

Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties

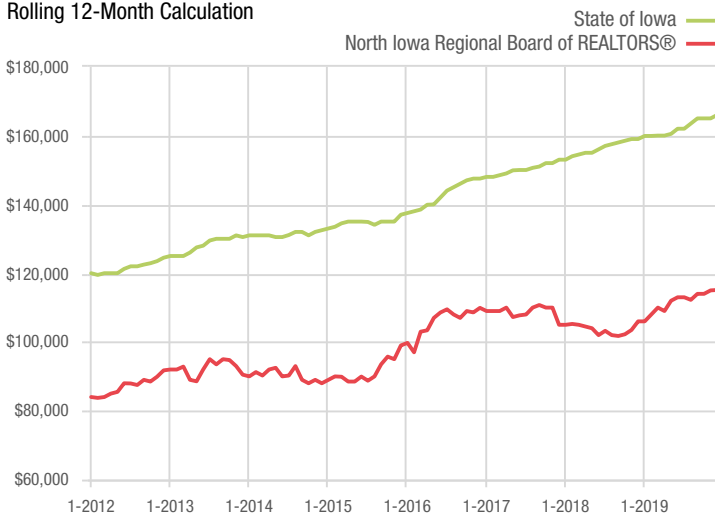
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	52	69	+ 32.7%	1,573	1,710	+ 8.7%
Pending Sales	54	52	- 3.7%	1,133	1,196	+ 5.6%
Closed Sales	70	112	+ 60.0%	1,147	1,199	+ 4.5%
Days on Market Until Sale	101	117	+ 15.8%	109	106	- 2.8%
Median Sales Price*	\$107,000	\$120,950	+ 13.0%	\$106,000	\$115,125	+ 8.6%
Average Sales Price*	\$124,210	\$158,756	+ 27.8%	\$142,071	\$149,334	+ 5.1%
Percent of List Price Received*	94.6%	94.9%	+ 0.3%	94.8%	95.1%	+ 0.3%
Inventory of Homes for Sale	478	548	+ 14.6%	—	—	—
Months Supply of Inventory	5.1	5.5	+ 7.8%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	5	4	- 20.0%	161	158	- 1.9%
Pending Sales	2	4	+ 100.0%	100	109	+ 9.0%
Closed Sales	7	7	0.0%	101	105	+ 4.0%
Days on Market Until Sale	126	151	+ 19.8%	123	128	+ 4.1%
Median Sales Price*	\$215,000	\$265,000	+ 23.3%	\$195,000	\$155,000	- 20.5%
Average Sales Price*	\$202,071	\$251,999	+ 24.7%	\$199,901	\$183,234	- 8.3%
Percent of List Price Received*	91.1%	94.2%	+ 3.4%	95.1%	94.7%	- 0.4%
Inventory of Homes for Sale	65	53	- 18.5%	—	—	—
Months Supply of Inventory	7.8	5.8	- 25.6%	—	—	—

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

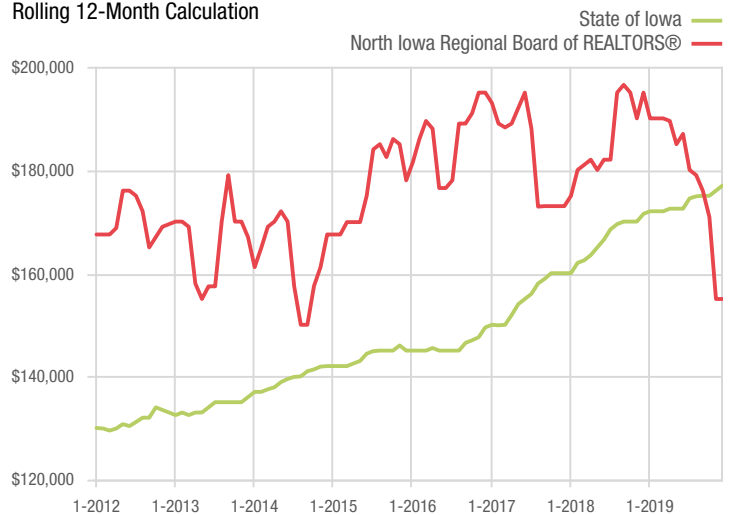
Median Sales Price - Single-Family Detached

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.