

# Local Market Update – January 2019

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



## Woodbury County

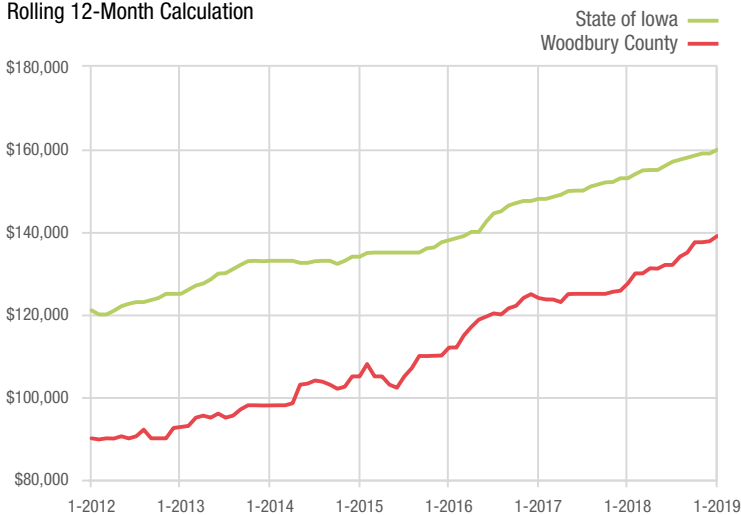
| Single-Family Detached          | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 75        | 72               | - 4.0%   | 75           | 72               | - 4.0%   |
| Pending Sales                   | 60        | 54               | - 10.0%  | 60           | 54               | - 10.0%  |
| Closed Sales                    | 76        | 41               | - 46.1%  | 76           | 41               | - 46.1%  |
| Days on Market Until Sale       | 48        | 36               | - 25.0%  | 48           | 36               | - 25.0%  |
| Median Sales Price*             | \$137,500 | <b>\$142,000</b> | + 3.3%   | \$137,500    | <b>\$142,000</b> | + 3.3%   |
| Average Sales Price*            | \$155,873 | <b>\$156,750</b> | + 0.6%   | \$155,873    | <b>\$156,750</b> | + 0.6%   |
| Percent of List Price Received* | 97.4%     | <b>96.1%</b>     | - 1.3%   | 97.4%        | <b>96.1%</b>     | - 1.3%   |
| Inventory of Homes for Sale     | 179       | <b>192</b>       | + 7.3%   | —            | —                | —        |
| Months Supply of Inventory      | 1.9       | <b>2.1</b>       | + 10.5%  | —            | —                | —        |

| Townhouse-Condo                 | January   |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2018      | 2019             | % Change | Thru 1-2018  | Thru 1-2019      | % Change |
| New Listings                    | 6         | 8                | + 33.3%  | 6            | 8                | + 33.3%  |
| Pending Sales                   | 2         | 2                | 0.0%     | 2            | 2                | 0.0%     |
| Closed Sales                    | 7         | 1                | - 85.7%  | 7            | 1                | - 85.7%  |
| Days on Market Until Sale       | 9         | 2                | - 77.8%  | 9            | 2                | - 77.8%  |
| Median Sales Price*             | \$111,500 | <b>\$270,000</b> | + 142.2% | \$111,500    | <b>\$270,000</b> | + 142.2% |
| Average Sales Price*            | \$110,279 | <b>\$270,000</b> | + 144.8% | \$110,279    | <b>\$270,000</b> | + 144.8% |
| Percent of List Price Received* | 98.5%     | <b>101.9%</b>    | + 3.5%   | 98.5%        | <b>101.9%</b>    | + 3.5%   |
| Inventory of Homes for Sale     | 25        | <b>42</b>        | + 68.0%  | —            | —                | —        |
| Months Supply of Inventory      | 4.8       | <b>7.5</b>       | + 56.3%  | —            | —                | —        |

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

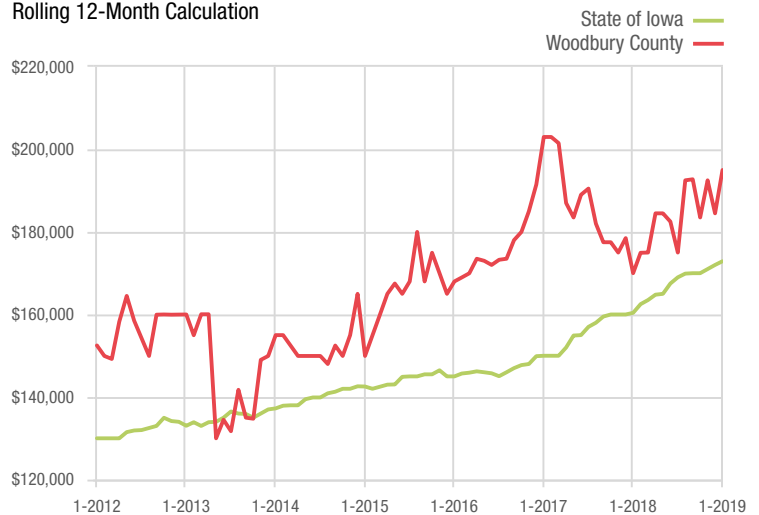
### Median Sales Price - Single-Family Detached

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.