

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Fourth Congressional District

Includes Audubon, Boone, Buena Vista, Butler, Calhoun, Carroll, Cerro Gordo, Cherokee, Chickasaw, Clay, Crawford, Dickinson, Emmet, Floyd, Franklin, Greene, Grundy, Hamilton, Hancock, Hardin, Harrison, Humboldt, Ida, Kossuth, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Shelby, Sioux, Story, Webster, Winnebago, Woodbury and Wright Counties

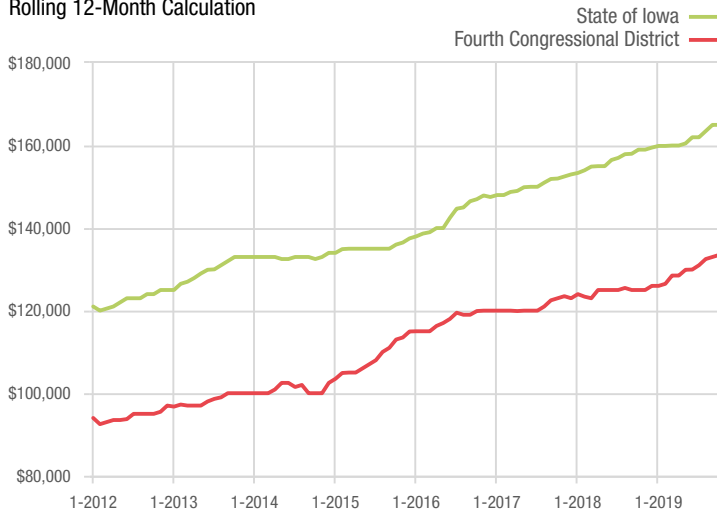
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	864	879	+ 1.7%	8,791	9,457	+ 7.6%
Pending Sales	684	631	- 7.7%	6,440	6,862	+ 6.6%
Closed Sales	683	738	+ 8.1%	6,105	6,588	+ 7.9%
Days on Market Until Sale	69	70	+ 1.4%	75	76	+ 1.3%
Median Sales Price*	\$125,000	\$131,100	+ 4.9%	\$127,000	\$135,000	+ 6.3%
Average Sales Price*	\$149,475	\$157,476	+ 5.4%	\$156,728	\$161,018	+ 2.7%
Percent of List Price Received*	95.3%	95.0%	- 0.3%	95.5%	95.5%	0.0%
Inventory of Homes for Sale	2,896	3,172	+ 9.5%	—	—	—
Months Supply of Inventory	4.8	4.9	+ 2.1%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	85	86	+ 1.2%	952	1,001	+ 5.1%
Pending Sales	56	54	- 3.6%	667	719	+ 7.8%
Closed Sales	62	61	- 1.6%	644	675	+ 4.8%
Days on Market Until Sale	97	68	- 29.9%	100	94	- 6.0%
Median Sales Price*	\$165,000	\$184,000	+ 11.5%	\$190,000	\$183,588	- 3.4%
Average Sales Price*	\$198,248	\$210,398	+ 6.1%	\$233,001	\$218,601	- 6.2%
Percent of List Price Received*	96.2%	96.6%	+ 0.4%	96.9%	96.8%	- 0.1%
Inventory of Homes for Sale	358	393	+ 9.8%	—	—	—
Months Supply of Inventory	5.8	6.0	+ 3.4%	—	—	—

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

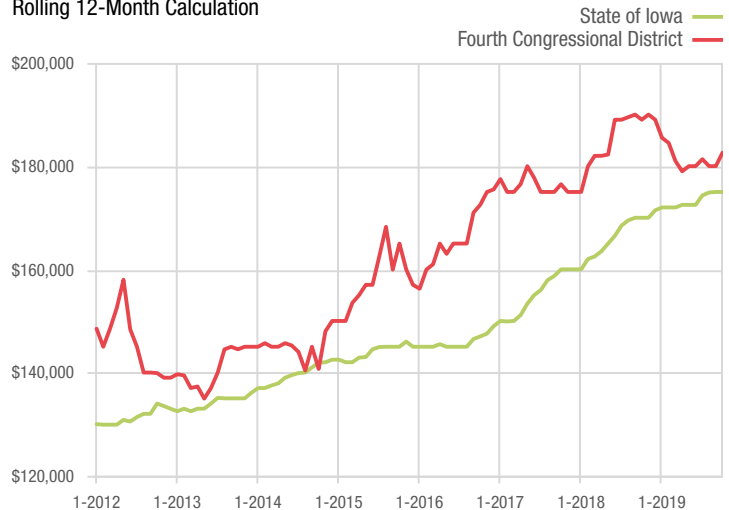
Median Sales Price - Single-Family Detached

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.