

Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



Palo Alto County

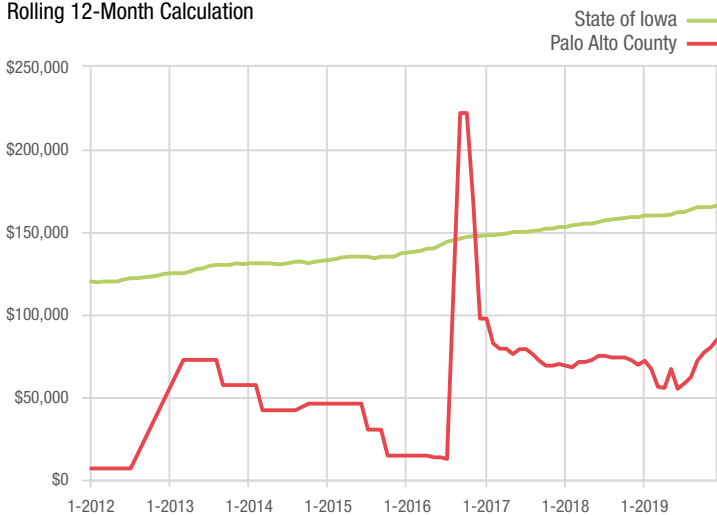
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	10	2	- 80.0%	105	82	- 21.9%
Pending Sales	5	2	- 60.0%	48	47	- 2.1%
Closed Sales	5	1	- 80.0%	46	45	- 2.2%
Days on Market Until Sale	35	13	- 62.9%	75	112	+ 49.3%
Median Sales Price*	\$55,000	\$15,000	- 72.7%	\$69,500	\$84,900	+ 22.2%
Average Sales Price*	\$72,250	\$15,000	- 79.2%	\$103,802	\$119,069	+ 14.7%
Percent of List Price Received*	89.5%	75.4%	- 15.8%	93.0%	91.0%	- 2.2%
Inventory of Homes for Sale	36	34	- 5.6%	—	—	—
Months Supply of Inventory	9.0	8.7	- 3.3%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1	0	- 100.0%	28	20	- 28.6%
Pending Sales	0	0	0.0%	17	15	- 11.8%
Closed Sales	0	1	—	18	13	- 27.8%
Days on Market Until Sale	—	119	—	59	101	+ 71.2%
Median Sales Price*	—	\$157,500	—	\$93,750	\$155,500	+ 65.9%
Average Sales Price*	—	\$157,500	—	\$109,767	\$185,962	+ 69.4%
Percent of List Price Received*	—	95.5%	—	91.5%	95.8%	+ 4.7%
Inventory of Homes for Sale	7	5	- 28.6%	—	—	—
Months Supply of Inventory	3.3	3.3	0.0%	—	—	—

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

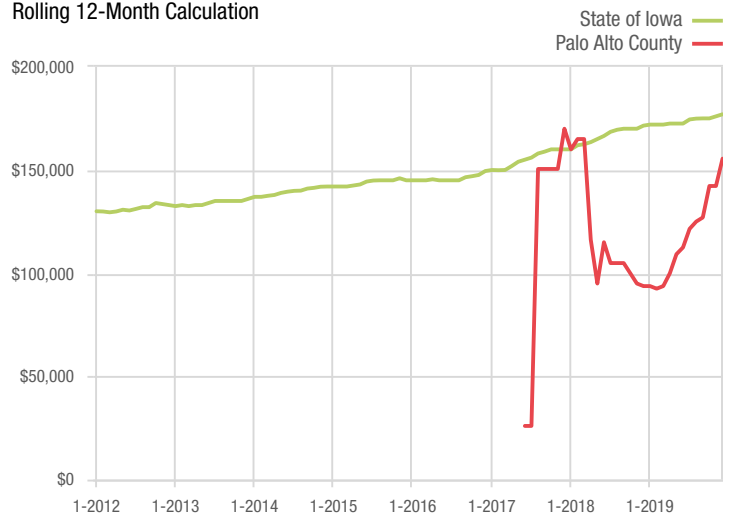
Median Sales Price - Single-Family Detached

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.