

Local Market Update – February 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

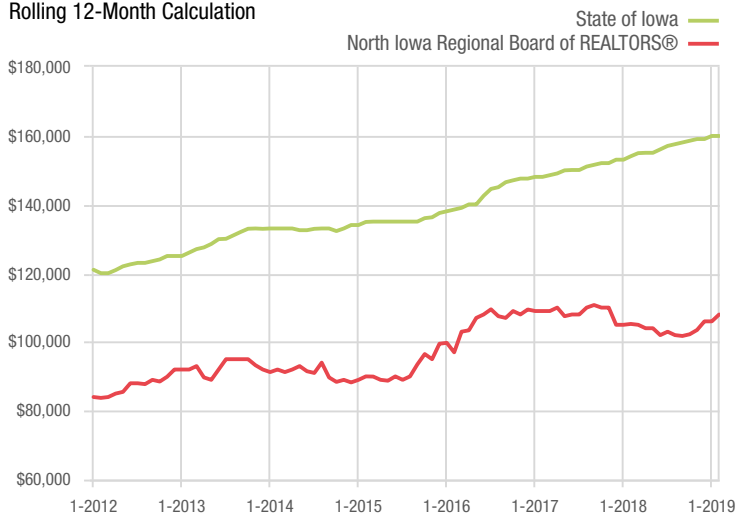
Single-Family Detached	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	89	92	+ 3.4%	209	192	- 8.1%
Pending Sales	81	36	- 55.6%	159	99	- 37.7%
Closed Sales	44	54	+ 22.7%	105	96	- 8.6%
Days on Market Until Sale	134	101	- 24.6%	120	111	- 7.5%
Median Sales Price*	\$88,500	\$117,250	+ 32.5%	\$96,500	\$101,000	+ 4.7%
Average Sales Price*	\$111,548	\$133,131	+ 19.3%	\$120,988	\$131,503	+ 8.7%
Percent of List Price Received*	93.2%	93.9%	+ 0.8%	93.8%	95.4%	+ 1.7%
Inventory of Homes for Sale	419	500	+ 19.3%	—	—	—
Months Supply of Inventory	4.3	5.6	+ 30.2%	—	—	—

Townhouse-Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	11	7	- 36.4%	24	11	- 54.2%
Pending Sales	5	3	- 40.0%	7	7	0.0%
Closed Sales	3	3	0.0%	10	5	- 50.0%
Days on Market Until Sale	72	115	+ 59.7%	112	94	- 16.1%
Median Sales Price*	\$220,000	\$180,000	- 18.2%	\$200,000	\$148,500	- 25.8%
Average Sales Price*	\$251,000	\$232,833	- 7.2%	\$233,870	\$176,900	- 24.4%
Percent of List Price Received*	96.7%	91.7%	- 5.2%	95.0%	92.8%	- 2.3%
Inventory of Homes for Sale	64	56	- 12.5%	—	—	—
Months Supply of Inventory	9.1	6.7	- 26.4%	—	—	—

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

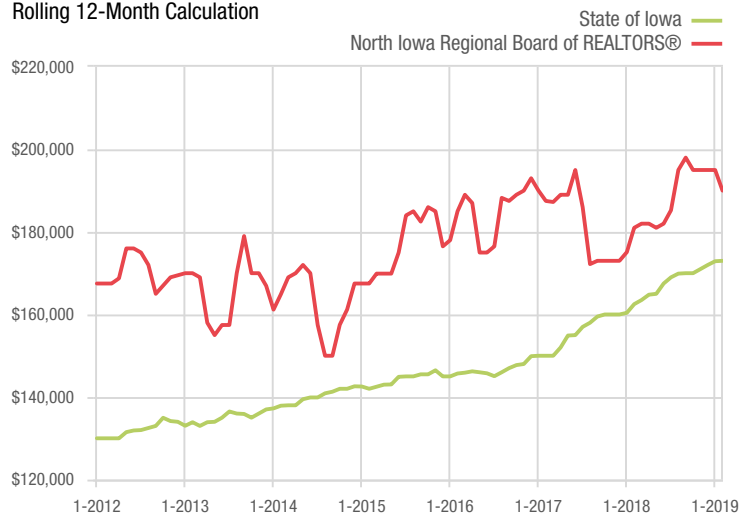
Median Sales Price - Single-Family Detached

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.