

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



Clay County

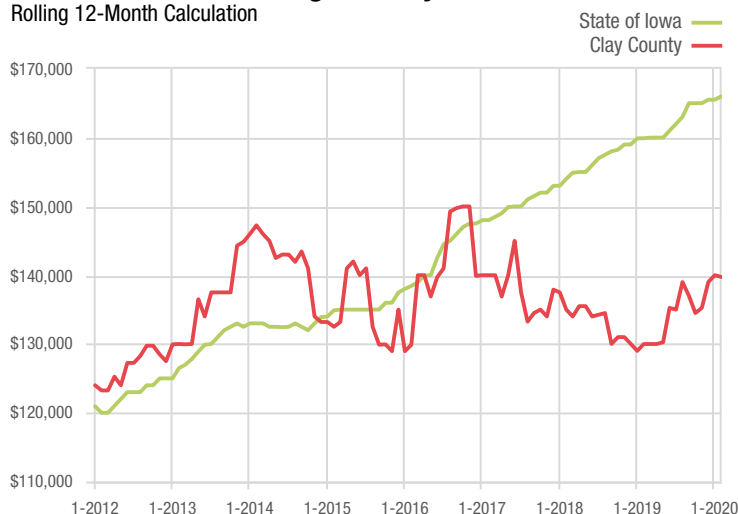
| Single-Family Detached | February | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 2-2019 | Thru 2-2020 | % Change |
| New Listings | 27 | 16 | - 40.7% | 55 | 34 | - 38.2% |
| Pending Sales | 21 | 10 | - 52.4% | 38 | 22 | - 42.1% |
| Closed Sales | 16 | 12 | - 25.0% | 25 | 26 | + 4.0% |
| Days on Market Until Sale | 79 | 75 | - 5.1% | 105 | 94 | - 10.5% |
| Median Sales Price* | \$113,450 | \$107,750 | - 5.0% | \$101,000 | \$111,900 | + 10.8% |
| Average Sales Price* | \$116,691 | \$138,875 | + 19.0% | \$108,276 | \$132,988 | + 22.8% |
| Percent of List Price Received* | 94.9% | 96.6% | + 1.8% | 93.4% | 93.8% | + 0.4% |
| Inventory of Homes for Sale | 75 | 76 | + 1.3% | — | — | — |
| Months Supply of Inventory | 3.1 | 3.6 | + 16.1% | — | — | — |

| Townhouse-Condo | February | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 2-2019 | Thru 2-2020 | % Change |
| New Listings | 7 | 6 | - 14.3% | 12 | 12 | 0.0% |
| Pending Sales | 8 | 4 | - 50.0% | 9 | 8 | - 11.1% |
| Closed Sales | 6 | 2 | - 66.7% | 9 | 6 | - 33.3% |
| Days on Market Until Sale | 55 | 80 | + 45.5% | 83 | 94 | + 13.3% |
| Median Sales Price* | \$137,500 | \$267,500 | + 94.5% | \$160,000 | \$134,000 | - 16.3% |
| Average Sales Price* | \$135,667 | \$267,500 | + 97.2% | \$151,111 | \$165,417 | + 9.5% |
| Percent of List Price Received* | 95.0% | 93.6% | - 1.5% | 94.8% | 93.8% | - 1.1% |
| Inventory of Homes for Sale | 21 | 28 | + 33.3% | — | — | — |
| Months Supply of Inventory | 3.5 | 4.1 | + 17.1% | — | — | — |

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

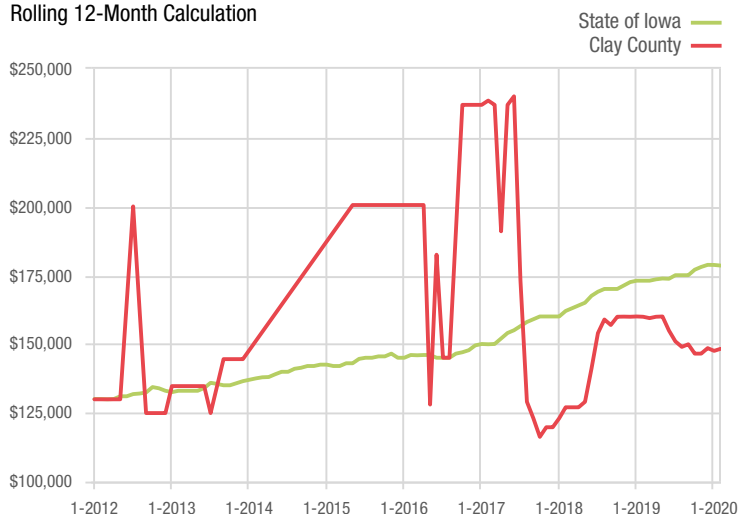
Median Sales Price - Single-Family Detached

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.