

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Woodbury County

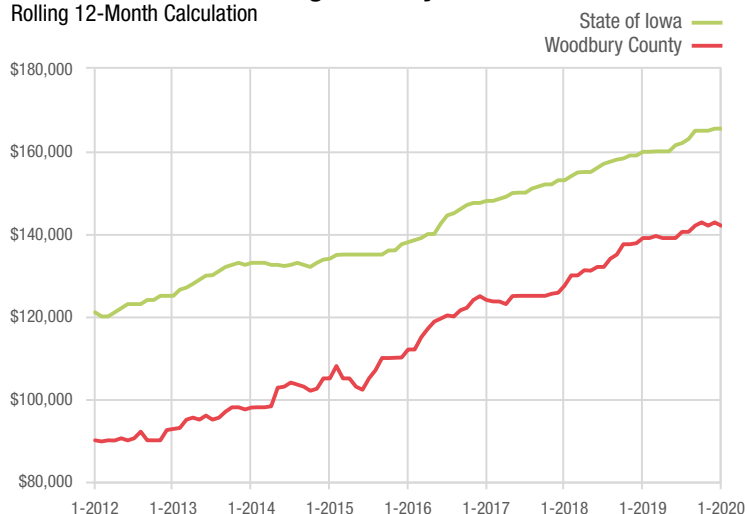
| Single-Family Detached | January | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 1-2019 | Thru 1-2020 | % Change |
| New Listings | 72 | 87 | + 20.8% | 72 | 87 | + 20.8% |
| Pending Sales | 57 | 74 | + 29.8% | 57 | 74 | + 29.8% |
| Closed Sales | 41 | 59 | + 43.9% | 41 | 59 | + 43.9% |
| Days on Market Until Sale | 36 | 57 | + 58.3% | 36 | 57 | + 58.3% |
| Median Sales Price* | \$142,000 | \$127,500 | - 10.2% | \$142,000 | \$127,500 | - 10.2% |
| Average Sales Price* | \$156,750 | \$142,360 | - 9.2% | \$156,750 | \$142,360 | - 9.2% |
| Percent of List Price Received* | 96.1% | 95.9% | - 0.2% | 96.1% | 95.9% | - 0.2% |
| Inventory of Homes for Sale | 191 | 197 | + 3.1% | — | — | — |
| Months Supply of Inventory | 2.1 | 2.1 | 0.0% | — | — | — |

| Townhouse-Condo | January | | | Year to Date | | |
|---------------------------------|-----------|------------------|------------|--------------|------------------|------------|
| Key Metrics | 2019 | 2020 | % Change | Thru 1-2019 | Thru 1-2020 | % Change |
| New Listings | 8 | 8 | 0.0% | 8 | 8 | 0.0% |
| Pending Sales | 2 | 4 | + 100.0% | 2 | 4 | + 100.0% |
| Closed Sales | 1 | 10 | + 900.0% | 1 | 10 | + 900.0% |
| Days on Market Until Sale | 2 | 73 | + 3,550.0% | 2 | 73 | + 3,550.0% |
| Median Sales Price* | \$270,000 | \$258,450 | - 4.3% | \$270,000 | \$258,450 | - 4.3% |
| Average Sales Price* | \$270,000 | \$246,883 | - 8.6% | \$270,000 | \$246,883 | - 8.6% |
| Percent of List Price Received* | 101.9% | 101.3% | - 0.6% | 101.9% | 101.3% | - 0.6% |
| Inventory of Homes for Sale | 45 | 35 | - 22.2% | — | — | — |
| Months Supply of Inventory | 8.2 | 4.0 | - 51.2% | — | — | — |

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

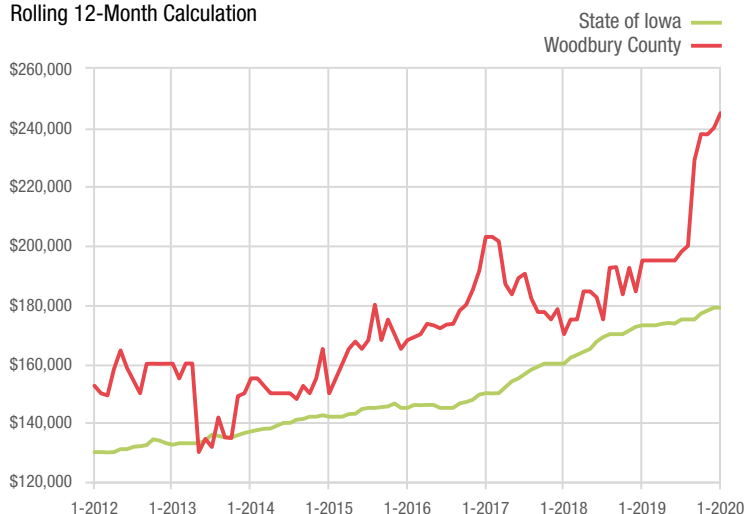
Median Sales Price - Single-Family Detached

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.