

Local Market Update – January 2020

A Research Tool Provided by 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

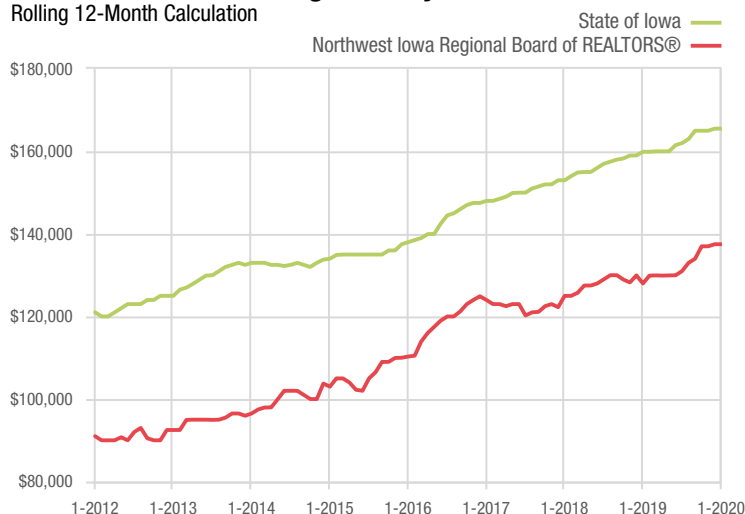
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	168	184	+ 9.5%	168	184	+ 9.5%
Pending Sales	122	123	+ 0.8%	122	123	+ 0.8%
Closed Sales	106	111	+ 4.7%	106	111	+ 4.7%
Days on Market Until Sale	79	71	- 10.1%	79	71	- 10.1%
Median Sales Price*	\$123,000	\$123,000	0.0%	\$123,000	\$123,000	0.0%
Average Sales Price*	\$130,394	\$136,500	+ 4.7%	\$130,394	\$136,500	+ 4.7%
Percent of List Price Received*	93.5%	95.1%	+ 1.7%	93.5%	95.1%	+ 1.7%
Inventory of Homes for Sale	574	593	+ 3.3%	—	—	—
Months Supply of Inventory	3.5	3.2	- 8.6%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	22	12	- 45.5%	22	12	- 45.5%
Pending Sales	6	4	- 33.3%	6	4	- 33.3%
Closed Sales	2	12	+ 500.0%	2	12	+ 500.0%
Days on Market Until Sale	8	66	+ 725.0%	8	66	+ 725.0%
Median Sales Price*	\$202,500	\$255,975	+ 26.4%	\$202,500	\$255,975	+ 26.4%
Average Sales Price*	\$202,500	\$229,486	+ 13.3%	\$202,500	\$229,486	+ 13.3%
Percent of List Price Received*	97.5%	98.7%	+ 1.2%	97.5%	98.7%	+ 1.2%
Inventory of Homes for Sale	86	70	- 18.6%	—	—	—
Months Supply of Inventory	7.7	4.8	- 37.7%	—	—	—

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

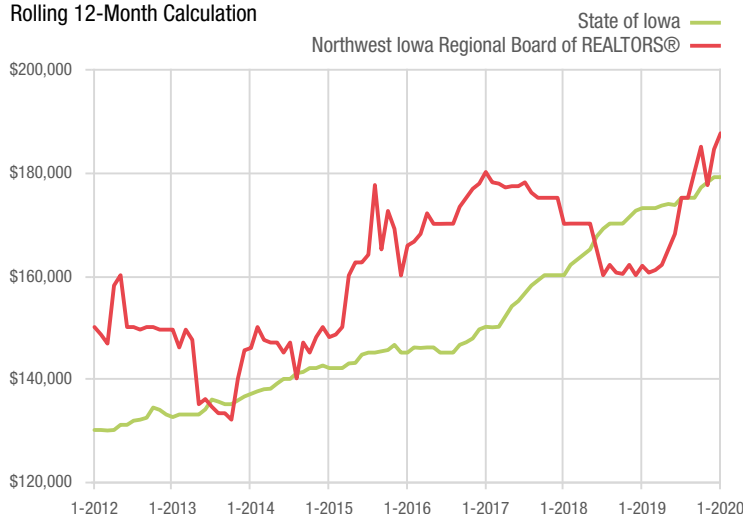
Median Sales Price - Single-Family Detached

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.