

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Clay County

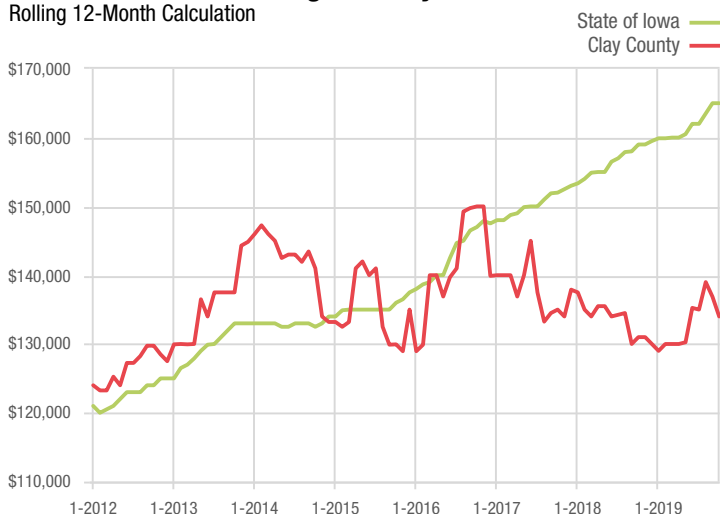
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	13	19	+ 46.2%	323	313	- 3.1%
Pending Sales	32	16	- 50.0%	262	235	- 10.3%
Closed Sales	30	23	- 23.3%	248	235	- 5.2%
Days on Market Until Sale	41	99	+ 141.5%	77	71	- 7.8%
Median Sales Price*	\$155,250	\$115,000	- 25.9%	\$138,500	\$139,000	+ 0.4%
Average Sales Price*	\$162,519	\$117,748	- 27.5%	\$150,573	\$150,213	- 0.2%
Percent of List Price Received*	96.3%	94.8%	- 1.6%	96.4%	96.5%	+ 0.1%
Inventory of Homes for Sale	78	85	+ 9.0%	—	—	—
Months Supply of Inventory	3.2	3.8	+ 18.8%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	4	9	+ 125.0%	77	89	+ 15.6%
Pending Sales	7	3	- 57.1%	61	68	+ 11.5%
Closed Sales	7	6	- 14.3%	59	70	+ 18.6%
Days on Market Until Sale	43	84	+ 95.3%	108	85	- 21.3%
Median Sales Price*	\$159,900	\$99,500	- 37.8%	\$160,000	\$148,950	- 6.9%
Average Sales Price*	\$153,400	\$121,908	- 20.5%	\$158,410	\$159,408	+ 0.6%
Percent of List Price Received*	96.2%	96.8%	+ 0.6%	97.7%	97.2%	- 0.5%
Inventory of Homes for Sale	25	33	+ 32.0%	—	—	—
Months Supply of Inventory	4.2	5.0	+ 19.0%	—	—	—

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

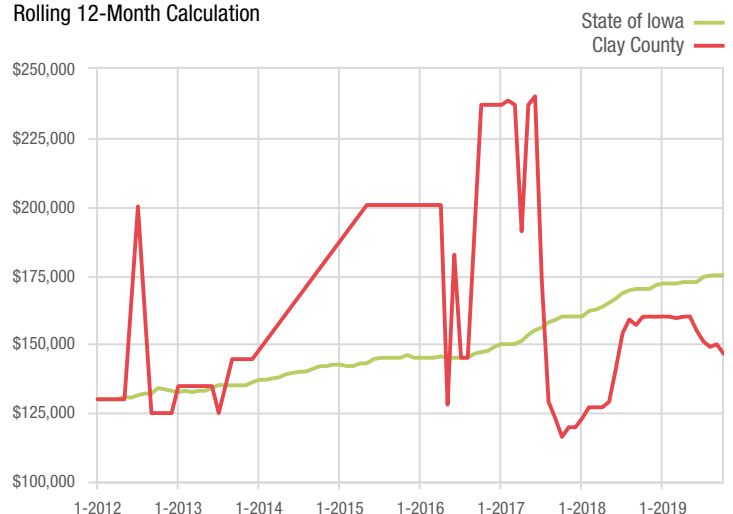
Median Sales Price - Single-Family Detached

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.