 7.7%
Pending Sales	10	10	0.0%	10	10	0.0%
Closed Sales	9	8	- 11.1%	9	8	- 11.1%
Days on Market Until Sale	120	97	- 19.2%	120	97	- 19.2%
Median Sales Price*	\$247,500	\$265,000	+ 7.1%	\$247,500	\$265,000	+ 7.1%
Average Sales Price*	\$319,321	\$284,750	- 10.8%	\$319,321	\$284,750	- 10.8%
Percent of List Price Received*	98.1%	95.3%	- 2.9%	98.1%	95.3%	- 2.9%
Inventory of Homes for Sale	131	105	- 19.8%	—	—	—
Months Supply of Inventory	8.3	4.2	- 49.4%	—	—	—

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

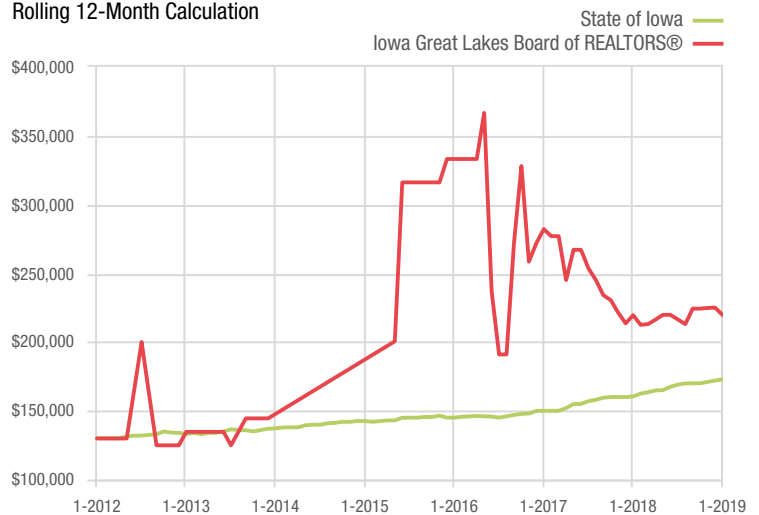
Median Sales Price - Single-Family Detached

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.