Local Market Update – December 2019
A Research Tool Provided by Iowa Association of REALTORS®

Iowa Association of **REALTORS**®

Northwest Iowa Regional Board of REALTORS®
Includes Buena Vista, Calhoun, Cherokee, Ida, Lyon, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Sioux and Woodbury Counties
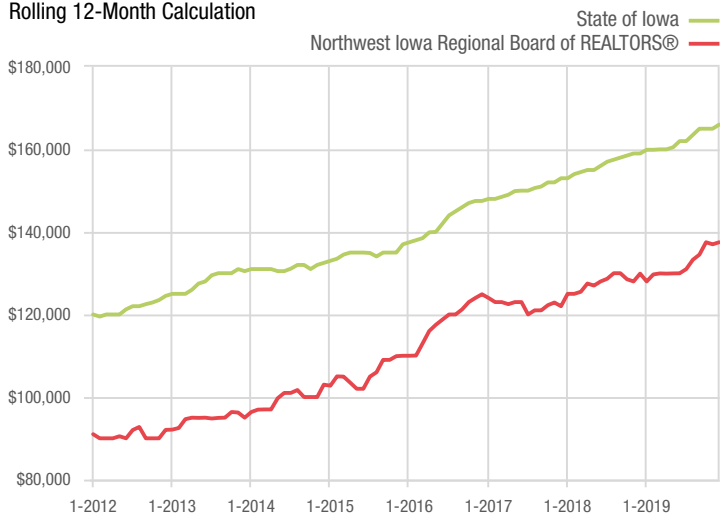
Single-Family Detached

Key Metrics	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	105	139	+ 32.4%	2,591	2,769	+ 6.9%
Pending Sales	116	104	- 10.3%	1,945	2,219	+ 14.1%
Closed Sales	156	171	+ 9.6%	1,936	2,217	+ 14.5%
Days on Market Until Sale	56	63	+ 12.5%	56	62	+ 10.7%
Median Sales Price*	$133,000	$139,000	+ 4.5%	$129,900	$137,500	+ 5.9%
Average Sales Price*	$148,853	$164,664	+ 10.6%	$148,022	$155,203	+ 4.9%
Percent of List Price Received*	95.8%	96.2%	+ 0.4%	96.4%	96.4%	0.0%
Inventory of Homes for Sale	575	596	+ 3.7%	—	—	—
Months Supply of Inventory	3.5	3.2	- 8.6%	—	—	—

Townhouse-Condo

Key Metrics	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	6	16	+ 166.7%	212	224	+ 5.7%
Pending Sales	5	11	+ 120.0%	135	175	+ 29.6%
Closed Sales	6	13	+ 116.7%	136	156	+ 14.7%
Days on Market Until Sale	42	80	+ 90.5%	78	82	+ 5.1%
Median Sales Price*	$128,000	$255,000	+ 99.2%	$160,000	$184,650	+ 15.4%
Average Sales Price*	$142,733	$231,402	+ 62.1%	$161,142	$197,116	+ 22.3%
Percent of List Price Received*	96.1%	102.7%	+ 6.9%	96.1%	98.4%	+ 2.4%
Inventory of Homes for Sale	76	73	- 3.9%	—	—	—
Months Supply of Inventory	6.8	5.0	- 26.5%	—	—	—

* Does not account for seller concessions; % Change may be extreme due to small sample size.
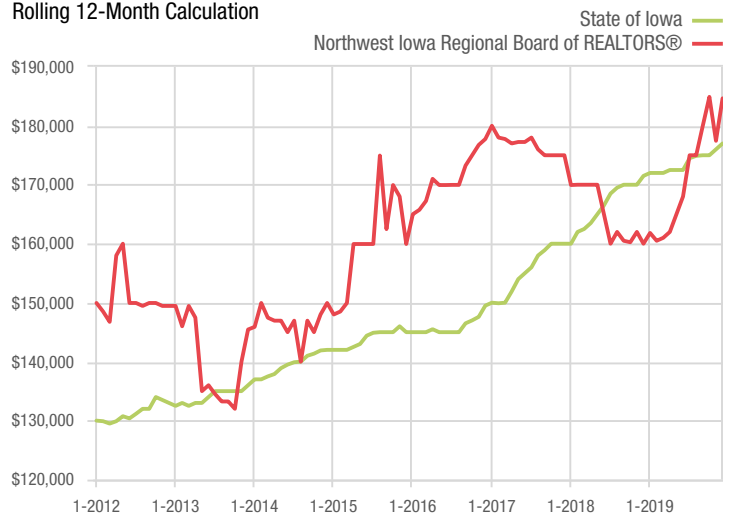
Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa —
Northwest Iowa Regional Board of REALTORS® —

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa —
Northwest Iowa Regional Board of REALTORS® —

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.