Local Market Update – January 2019 This is a research tool provided by Iowa Association of REALTORS®.

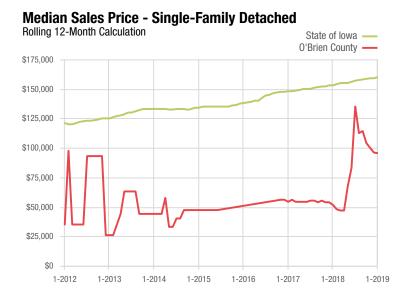


O'Brien County

| Single-Family Detached | January | | | Year to Date | | | |
|---------------------------------|----------|----------|----------|--------------|-------------|----------|--|
| Key Metrics | 2018 | 2019 | % Change | Thru 1-2018 | Thru 1-2019 | % Change | |
| New Listings | 6 | 7 | + 16.7% | 6 | 7 | + 16.7% | |
| Pending Sales | 2 | 0 | - 100.0% | 2 | 0 | - 100.0% | |
| Closed Sales | 1 | 2 | + 100.0% | 1 | 2 | + 100.0% | |
| Days on Market Until Sale | 72 | 84 | + 16.7% | 72 | 84 | + 16.7% | |
| Median Sales Price* | \$38,500 | \$62,500 | + 62.3% | \$38,500 | \$62,500 | + 62.3% | |
| Average Sales Price* | \$38,500 | \$62,500 | + 62.3% | \$38,500 | \$62,500 | + 62.3% | |
| Percent of List Price Received* | 90.6% | 85.5% | - 5.6% | 90.6% | 85.5% | - 5.6% | |
| Inventory of Homes for Sale | 10 | 24 | + 140.0% | | | _ | |
| Months Supply of Inventory | 7.1 | 5.3 | - 25.4% | | | | |

| Townhouse-Condo | | January | | | Year to Date | | | |
|---------------------------------|------|---------|----------|-------------|--------------|----------|--|--|
| Key Metrics | 2018 | 2019 | % Change | Thru 1-2018 | Thru 1-2019 | % Change | | |
| New Listings | 0 | 3 | _ | 0 | 3 | | | |
| Pending Sales | 0 | 0 | 0.0% | 0 | 0 | 0.0% | | |
| Closed Sales | 0 | 0 | 0.0% | 0 | 0 | 0.0% | | |
| Days on Market Until Sale | _ | | _ | | | _ | | |
| Median Sales Price* | | | _ | | | | | |
| Average Sales Price* | | | _ | | _ | | | |
| Percent of List Price Received* | | | _ | | | | | |
| Inventory of Homes for Sale | 0 | 5 | _ | | _ | | | |
| Months Supply of Inventory | | 3.8 | _ | | | | | |

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





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.