

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

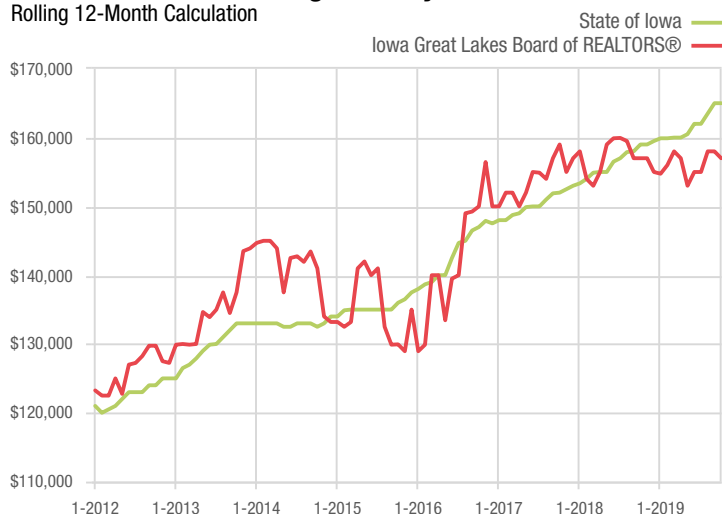
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	46	49	+ 6.5%	791	817	+ 3.3%
Pending Sales	72	48	- 33.3%	606	579	- 4.5%
Closed Sales	74	64	- 13.5%	580	573	- 1.2%
Days on Market Until Sale	71	101	+ 42.3%	91	84	- 7.7%
Median Sales Price*	\$157,500	\$129,250	- 17.9%	\$158,000	\$159,000	+ 0.6%
Average Sales Price*	\$200,865	\$209,838	+ 4.5%	\$224,858	\$224,986	+ 0.1%
Percent of List Price Received*	95.8%	94.3%	- 1.6%	95.8%	95.5%	- 0.3%
Inventory of Homes for Sale	248	265	+ 6.9%	—	—	—
Months Supply of Inventory	4.4	4.9	+ 11.4%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	25	28	+ 12.0%	377	399	+ 5.8%
Pending Sales	23	19	- 17.4%	265	300	+ 13.2%
Closed Sales	21	25	+ 19.0%	255	293	+ 14.9%
Days on Market Until Sale	70	66	- 5.7%	99	89	- 10.1%
Median Sales Price*	\$215,000	\$170,000	- 20.9%	\$229,900	\$202,500	- 11.9%
Average Sales Price*	\$256,743	\$223,138	- 13.1%	\$307,502	\$261,439	- 15.0%
Percent of List Price Received*	96.9%	95.2%	- 1.8%	97.3%	96.9%	- 0.4%
Inventory of Homes for Sale	120	136	+ 13.3%	—	—	—
Months Supply of Inventory	5.0	4.9	- 2.0%	—	—	—

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

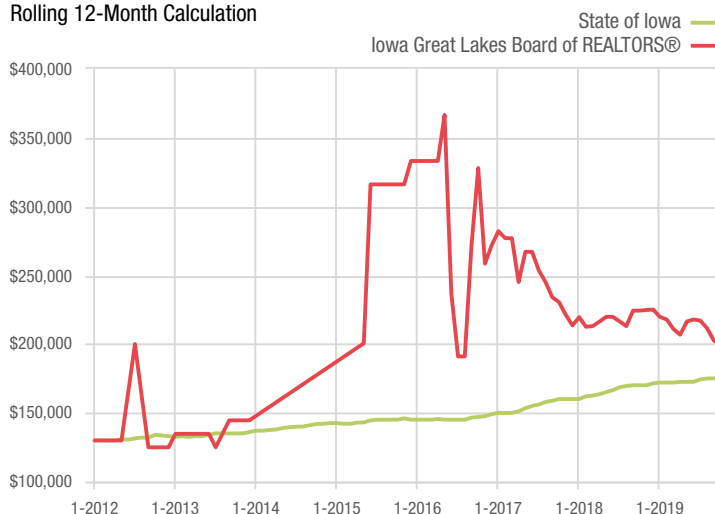
Median Sales Price - Single-Family Detached

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.