

# Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Fourth Congressional District

Includes Audubon, Boone, Buena Vista, Butler, Calhoun, Carroll, Cerro Gordo, Cherokee, Chickasaw, Clay, Crawford, Dickinson, Emmet, Floyd, Franklin, Greene, Grundy, Hamilton, Hancock, Hardin, Harrison, Humboldt, Ida, Kossuth, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Shelby, Sioux, Story, Webster, Winnebago, Woodbury and Wright Counties

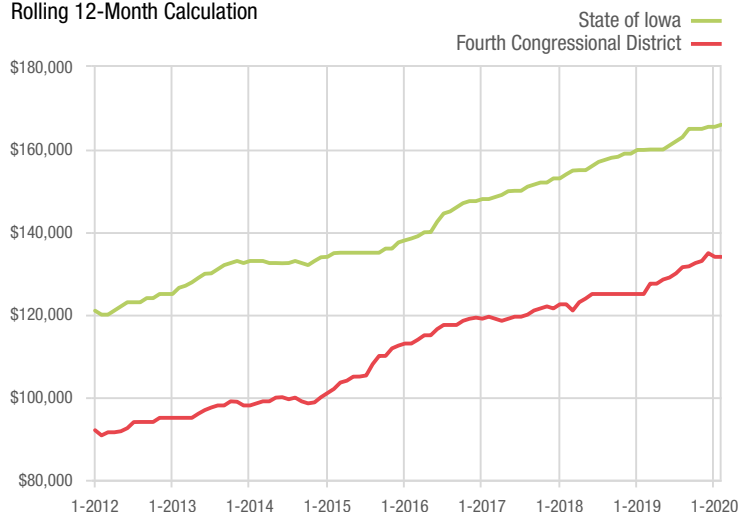
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	558	683	+ 22.4%	1,197	1,336	+ 11.6%
Pending Sales	488	500	+ 2.5%	873	963	+ 10.3%
Closed Sales	342	388	+ 13.5%	666	763	+ 14.6%
Days on Market Until Sale	86	98	+ 14.0%	86	94	+ 9.3%
Median Sales Price*	\$123,000	\$119,605	- 2.8%	\$122,000	\$119,580	- 2.0%
Average Sales Price*	\$134,102	\$136,948	+ 2.1%	\$139,918	\$135,830	- 2.9%
Percent of List Price Received*	94.5%	93.6%	- 1.0%	93.9%	93.9%	0.0%
Inventory of Homes for Sale	2,467	2,488	+ 0.9%	—	—	—
Months Supply of Inventory	4.1	3.8	- 7.3%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	75	67	- 10.7%	137	149	+ 8.8%
Pending Sales	52	43	- 17.3%	83	77	- 7.2%
Closed Sales	41	33	- 19.5%	53	71	+ 34.0%
Days on Market Until Sale	108	135	+ 25.0%	101	119	+ 17.8%
Median Sales Price*	\$180,000	\$220,000	+ 22.2%	\$182,000	\$220,000	+ 20.9%
Average Sales Price*	\$205,363	\$205,357	0.0%	\$213,545	\$230,558	+ 8.0%
Percent of List Price Received*	94.6%	96.4%	+ 1.9%	94.8%	96.8%	+ 2.1%
Inventory of Homes for Sale	318	315	- 0.9%	—	—	—
Months Supply of Inventory	5.5	4.9	- 10.9%	—	—	—

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

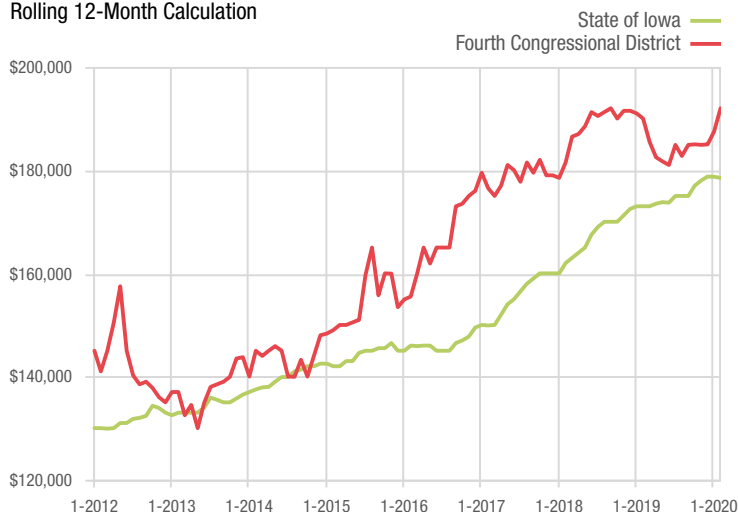
### Median Sales Price - Single-Family Detached

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.