

Local Market Update – January 2019

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



North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties

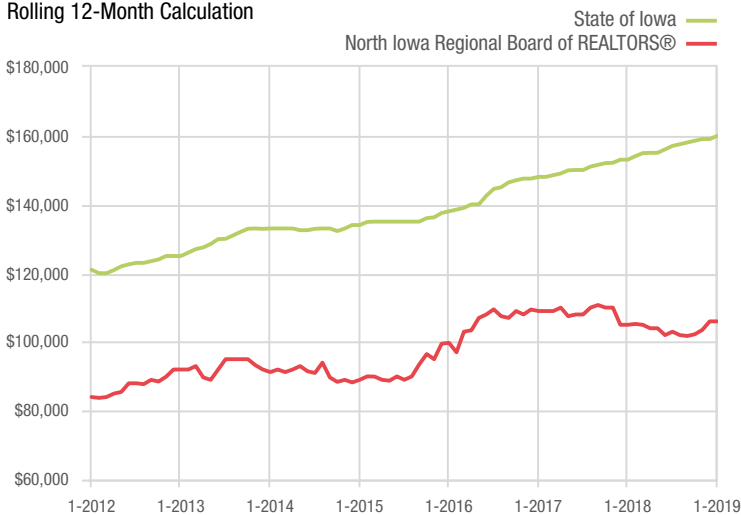
Single-Family Detached	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	120	98	- 18.3%	120	98	- 18.3%
Pending Sales	78	39	- 50.0%	78	39	- 50.0%
Closed Sales	61	40	- 34.4%	61	40	- 34.4%
Days on Market Until Sale	109	126	+ 15.6%	109	126	+ 15.6%
Median Sales Price*	\$101,000	\$71,750	- 29.0%	\$101,000	\$71,750	- 29.0%
Average Sales Price*	\$127,911	\$132,180	+ 3.3%	\$127,911	\$132,180	+ 3.3%
Percent of List Price Received*	94.3%	97.5%	+ 3.4%	94.3%	97.5%	+ 3.4%
Inventory of Homes for Sale	447	501	+ 12.1%	—	—	—
Months Supply of Inventory	4.6	5.5	+ 19.6%	—	—	—

Townhouse-Condo	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	13	4	- 69.2%	13	4	- 69.2%
Pending Sales	2	1	- 50.0%	2	1	- 50.0%
Closed Sales	7	1	- 85.7%	7	1	- 85.7%
Days on Market Until Sale	129	98	- 24.0%	129	98	- 24.0%
Median Sales Price*	\$195,000	\$81,000	- 58.5%	\$195,000	\$81,000	- 58.5%
Average Sales Price*	\$226,529	\$81,000	- 64.2%	\$226,529	\$81,000	- 64.2%
Percent of List Price Received*	94.3%	93.2%	- 1.2%	94.3%	93.2%	- 1.2%
Inventory of Homes for Sale	64	59	- 7.8%	—	—	—
Months Supply of Inventory	9.3	7.2	- 22.6%	—	—	—

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

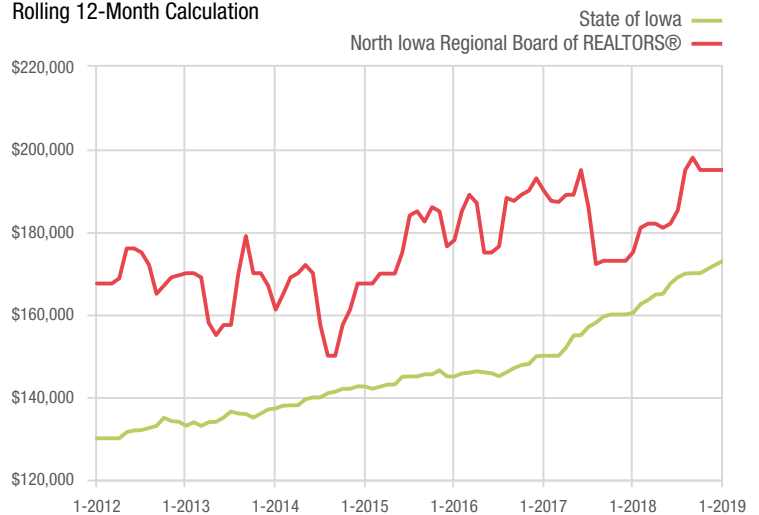
Median Sales Price - Single-Family Detached

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.