

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

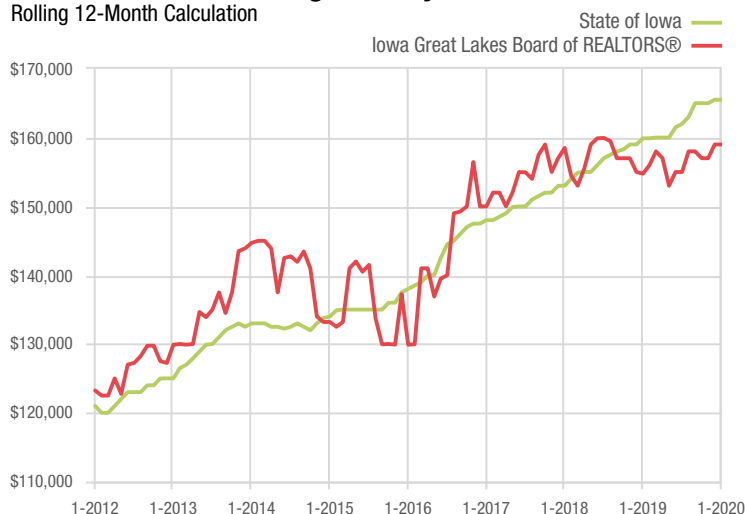
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	53	50	- 5.7%	53	50	- 5.7%
Pending Sales	30	26	- 13.3%	30	26	- 13.3%
Closed Sales	24	28	+ 16.7%	24	28	+ 16.7%
Days on Market Until Sale	118	130	+ 10.2%	118	130	+ 10.2%
Median Sales Price*	\$74,750	\$118,400	+ 58.4%	\$74,750	\$118,400	+ 58.4%
Average Sales Price*	\$242,877	\$132,588	- 45.4%	\$242,877	\$132,588	- 45.4%
Percent of List Price Received*	91.4%	89.9%	- 1.6%	91.4%	89.9%	- 1.6%
Inventory of Homes for Sale	200	208	+ 4.0%	—	—	—
Months Supply of Inventory	3.6	3.8	+ 5.6%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	24	34	+ 41.7%	24	34	+ 41.7%
Pending Sales	10	9	- 10.0%	10	9	- 10.0%
Closed Sales	8	13	+ 62.5%	8	13	+ 62.5%
Days on Market Until Sale	97	108	+ 11.3%	97	108	+ 11.3%
Median Sales Price*	\$265,000	\$242,000	- 8.7%	\$265,000	\$242,000	- 8.7%
Average Sales Price*	\$284,750	\$312,808	+ 9.9%	\$284,750	\$312,808	+ 9.9%
Percent of List Price Received*	95.3%	96.3%	+ 1.0%	95.3%	96.3%	+ 1.0%
Inventory of Homes for Sale	106	122	+ 15.1%	—	—	—
Months Supply of Inventory	4.3	4.3	0.0%	—	—	—

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

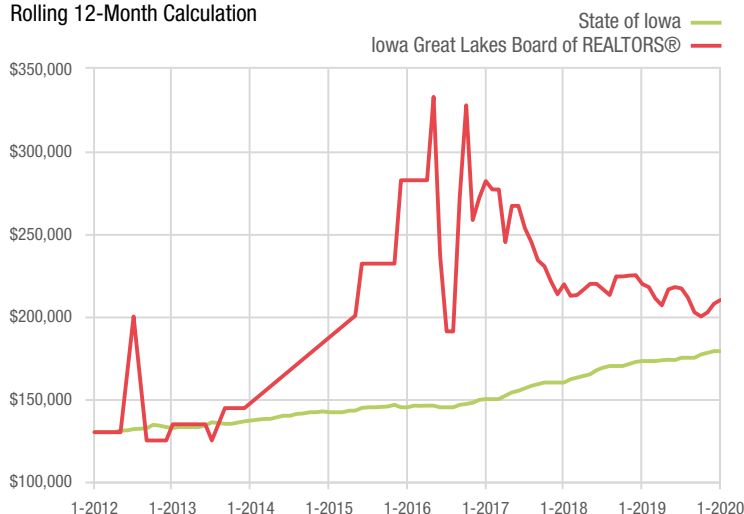
Median Sales Price - Single-Family Detached

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.