

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

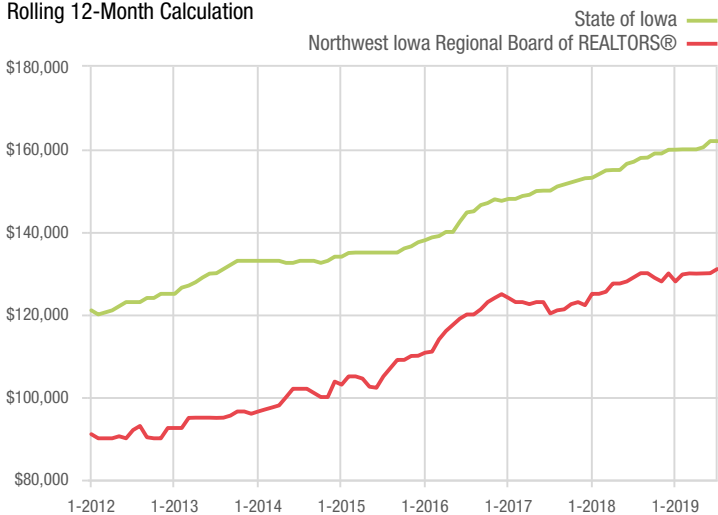
Single-Family Detached	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	268	292	+ 9.0%	1,515	1,628	+ 7.5%
Pending Sales	208	227	+ 9.1%	1,061	1,304	+ 22.9%
Closed Sales	223	215	- 3.6%	951	1,171	+ 23.1%
Days on Market Until Sale	53	58	+ 9.4%	56	70	+ 25.0%
Median Sales Price*	\$127,000	\$145,000	+ 14.2%	\$130,000	\$134,000	+ 3.1%
Average Sales Price*	\$148,504	\$163,266	+ 9.9%	\$149,126	\$150,334	+ 0.8%
Percent of List Price Received*	96.8%	96.9%	+ 0.1%	96.5%	96.1%	- 0.4%
Inventory of Homes for Sale	644	611	- 5.1%	—	—	—
Months Supply of Inventory	4.8	3.4	- 29.2%	—	—	—

Townhouse-Condo	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	17	13	- 23.5%	127	133	+ 4.7%
Pending Sales	17	12	- 29.4%	82	103	+ 25.6%
Closed Sales	17	13	- 23.5%	70	79	+ 12.9%
Days on Market Until Sale	84	98	+ 16.7%	80	81	+ 1.3%
Median Sales Price*	\$112,000	\$187,500	+ 67.4%	\$151,700	\$177,450	+ 17.0%
Average Sales Price*	\$135,385	\$198,719	+ 46.8%	\$149,973	\$190,811	+ 27.2%
Percent of List Price Received*	95.3%	97.6%	+ 2.4%	96.0%	97.1%	+ 1.1%
Inventory of Homes for Sale	59	74	+ 25.4%	—	—	—
Months Supply of Inventory	6.3	5.7	- 9.5%	—	—	—

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

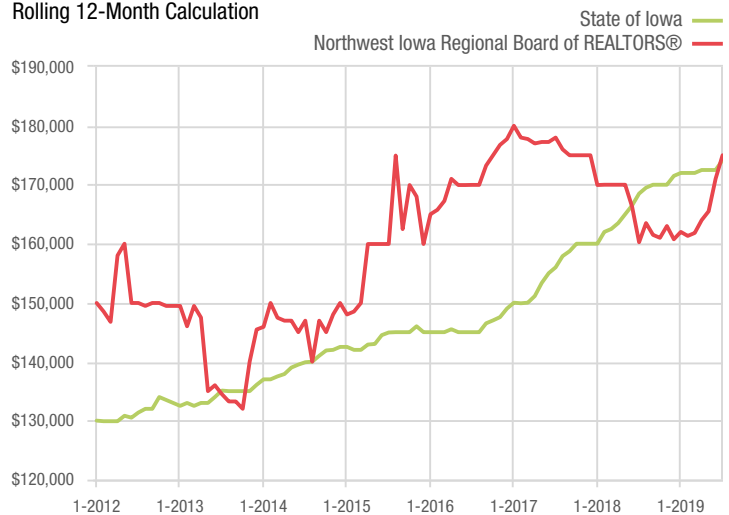
Median Sales Price - Single-Family Detached

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.