

# Local Market Update – January 2019

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

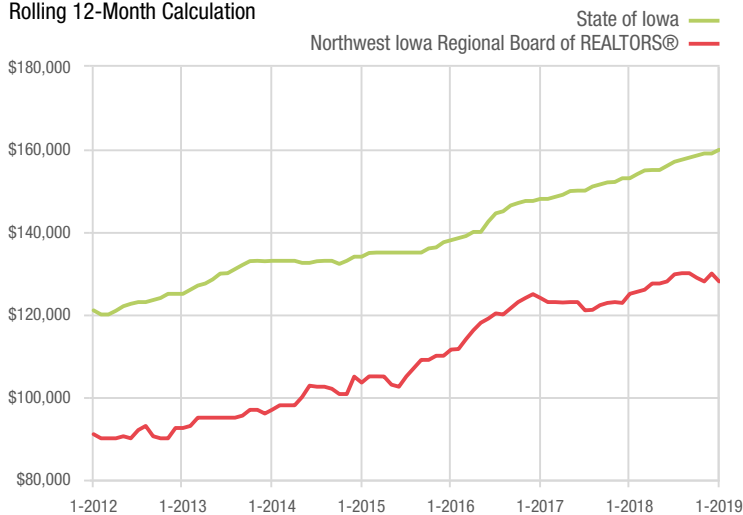
Single-Family Detached	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	124	<b>168</b>	+ 35.5%	124	<b>168</b>	+ 35.5%
Pending Sales	75	<b>115</b>	+ 53.3%	75	<b>115</b>	+ 53.3%
Closed Sales	92	<b>102</b>	+ 10.9%	92	<b>102</b>	+ 10.9%
Days on Market Until Sale	55	<b>77</b>	+ 40.0%	55	<b>77</b>	+ 40.0%
Median Sales Price*	\$137,500	<b>\$124,000</b>	- 9.8%	\$137,500	<b>\$124,000</b>	- 9.8%
Average Sales Price*	\$158,840	<b>\$132,295</b>	- 16.7%	\$158,840	<b>\$132,295</b>	- 16.7%
Percent of List Price Received*	96.9%	<b>93.8%</b>	- 3.2%	96.9%	<b>93.8%</b>	- 3.2%
Inventory of Homes for Sale	414	<b>577</b>	+ 39.4%	—	—	—
Months Supply of Inventory	3.5	<b>3.5</b>	0.0%	—	—	—

Townhouse-Condo	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	16	<b>21</b>	+ 31.3%	16	<b>21</b>	+ 31.3%
Pending Sales	7	<b>5</b>	- 28.6%	7	<b>5</b>	- 28.6%
Closed Sales	9	<b>2</b>	- 77.8%	9	<b>2</b>	- 77.8%
Days on Market Until Sale	23	<b>8</b>	- 65.2%	23	<b>8</b>	- 65.2%
Median Sales Price*	\$111,500	<b>\$202,500</b>	+ 81.6%	\$111,500	<b>\$202,500</b>	+ 81.6%
Average Sales Price*	\$110,772	<b>\$202,500</b>	+ 82.8%	\$110,772	<b>\$202,500</b>	+ 82.8%
Percent of List Price Received*	96.2%	<b>97.5%</b>	+ 1.4%	96.2%	<b>97.5%</b>	+ 1.4%
Inventory of Homes for Sale	40	<b>83</b>	+ 107.5%	—	—	—
Months Supply of Inventory	6.2	<b>7.4</b>	+ 19.4%	—	—	—

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

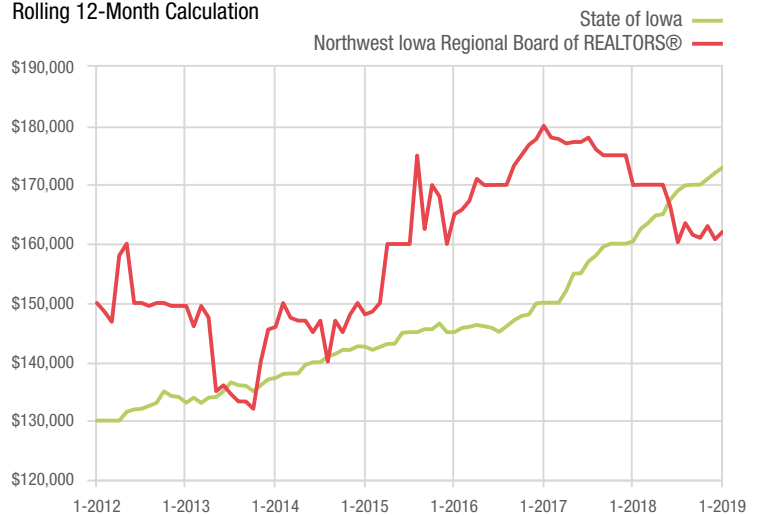
### Median Sales Price - Single-Family Detached

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.