

Local Market Update – July 2019

A Research Tool Provided by Iowa Association of REALTORS®



Palo Alto County

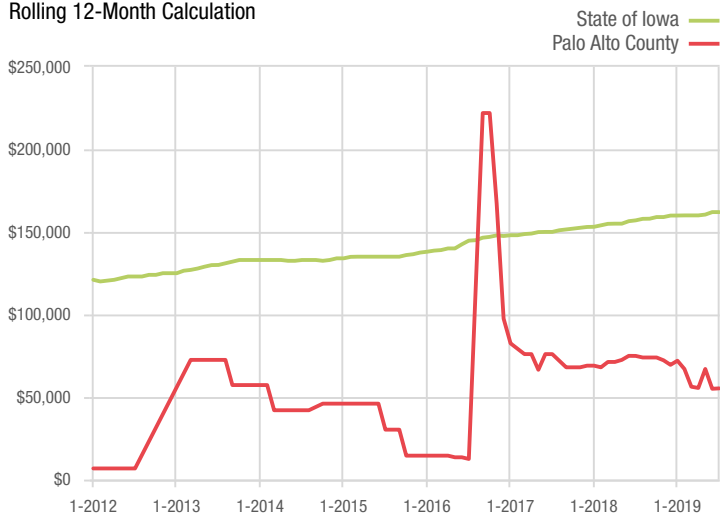
Single-Family Detached	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	10	5	- 50.0%	61	42	- 31.1%
Pending Sales	3	5	+ 66.7%	23	30	+ 30.4%
Closed Sales	5	6	+ 20.0%	21	25	+ 19.0%
Days on Market Until Sale	12	178	+ 1,383.3%	83	123	+ 48.2%
Median Sales Price*	\$50,000	\$120,000	+ 140.0%	\$74,900	\$55,500	- 25.9%
Average Sales Price*	\$117,600	\$179,417	+ 52.6%	\$136,114	\$105,244	- 22.7%
Percent of List Price Received*	89.2%	88.0%	- 1.3%	92.6%	89.4%	- 3.5%
Inventory of Homes for Sale	35	25	- 28.6%	—	—	—
Months Supply of Inventory	11.7	5.5	- 53.0%	—	—	—

Townhouse-Condo	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	2	2	0.0%	20	13	- 35.0%
Pending Sales	4	1	- 75.0%	15	10	- 33.3%
Closed Sales	6	1	- 83.3%	15	9	- 40.0%
Days on Market Until Sale	61	88	+ 44.3%	65	76	+ 16.9%
Median Sales Price*	\$94,950	\$125,000	+ 31.6%	\$95,000	\$129,000	+ 35.8%
Average Sales Price*	\$112,267	\$125,000	+ 11.3%	\$115,940	\$201,222	+ 73.6%
Percent of List Price Received*	91.8%	95.4%	+ 3.9%	91.0%	95.4%	+ 4.8%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	2.0	4.5	+ 125.0%	—	—	—

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

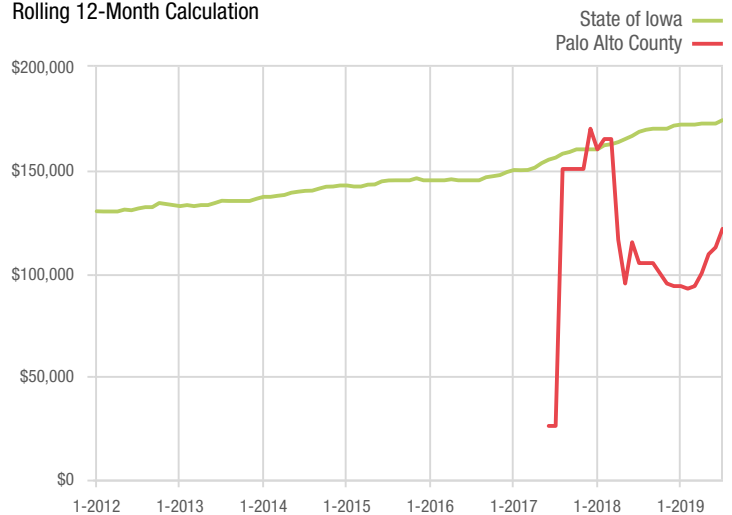
Median Sales Price - Single-Family Detached

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.