

Local Market Update – September 2019

A Research Tool Provided by Iowa Association of REALTORS®



Palo Alto County

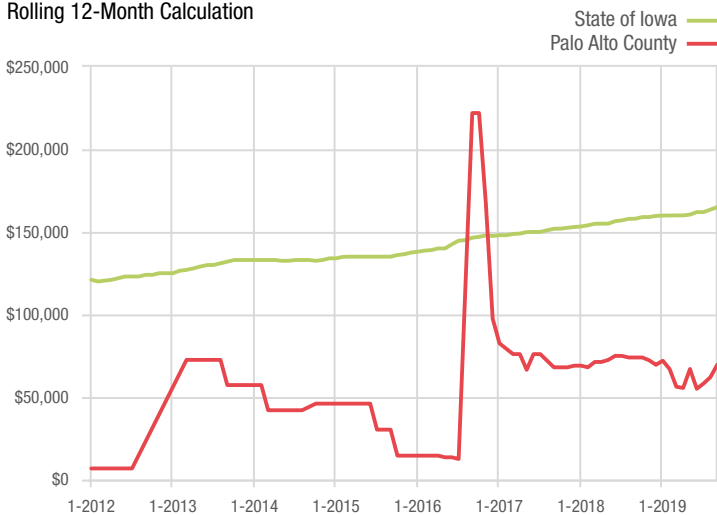
Single-Family Detached	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	4	10	+ 150.0%	78	57	- 26.9%
Pending Sales	5	2	- 60.0%	35	40	+ 14.3%
Closed Sales	4	5	+ 25.0%	30	40	+ 33.3%
Days on Market Until Sale	72	133	+ 84.7%	81	113	+ 39.5%
Median Sales Price*	\$100,950	\$160,000	+ 58.5%	\$73,950	\$77,250	+ 4.5%
Average Sales Price*	\$101,600	\$180,000	+ 77.2%	\$123,210	\$123,093	- 0.1%
Percent of List Price Received*	97.3%	94.2%	- 3.2%	93.5%	91.0%	- 2.7%
Inventory of Homes for Sale	33	24	- 27.3%	—	—	—
Months Supply of Inventory	9.1	5.4	- 40.7%	—	—	—

Townhouse-Condo	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	4	1	- 75.0%	25	15	- 40.0%
Pending Sales	1	2	+ 100.0%	16	12	- 25.0%
Closed Sales	0	1	—	16	10	- 37.5%
Days on Market Until Sale	—	151	—	64	83	+ 29.7%
Median Sales Price*	—	\$175,000	—	\$99,950	\$142,250	+ 42.3%
Average Sales Price*	—	\$175,000	—	\$115,519	\$198,600	+ 71.9%
Percent of List Price Received*	—	90.9%	—	91.5%	95.0%	+ 3.8%
Inventory of Homes for Sale	7	4	- 42.9%	—	—	—
Months Supply of Inventory	3.5	2.8	- 20.0%	—	—	—

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

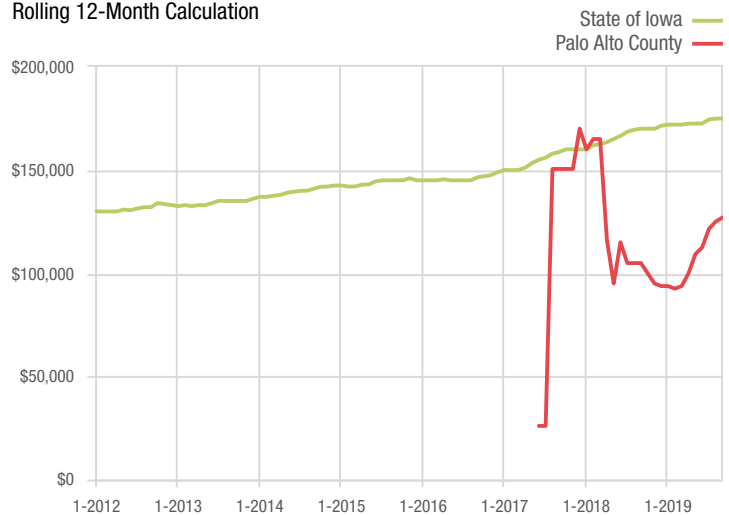
Median Sales Price - Single-Family Detached

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.