

Local Market Update – February 2019

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



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

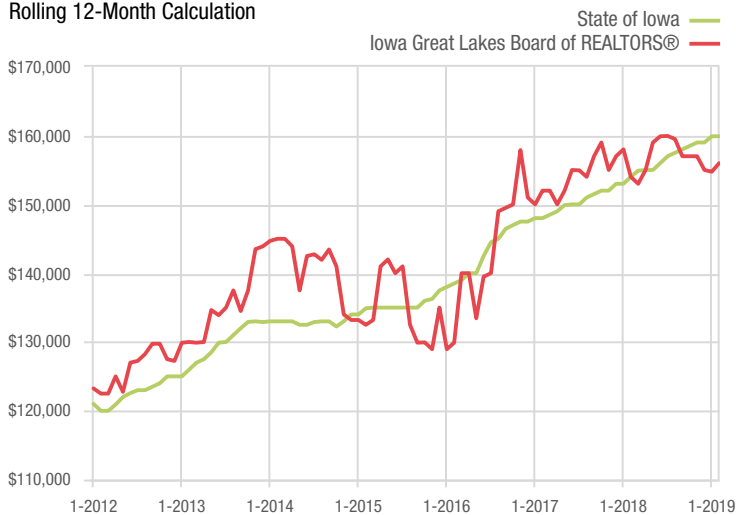
Single-Family Detached	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	54	55	+ 1.9%	106	109	+ 2.8%
Pending Sales	36	34	- 5.6%	73	62	- 15.1%
Closed Sales	27	25	- 7.4%	62	49	- 21.0%
Days on Market Until Sale	80	72	- 10.0%	96	95	- 1.0%
Median Sales Price*	\$100,000	\$101,000	+ 1.0%	\$117,500	\$82,500	- 29.8%
Average Sales Price*	\$113,881	\$119,907	+ 5.3%	\$209,050	\$180,137	- 13.8%
Percent of List Price Received*	93.8%	95.0%	+ 1.3%	94.6%	93.3%	- 1.4%
Inventory of Homes for Sale	251	209	- 16.7%	—	—	—
Months Supply of Inventory	4.4	3.8	- 13.6%	—	—	—

Townhouse-Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
Key Metrics						
New Listings	26	37	+ 42.3%	52	61	+ 17.3%
Pending Sales	17	18	+ 5.9%	27	27	0.0%
Closed Sales	10	15	+ 50.0%	19	23	+ 21.1%
Days on Market Until Sale	115	67	- 41.7%	117	78	- 33.3%
Median Sales Price*	\$193,625	\$140,000	- 27.7%	\$224,500	\$186,000	- 17.1%
Average Sales Price*	\$263,815	\$254,700	- 3.5%	\$290,107	\$265,152	- 8.6%
Percent of List Price Received*	97.3%	95.0%	- 2.4%	97.7%	95.1%	- 2.7%
Inventory of Homes for Sale	129	118	- 8.5%	—	—	—
Months Supply of Inventory	7.9	4.8	- 39.2%	—	—	—

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

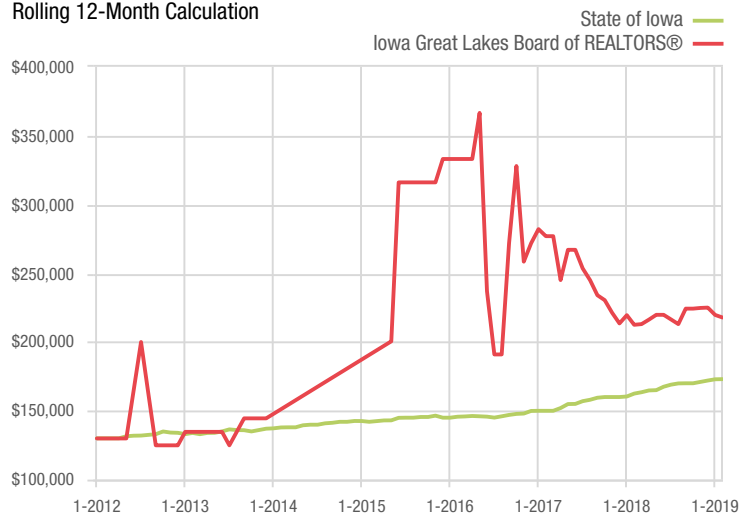
Median Sales Price - Single-Family Detached

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.