

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties

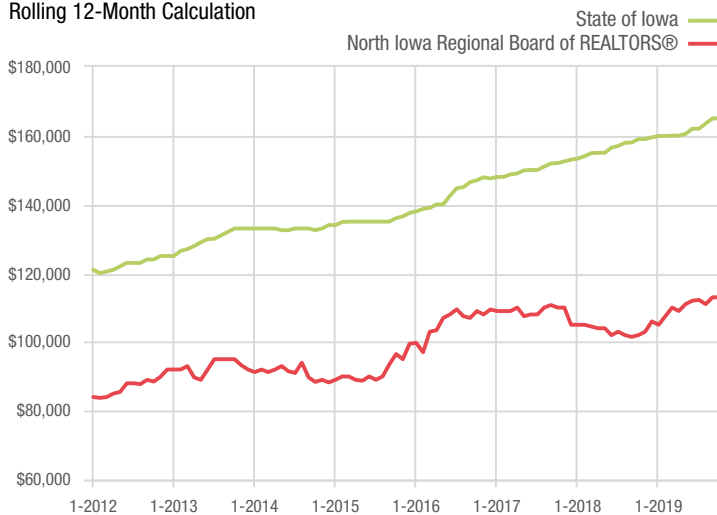
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	145	148	+ 2.1%	1,414	1,547	+ 9.4%
Pending Sales	93	76	- 18.3%	1,008	996	- 1.2%
Closed Sales	110	111	+ 0.9%	971	976	+ 0.5%
Days on Market Until Sale	92	92	0.0%	107	105	- 1.9%
Median Sales Price*	\$118,250	\$115,000	- 2.7%	\$104,000	\$114,000	+ 9.6%
Average Sales Price*	\$136,263	\$141,016	+ 3.5%	\$143,308	\$143,253	0.0%
Percent of List Price Received*	94.6%	94.2%	- 0.4%	94.9%	95.1%	+ 0.2%
Inventory of Homes for Sale	528	687	+ 30.1%	—	—	—
Months Supply of Inventory	5.6	7.4	+ 32.1%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	12	11	- 8.3%	137	154	+ 12.4%
Pending Sales	9	6	- 33.3%	91	96	+ 5.5%
Closed Sales	9	5	- 44.4%	87	89	+ 2.3%
Days on Market Until Sale	180	72	- 60.0%	125	126	+ 0.8%
Median Sales Price*	\$150,000	\$75,000	- 50.0%	\$195,000	\$150,000	- 23.1%
Average Sales Price*	\$160,222	\$91,400	- 43.0%	\$202,622	\$182,406	- 10.0%
Percent of List Price Received*	94.6%	90.7%	- 4.1%	95.5%	95.0%	- 0.5%
Inventory of Homes for Sale	57	76	+ 33.3%	—	—	—
Months Supply of Inventory	6.7	8.7	+ 29.9%	—	—	—

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

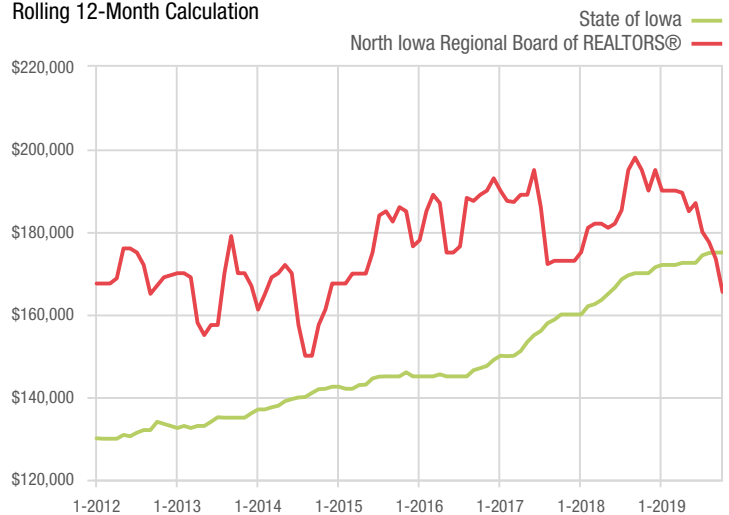
Median Sales Price - Single-Family Detached

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.