

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Kossuth County

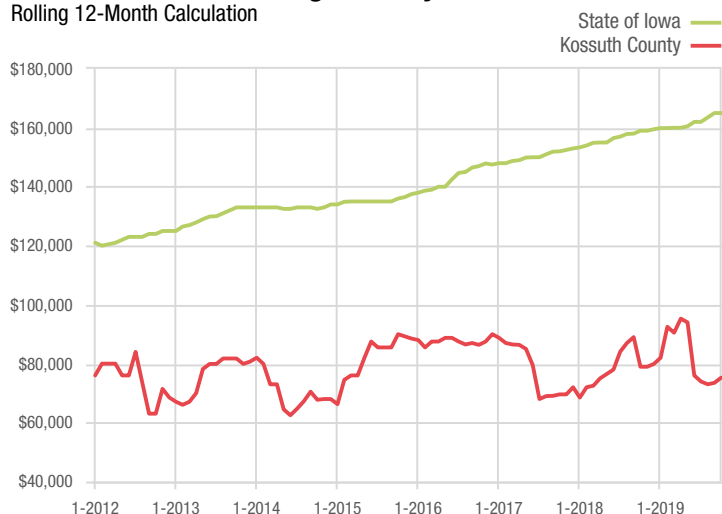
| Single-Family Detached | October | | | Year to Date | | |
|---------------------------------|----------|----------|----------|--------------|--------------|----------|
| Key Metrics | 2018 | 2019 | % Change | Thru 10-2018 | Thru 10-2019 | % Change |
| New Listings | 13 | 17 | + 30.8% | 121 | 157 | + 29.8% |
| Pending Sales | 5 | 8 | + 60.0% | 69 | 71 | + 2.9% |
| Closed Sales | 11 | 11 | 0.0% | 65 | 65 | 0.0% |
| Days on Market Until Sale | 59 | 62 | + 5.1% | 112 | 133 | + 18.8% |
| Median Sales Price* | \$45,000 | \$52,000 | + 15.6% | \$78,950 | \$74,900 | - 5.1% |
| Average Sales Price* | \$54,928 | \$65,614 | + 19.5% | \$97,872 | \$90,289 | - 7.7% |
| Percent of List Price Received* | 88.8% | 88.2% | - 0.7% | 90.6% | 91.0% | + 0.4% |
| Inventory of Homes for Sale | 61 | 87 | + 42.6% | — | — | — |
| Months Supply of Inventory | 9.6 | 13.6 | + 41.7% | — | — | — |

| Townhouse-Condo | October | | | Year to Date | | |
|---------------------------------|-----------|----------|----------|--------------|--------------|----------|
| Key Metrics | 2018 | 2019 | % Change | Thru 10-2018 | Thru 10-2019 | % Change |
| New Listings | 6 | 3 | - 50.0% | 66 | 64 | - 3.0% |
| Pending Sales | 2 | 1 | - 50.0% | 24 | 31 | + 29.2% |
| Closed Sales | 3 | 2 | - 33.3% | 20 | 28 | + 40.0% |
| Days on Market Until Sale | 69 | 48 | - 30.4% | 56 | 64 | + 14.3% |
| Median Sales Price* | \$142,500 | \$46,500 | - 67.4% | \$145,250 | \$151,250 | + 4.1% |
| Average Sales Price* | \$128,500 | \$46,500 | - 63.8% | \$185,975 | \$166,429 | - 10.5% |
| Percent of List Price Received* | 93.1% | 85.7% | - 7.9% | 91.4% | 91.5% | + 0.1% |
| Inventory of Homes for Sale | 26 | 21 | - 19.2% | — | — | — |
| Months Supply of Inventory | 10.0 | 7.2 | - 28.0% | — | — | — |

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

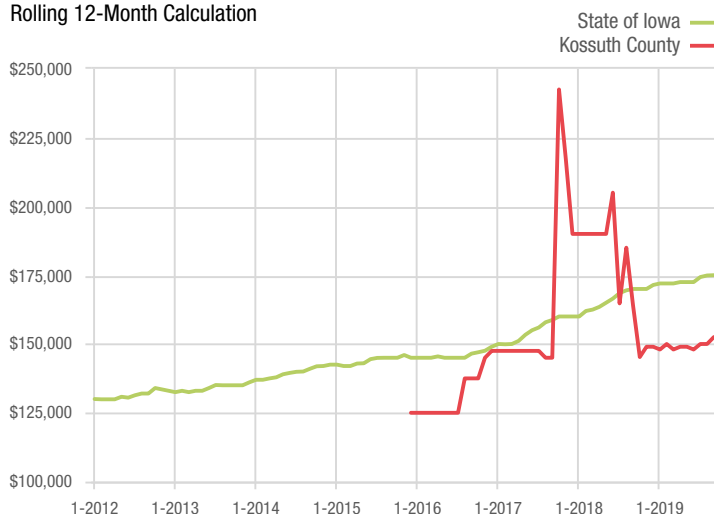
Median Sales Price - Single-Family Detached

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.