

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Winneshiek County

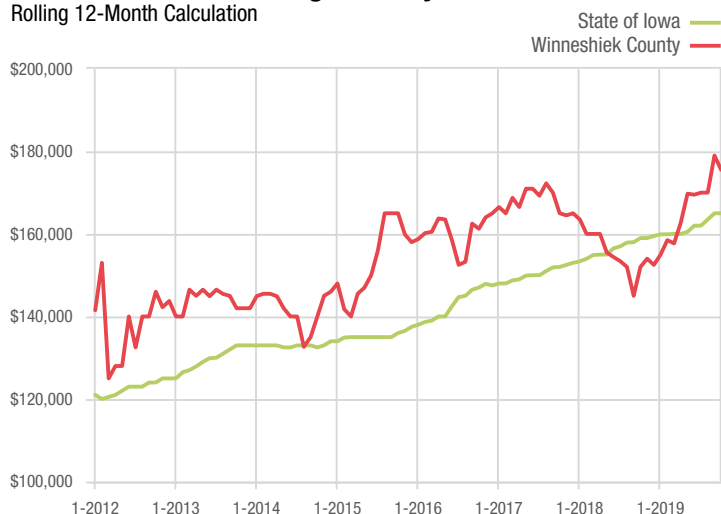
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	14	20	+ 42.9%	164	187	+ 14.0%
Pending Sales	13	14	+ 7.7%	123	153	+ 24.4%
Closed Sales	9	18	+ 100.0%	127	147	+ 15.7%
Days on Market Until Sale	55	43	- 21.8%	77	61	- 20.8%
Median Sales Price*	\$162,500	\$146,000	- 10.2%	\$148,000	\$170,000	+ 14.9%
Average Sales Price*	\$204,803	\$157,244	- 23.2%	\$173,714	\$193,781	+ 11.6%
Percent of List Price Received*	96.7%	96.0%	- 0.7%	94.8%	96.1%	+ 1.4%
Inventory of Homes for Sale	49	46	- 6.1%	—	—	—
Months Supply of Inventory	4.0	3.2	- 20.0%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	2	+ 100.0%	18	26	+ 44.4%
Pending Sales	4	0	- 100.0%	14	16	+ 14.3%
Closed Sales	3	2	- 33.3%	12	16	+ 33.3%
Days on Market Until Sale	124	43	- 65.3%	67	59	- 11.9%
Median Sales Price*	\$220,000	\$176,750	- 19.7%	\$212,500	\$216,500	+ 1.9%
Average Sales Price*	\$202,333	\$176,750	- 12.6%	\$205,367	\$207,388	+ 1.0%
Percent of List Price Received*	93.0%	97.6%	+ 4.9%	96.3%	95.7%	- 0.6%
Inventory of Homes for Sale	6	6	0.0%	—	—	—
Months Supply of Inventory	2.8	3.0	+ 7.1%	—	—	—

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

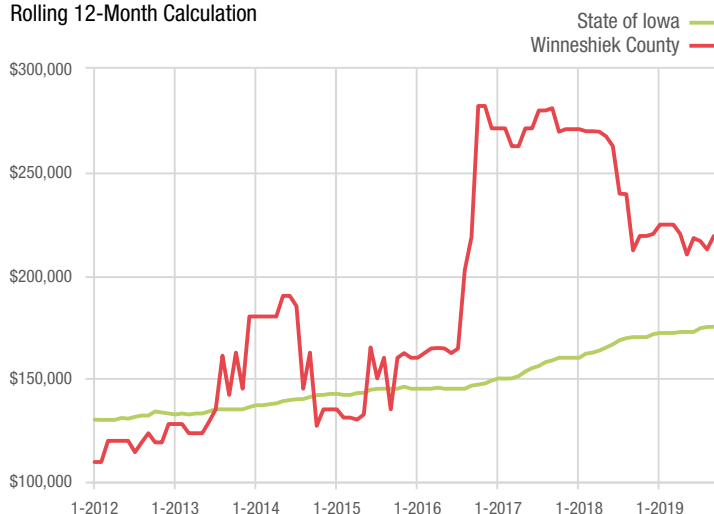
Median Sales Price - Single-Family Detached

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.