

Local Market Update – January 2020

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

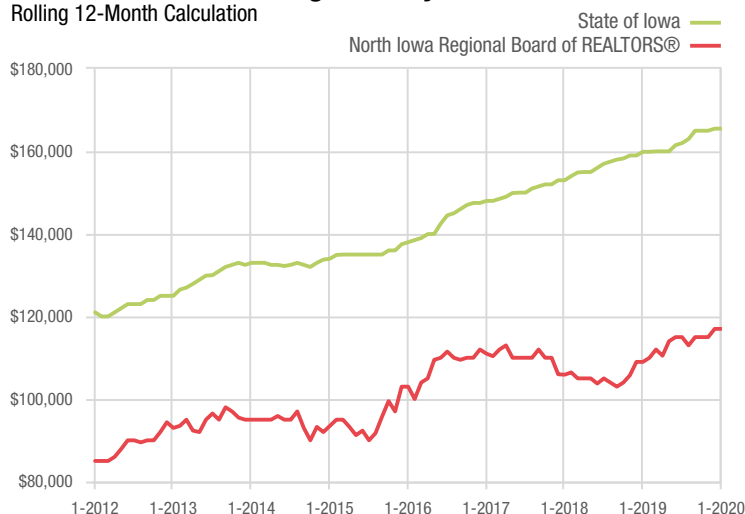
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	98	122	+ 24.5%	98	122	+ 24.5%
Pending Sales	69	50	- 27.5%	69	50	- 27.5%
Closed Sales	44	53	+ 20.5%	44	53	+ 20.5%
Days on Market Until Sale	133	118	- 11.3%	133	118	- 11.3%
Median Sales Price*	\$72,000	\$98,250	+ 36.5%	\$72,000	\$98,250	+ 36.5%
Average Sales Price*	\$126,334	\$104,902	- 17.0%	\$126,334	\$104,902	- 17.0%
Percent of List Price Received*	97.7%	94.9%	- 2.9%	97.7%	94.9%	- 2.9%
Inventory of Homes for Sale	511	507	- 0.8%	—	—	—
Months Supply of Inventory	5.3	4.8	- 9.4%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	4	5	+ 25.0%	4	5	+ 25.0%
Pending Sales	4	1	- 75.0%	4	1	- 75.0%
Closed Sales	1	6	+ 500.0%	1	6	+ 500.0%
Days on Market Until Sale	28	178	+ 535.7%	28	178	+ 535.7%
Median Sales Price*	\$105,000	\$219,500	+ 109.0%	\$105,000	\$219,500	+ 109.0%
Average Sales Price*	\$105,000	\$217,500	+ 107.1%	\$105,000	\$217,500	+ 107.1%
Percent of List Price Received*	95.9%	94.2%	- 1.8%	95.9%	94.2%	- 1.8%
Inventory of Homes for Sale	50	45	- 10.0%	—	—	—
Months Supply of Inventory	9.5	7.4	- 22.1%	—	—	—

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

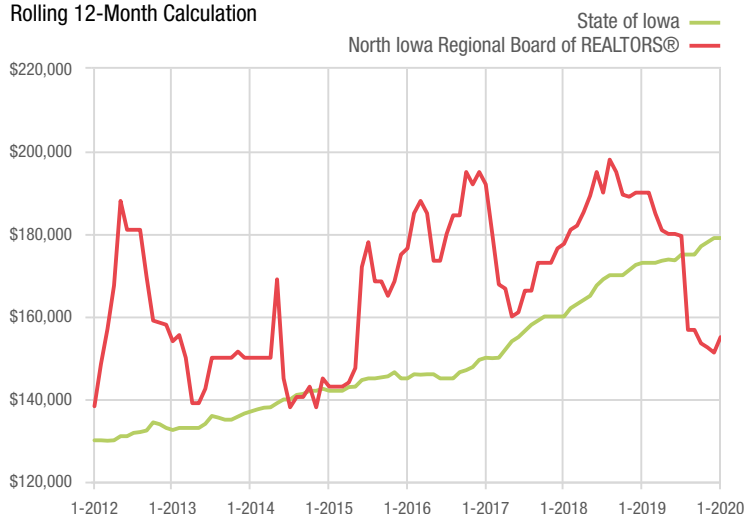
Median Sales Price - Single-Family Detached

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.