

# Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



## Palo Alto County

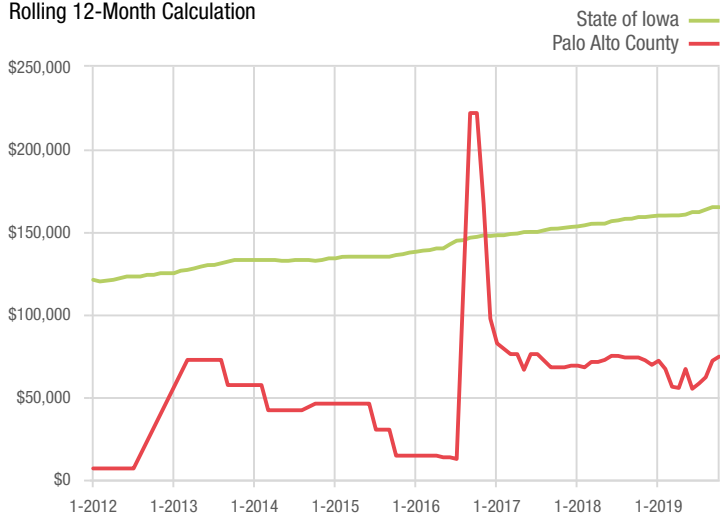
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	8	11	+ 37.5%	86	74	- 14.0%
Pending Sales	5	3	- 40.0%	40	44	+ 10.0%
Closed Sales	8	1	- 87.5%	38	42	+ 10.5%
Days on Market Until Sale	69	11	- 84.1%	79	116	+ 46.8%
Median Sales Price*	\$23,800	\$125,000	+ 425.2%	\$72,750	\$81,200	+ 11.6%
Average Sales Price*	\$71,544	\$125,000	+ 74.7%	\$112,333	\$122,229	+ 8.8%
Percent of List Price Received*	91.9%	89.9%	- 2.2%	93.1%	91.2%	- 2.0%
Inventory of Homes for Sale	34	35	+ 2.9%	—	—	—
Months Supply of Inventory	8.9	8.1	- 9.0%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	1	0.0%	26	19	- 26.9%
Pending Sales	1	1	0.0%	17	13	- 23.5%
Closed Sales	1	0	- 100.0%	17	10	- 41.2%
Days on Market Until Sale	29	—	—	61	83	+ 36.1%
Median Sales Price*	\$35,000	—	—	\$95,000	\$142,250	+ 49.7%
Average Sales Price*	\$35,000	—	—	\$110,782	\$198,600	+ 79.3%
Percent of List Price Received*	88.6%	—	—	91.3%	95.0%	+ 4.1%
Inventory of Homes for Sale	7	7	0.0%	—	—	—
Months Supply of Inventory	3.5	4.8	+ 37.1%	—	—	—

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

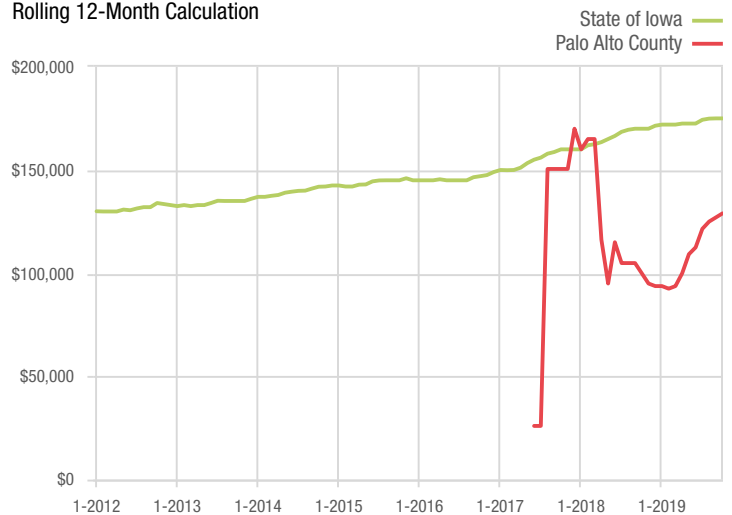
### Median Sales Price - Single-Family Detached

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.