

# Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Palo Alto County

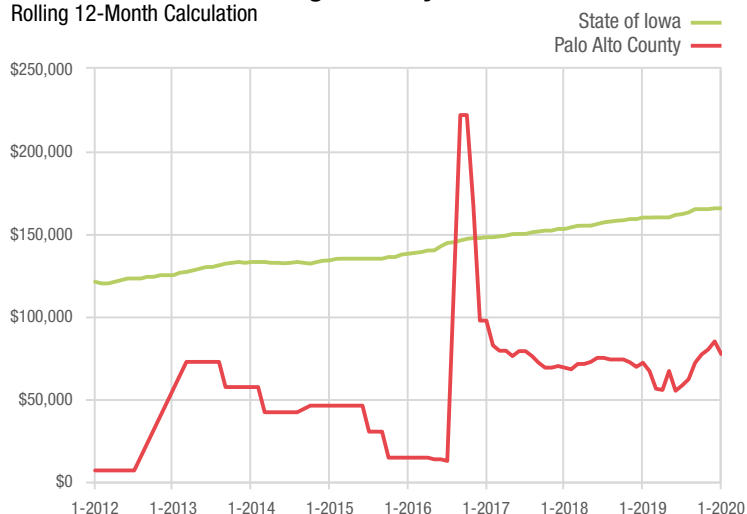
| Single-Family Detached          | January  |                 |          | Year to Date |                 |          |
|---------------------------------|----------|-----------------|----------|--------------|-----------------|----------|
| Key Metrics                     | 2019     | 2020            | % Change | Thru 1-2019  | Thru 1-2020     | % Change |
| New Listings                    | 6        | 5               | - 16.7%  | 6            | 5               | - 16.7%  |
| Pending Sales                   | 4        | 4               | 0.0%     | 4            | 4               | 0.0%     |
| Closed Sales                    | 4        | 3               | - 25.0%  | 4            | 3               | - 25.0%  |
| Days on Market Until Sale       | 139      | 15              | - 89.2%  | 139          | 15              | - 89.2%  |
| Median Sales Price*             | \$54,375 | <b>\$30,000</b> | - 44.8%  | \$54,375     | <b>\$30,000</b> | - 44.8%  |
| Average Sales Price*            | \$73,813 | <b>\$36,300</b> | - 50.8%  | \$73,813     | <b>\$36,300</b> | - 50.8%  |
| Percent of List Price Received* | 90.0%    | <b>104.2%</b>   | + 15.8%  | 90.0%        | <b>104.2%</b>   | + 15.8%  |
| Inventory of Homes for Sale     | 35       | <b>31</b>       | - 11.4%  | —            | —               | —        |
| Months Supply of Inventory      | 8.2      | <b>7.9</b>      | - 3.7%   | —            | —               | —        |

| Townhouse-Condo                 | January |                 |          | Year to Date |                 |          |
|---------------------------------|---------|-----------------|----------|--------------|-----------------|----------|
| Key Metrics                     | 2019    | 2020            | % Change | Thru 1-2019  | Thru 1-2020     | % Change |
| New Listings                    | 2       | 0               | - 100.0% | 2            | 0               | - 100.0% |
| Pending Sales                   | 2       | 0               | - 100.0% | 2            | 0               | - 100.0% |
| Closed Sales                    | 0       | 1               | —        | 0            | 1               | —        |
| Days on Market Until Sale       | —       | <b>29</b>       | —        | —            | <b>29</b>       | —        |
| Median Sales Price*             | —       | <b>\$30,000</b> | —        | —            | <b>\$30,000</b> | —        |
| Average Sales Price*            | —       | <b>\$30,000</b> | —        | —            | <b>\$30,000</b> | —        |
| Percent of List Price Received* | —       | <b>75.0%</b>    | —        | —            | <b>75.0%</b>    | —        |
| Inventory of Homes for Sale     | 7       | <b>5</b>        | - 28.6%  | —            | —               | —        |
| Months Supply of Inventory      | 3.3     | <b>3.5</b>      | + 6.1%   | —            | —               | —        |

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

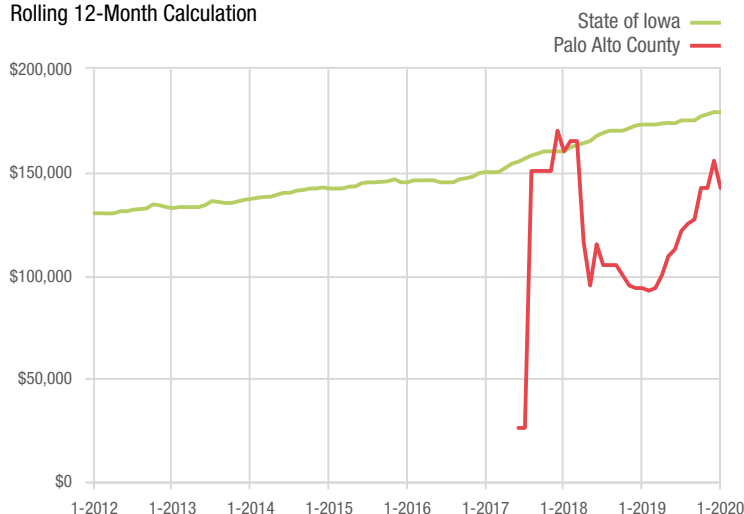
### Median Sales Price - Single-Family Detached

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.