Local Market Update – February 2019

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

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
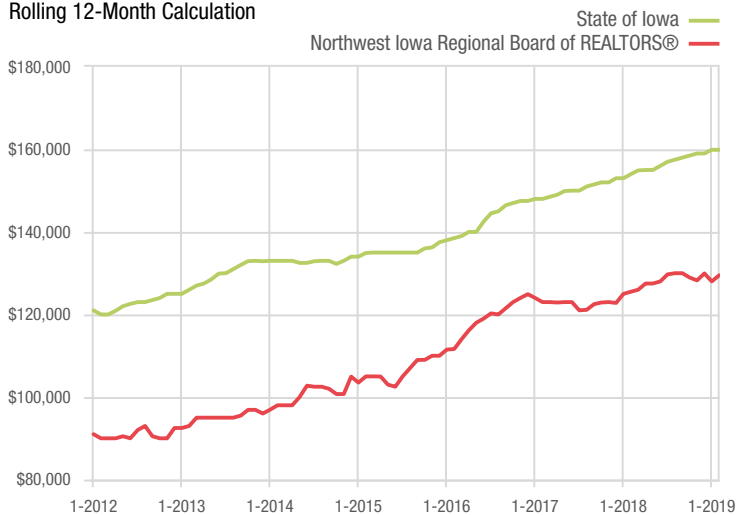
Single-Family Detached

Key Metrics	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	113	147	+ 30.1%	240	316	+ 31.7%
Pending Sales	88	129	+ 46.6%	164	249	+ 51.8%
Closed Sales	70	102	+ 45.7%	163	206	+ 26.4%
Days on Market Until Sale	64	78	+ 21.9%	59	78	+ 32.2%
Median Sales Price*	$113,000	$129,500	+ 14.6%	$125,000	$125,000	0.0%
Average Sales Price*	$126,995	$146,424	+ 15.3%	$144,931	$138,518	- 4.4%
Percent of List Price Received*	94.8%	95.0%	+ 0.2%	96.0%	94.3%	- 1.8%
Inventory of Homes for Sale	422	549	+ 30.1%	—	—	—
Months Supply of Inventory	3.7	3.3	- 10.8%	—	—	—

Townhouse-Condo

Key Metrics	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	12	12	0.0%	28	33	+ 17.9%
Pending Sales	5	16	+ 220.0%	12	23	+ 91.7%
Closed Sales	5	9	+ 80.0%	14	11	- 21.4%
Days on Market Until Sale	124	65	- 47.6%	59	54	- 8.5%
Median Sales Price*	$245,500	$120,000	- 51.1%	$150,750	$135,000	- 10.4%
Average Sales Price*	$192,490	$159,544	- 17.1%	$139,957	$167,355	+ 19.6%
Percent of List Price Received*	95.8%	96.2%	+ 0.4%	96.0%	96.4%	+ 0.4%
Inventory of Homes for Sale	44	75	+ 70.5%	—	—	—
Months Supply of Inventory	6.8	6.1	- 10.3%	—	—	—

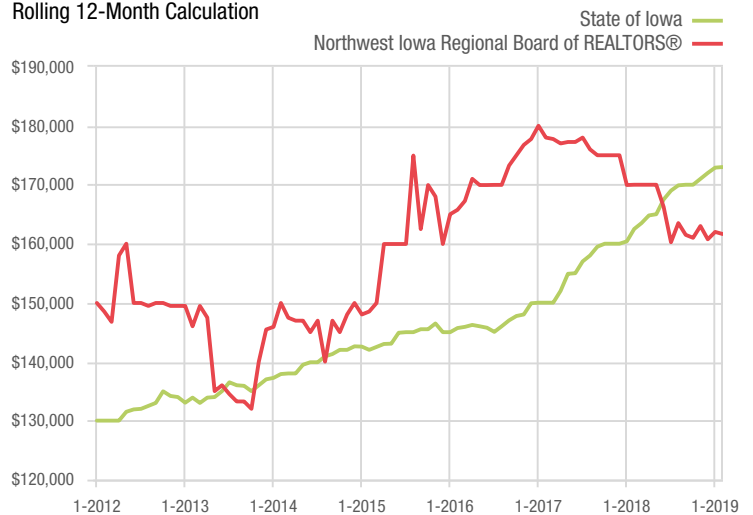* Does not account for seller concessions; % Change may be extreme due to small sample size.

Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa —
Northwest Iowa Regional Board of REALTORS® —

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa —
Northwest Iowa Regional Board of REALTORS® —

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.