

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Sac County

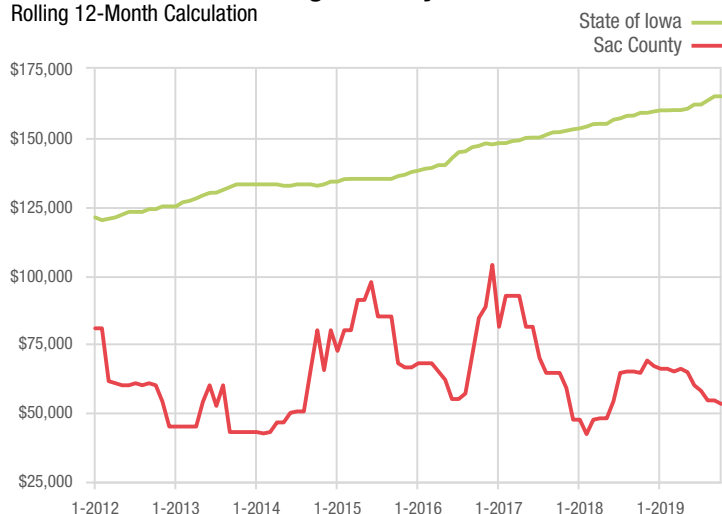
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	6	9	+ 50.0%	36	46	+ 27.8%
Pending Sales	5	6	+ 20.0%	24	27	+ 12.5%
Closed Sales	4	2	- 50.0%	20	21	+ 5.0%
Days on Market Until Sale	53	8	- 84.9%	72	61	- 15.3%
Median Sales Price*	\$56,500	\$182,925	+ 223.8%	\$64,750	\$42,500	- 34.4%
Average Sales Price*	\$70,750	\$182,925	+ 158.6%	\$79,145	\$65,201	- 17.6%
Percent of List Price Received*	90.6%	96.3%	+ 6.3%	90.8%	92.5%	+ 1.9%
Inventory of Homes for Sale	13	21	+ 61.5%	—	—	—
Months Supply of Inventory	4.5	7.9	+ 75.6%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	0	0	0.0%	0	3	—
Pending Sales	0	0	0.0%	0	2	—
Closed Sales	0	1	—	0	2	—
Days on Market Until Sale	—	20	—	—	21	—
Median Sales Price*	—	\$145,000	—	—	\$164,700	—
Average Sales Price*	—	\$145,000	—	—	\$164,700	—
Percent of List Price Received*	—	90.3%	—	—	94.2%	—
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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

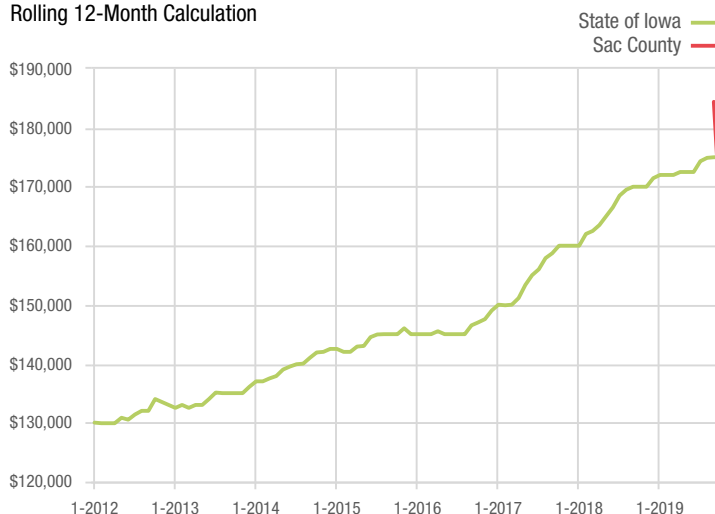
Median Sales Price - Single-Family Detached

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.