

Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

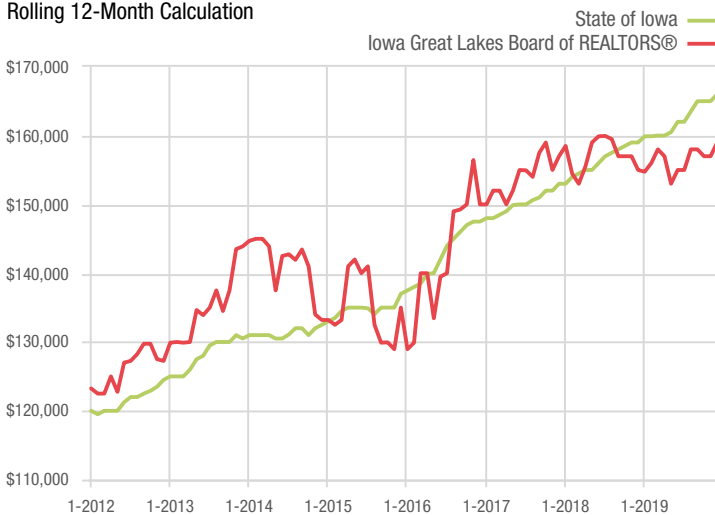
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	26	38	+ 46.2%	856	894	+ 4.4%
Pending Sales	31	38	+ 22.6%	675	657	- 2.7%
Closed Sales	44	38	- 13.6%	674	654	- 3.0%
Days on Market Until Sale	97	78	- 19.6%	90	84	- 6.7%
Median Sales Price*	\$125,000	\$174,000	+ 39.2%	\$155,000	\$159,000	+ 2.6%
Average Sales Price*	\$181,860	\$199,871	+ 9.9%	\$218,730	\$221,110	+ 1.1%
Percent of List Price Received*	94.7%	96.3%	+ 1.7%	95.6%	95.5%	- 0.1%
Inventory of Homes for Sale	189	213	+ 12.7%	—	—	—
Months Supply of Inventory	3.4	3.9	+ 14.7%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	11	17	+ 54.5%	414	433	+ 4.6%
Pending Sales	10	18	+ 80.0%	297	339	+ 14.1%
Closed Sales	13	25	+ 92.3%	295	338	+ 14.6%
Days on Market Until Sale	45	80	+ 77.8%	95	88	- 7.4%
Median Sales Price*	\$148,500	\$225,000	+ 51.5%	\$225,000	\$207,750	- 7.7%
Average Sales Price*	\$187,601	\$286,044	+ 52.5%	\$299,751	\$268,036	- 10.6%
Percent of List Price Received*	94.6%	96.9%	+ 2.4%	97.1%	96.9%	- 0.2%
Inventory of Homes for Sale	100	107	+ 7.0%	—	—	—
Months Supply of Inventory	4.0	3.8	- 5.0%	—	—	—

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

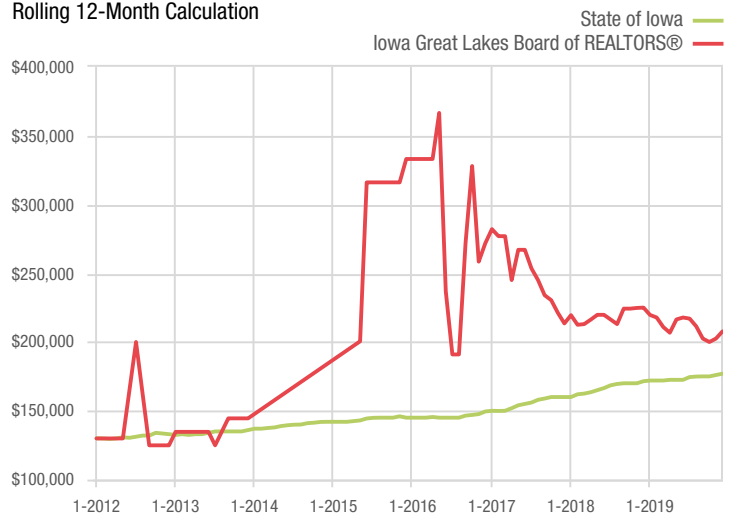
Median Sales Price - Single-Family Detached

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.