

## Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

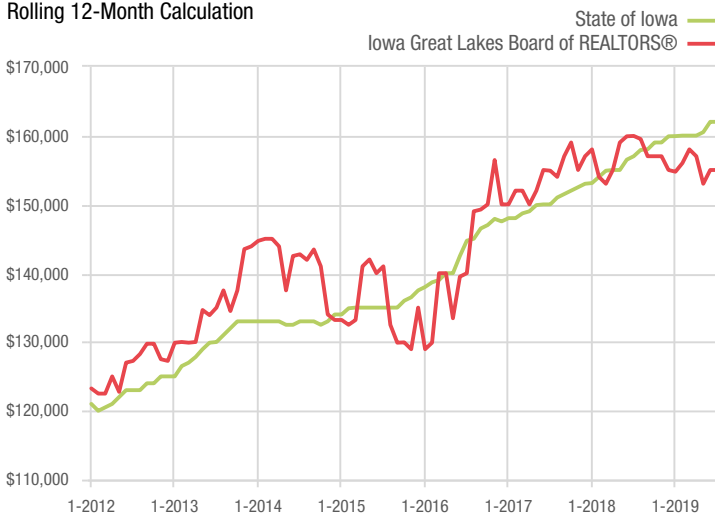
Single-Family Detached	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	77	102	+ 32.5%	561	586	+ 4.5%
Pending Sales	62	57	- 8.1%	410	391	- 4.6%
Closed Sales	67	58	- 13.4%	389	363	- 6.7%
Days on Market Until Sale	80	67	- 16.3%	99	80	- 19.2%
Median Sales Price*	\$149,900	\$160,450	+ 7.0%	\$159,500	\$158,500	- 0.6%
Average Sales Price*	\$213,678	\$264,177	+ 23.6%	\$216,526	\$216,782	+ 0.1%
Percent of List Price Received*	96.4%	95.0%	- 1.5%	95.7%	95.7%	0.0%
Inventory of Homes for Sale	278	292	+ 5.0%	—	—	—
Months Supply of Inventory	5.3	5.3	0.0%	—	—	—

Townhouse-Condo	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	32	63	+ 96.9%	268	297	+ 10.8%
Pending Sales	35	46	+ 31.4%	190	197	+ 3.7%
Closed Sales	32	35	+ 9.4%	170	168	- 1.2%
Days on Market Until Sale	92	94	+ 2.2%	106	96	- 9.4%
Median Sales Price*	\$198,250	\$185,000	- 6.7%	\$227,500	\$215,458	- 5.3%
Average Sales Price*	\$249,469	\$233,124	- 6.6%	\$304,183	\$271,574	- 10.7%
Percent of List Price Received*	98.4%	97.8%	- 0.6%	97.1%	97.3%	+ 0.2%
Inventory of Homes for Sale	124	160	+ 29.0%	—	—	—
Months Supply of Inventory	5.5	6.3	+ 14.5%	—	—	—

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

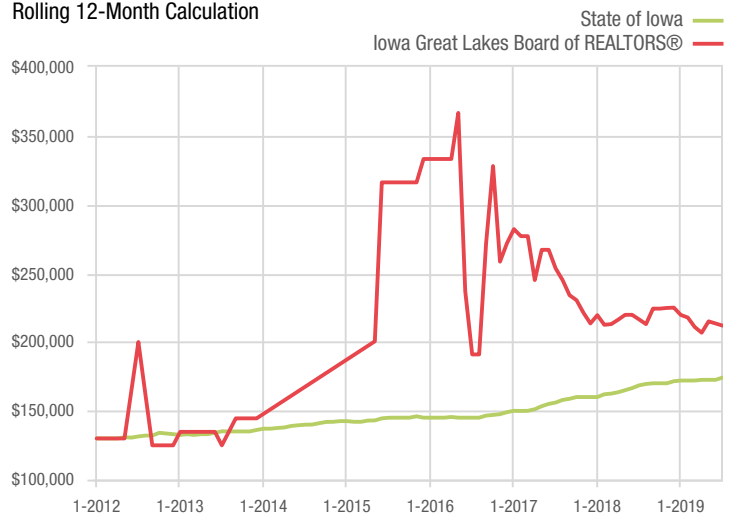
### Median Sales Price - Single-Family Detached

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.