

Local Market Update – January 2020

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

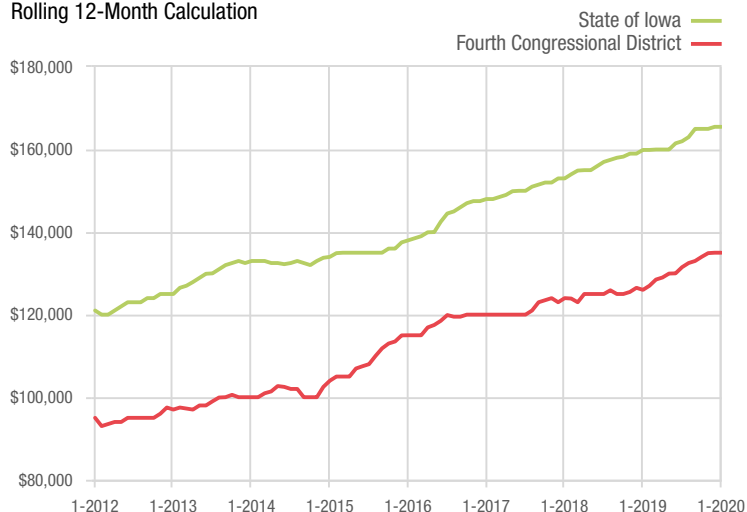
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	654	664	+ 1.5%	654	664	+ 1.5%
Pending Sales	400	434	+ 8.5%	400	434	+ 8.5%
Closed Sales	330	373	+ 13.0%	330	373	+ 13.0%
Days on Market Until Sale	88	90	+ 2.3%	88	90	+ 2.3%
Median Sales Price*	\$122,200	\$119,225	- 2.4%	\$122,200	\$119,225	- 2.4%
Average Sales Price*	\$149,103	\$134,792	- 9.6%	\$149,103	\$134,792	- 9.6%
Percent of List Price Received*	93.3%	94.2%	+ 1.0%	93.3%	94.2%	+ 1.0%
Inventory of Homes for Sale	2,649	2,574	- 2.8%	—	—	—
Months Supply of Inventory	4.3	3.8	- 11.6%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	62	82	+ 32.3%	62	82	+ 32.3%
Pending Sales	31	31	0.0%	31	31	0.0%
Closed Sales	12	38	+ 216.7%	12	38	+ 216.7%
Days on Market Until Sale	74	106	+ 43.2%	74	106	+ 43.2%
Median Sales Price*	\$193,000	\$225,250	+ 16.7%	\$193,000	\$225,250	+ 16.7%
Average Sales Price*	\$241,500	\$252,443	+ 4.5%	\$241,500	\$252,443	+ 4.5%
Percent of List Price Received*	95.4%	97.1%	+ 1.8%	95.4%	97.1%	+ 1.8%
Inventory of Homes for Sale	311	322	+ 3.5%	—	—	—
Months Supply of Inventory	5.6	5.0	- 10.7%	—	—	—

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

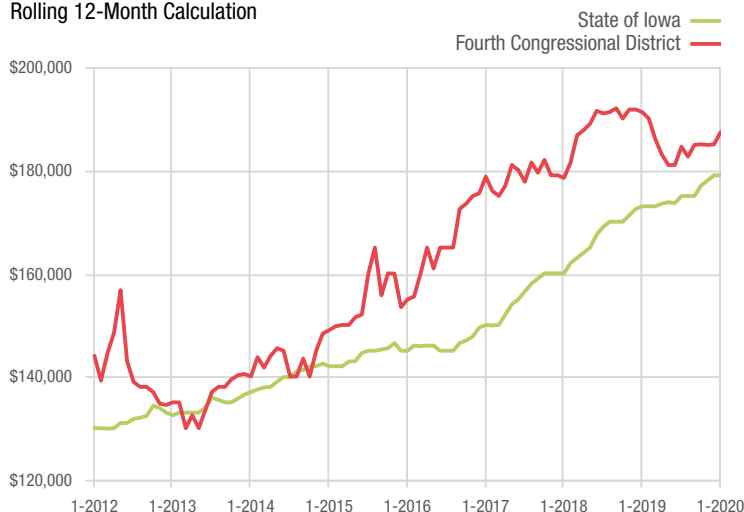
Median Sales Price - Single-Family Detached

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.