

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Woodbury County

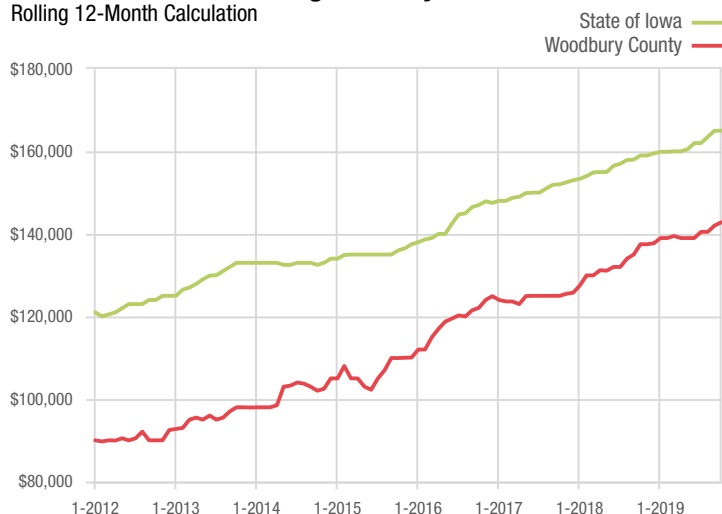
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	137	139	+ 1.5%	1,191	1,186	- 0.4%
Pending Sales	97	100	+ 3.1%	964	955	- 0.9%
Closed Sales	106	96	- 9.4%	933	877	- 6.0%
Days on Market Until Sale	33	33	0.0%	40	37	- 7.5%
Median Sales Price*	\$139,975	\$147,750	+ 5.6%	\$137,500	\$143,000	+ 4.0%
Average Sales Price*	\$155,303	\$183,494	+ 18.2%	\$154,190	\$162,799	+ 5.6%
Percent of List Price Received*	98.1%	97.8%	- 0.3%	97.8%	97.8%	0.0%
Inventory of Homes for Sale	230	245	+ 6.5%	—	—	—
Months Supply of Inventory	2.4	2.7	+ 12.5%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	18	14	- 22.2%	87	98	+ 12.6%
Pending Sales	5	10	+ 100.0%	59	85	+ 44.1%
Closed Sales	6	9	+ 50.0%	57	68	+ 19.3%
Days on Market Until Sale	152	107	- 29.6%	91	88	- 3.3%
Median Sales Price*	\$165,000	\$259,950	+ 57.5%	\$180,000	\$237,750	+ 32.1%
Average Sales Price*	\$165,125	\$268,539	+ 62.6%	\$183,824	\$224,528	+ 22.1%
Percent of List Price Received*	98.2%	102.3%	+ 4.2%	98.2%	100.0%	+ 1.8%
Inventory of Homes for Sale	36	37	+ 2.8%	—	—	—
Months Supply of Inventory	5.9	4.8	- 18.6%	—	—	—

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

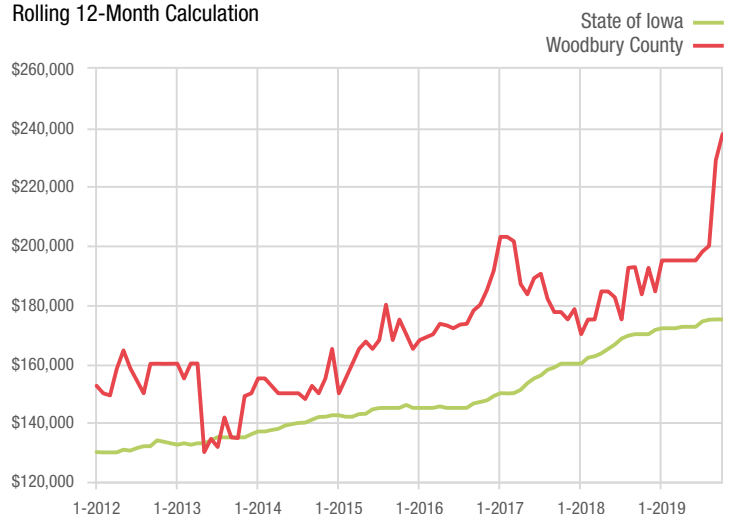
Median Sales Price - Single-Family Detached

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.