

Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



Fourth Congressional District

Includes Audubon, Boone, Buena Vista, Butler, Calhoun, Carroll, Cerro Gordo, Cherokee, Chickasaw, Clay, Crawford, Dickinson, Emmet, Floyd, Franklin, Greene, Grundy, Hamilton, Hancock, Hardin, Harrison, Humboldt, Ida, Kossuth, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Shelby, Sioux, Story, Webster, Winnebago, Woodbury and Wright Counties

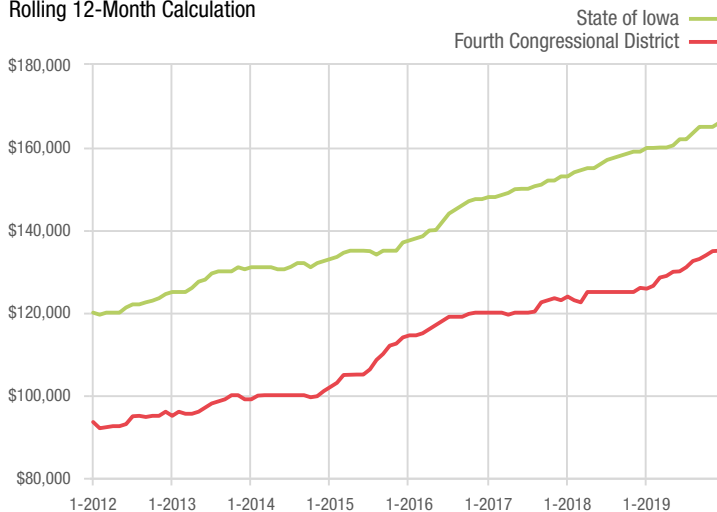
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	396	442	+ 11.6%	9,835	10,469	+ 6.4%
Pending Sales	388	405	+ 4.4%	7,367	7,893	+ 7.1%
Closed Sales	538	613	+ 13.9%	7,384	7,854	+ 6.4%
Days on Market Until Sale	77	82	+ 6.5%	78	79	+ 1.3%
Median Sales Price*	\$122,450	\$138,000	+ 12.7%	\$126,000	\$135,000	+ 7.1%
Average Sales Price*	\$145,063	\$161,535	+ 11.4%	\$155,643	\$161,350	+ 3.7%
Percent of List Price Received*	95.1%	95.2%	+ 0.1%	95.5%	95.5%	0.0%
Inventory of Homes for Sale	2,756	2,684	- 2.6%	—	—	—
Months Supply of Inventory	4.5	4.1	- 8.9%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	27	48	+ 77.8%	1,038	1,085	+ 4.5%
Pending Sales	27	43	+ 59.3%	730	814	+ 11.5%
Closed Sales	37	62	+ 67.6%	733	790	+ 7.8%
Days on Market Until Sale	80	82	+ 2.5%	97	93	- 4.1%
Median Sales Price*	\$159,000	\$216,000	+ 35.8%	\$189,900	\$183,994	- 3.1%
Average Sales Price*	\$182,719	\$250,369	+ 37.0%	\$230,816	\$222,632	- 3.5%
Percent of List Price Received*	94.9%	97.8%	+ 3.1%	96.7%	96.9%	+ 0.2%
Inventory of Homes for Sale	326	312	- 4.3%	—	—	—
Months Supply of Inventory	5.4	4.6	- 14.8%	—	—	—

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

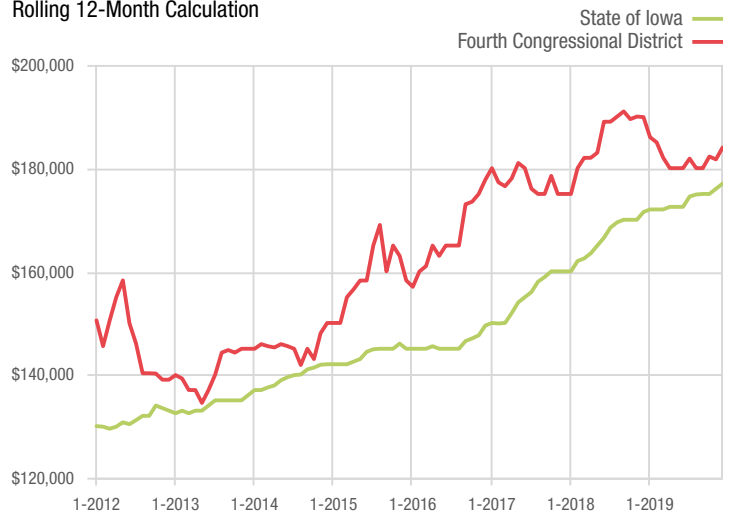
Median Sales Price - Single-Family Detached

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.