

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes Buena Vista, Calhoun, Cherokee, Ida, Lyon, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Sioux and Woodbury Counties

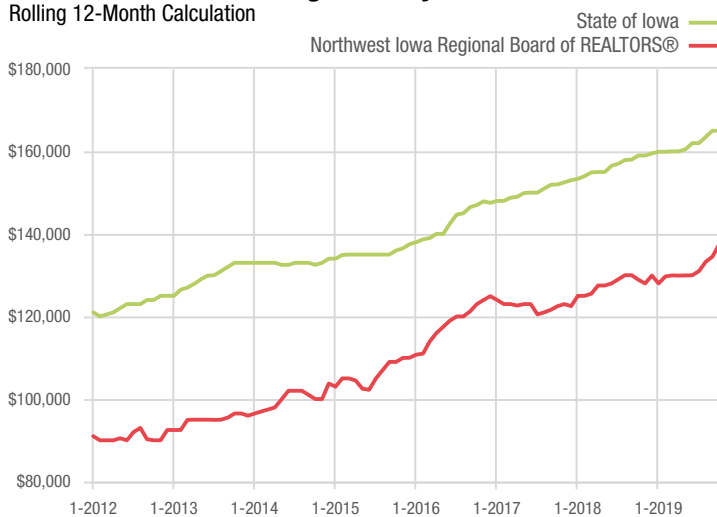
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	255	259	+ 1.6%	2,308	2,476	+ 7.3%
Pending Sales	209	211	+ 1.0%	1,673	1,948	+ 16.4%
Closed Sales	203	215	+ 5.9%	1,549	1,850	+ 19.4%
Days on Market Until Sale	56	49	- 12.5%	54	63	+ 16.7%
Median Sales Price*	\$120,000	\$145,000	+ 20.8%	\$128,444	\$138,900	+ 8.1%
Average Sales Price*	\$137,271	\$163,308	+ 19.0%	\$146,591	\$155,359	+ 6.0%
Percent of List Price Received*	96.2%	96.4%	+ 0.2%	96.5%	96.3%	- 0.2%
Inventory of Homes for Sale	649	673	+ 3.7%	—	—	—
Months Supply of Inventory	4.1	3.6	- 12.2%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	26	31	+ 19.2%	187	197	+ 5.3%
Pending Sales	10	16	+ 60.0%	123	152	+ 23.6%
Closed Sales	12	13	+ 8.3%	117	129	+ 10.3%
Days on Market Until Sale	101	94	- 6.9%	80	85	+ 6.3%
Median Sales Price*	\$161,649	\$230,000	+ 42.3%	\$156,000	\$184,900	+ 18.5%
Average Sales Price*	\$134,491	\$233,296	+ 73.5%	\$155,372	\$196,995	+ 26.8%
Percent of List Price Received*	96.1%	100.7%	+ 4.8%	96.2%	97.9%	+ 1.8%
Inventory of Homes for Sale	68	77	+ 13.2%	—	—	—
Months Supply of Inventory	5.9	5.6	- 5.1%	—	—	—

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

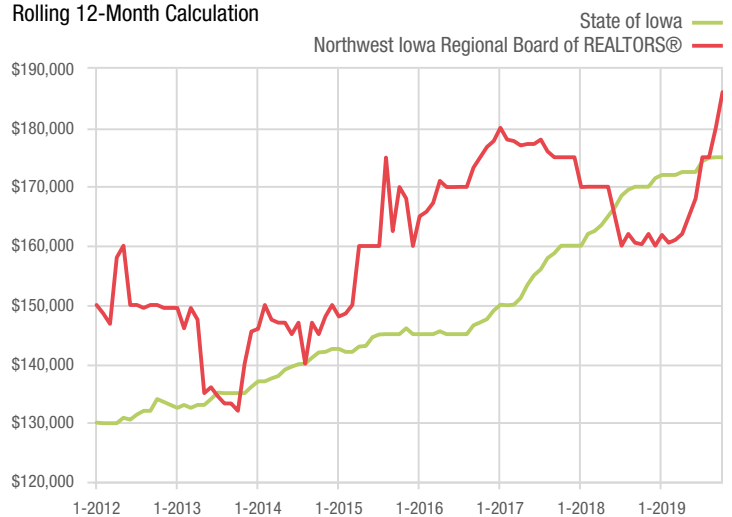
Median Sales Price - Single-Family Detached

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.