

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

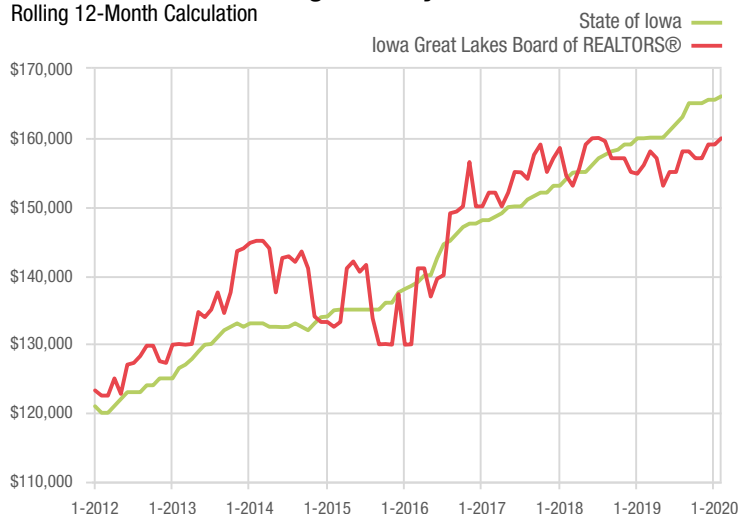
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	54	37	- 31.5%	107	87	- 18.7%
Pending Sales	39	27	- 30.8%	69	54	- 21.7%
Closed Sales	25	31	+ 24.0%	49	59	+ 20.4%
Days on Market Until Sale	72	95	+ 31.9%	95	112	+ 17.9%
Median Sales Price*	\$101,000	\$135,000	+ 33.7%	\$82,500	\$125,500	+ 52.1%
Average Sales Price*	\$119,907	\$163,999	+ 36.8%	\$180,137	\$149,092	- 17.2%
Percent of List Price Received*	95.0%	95.0%	0.0%	93.3%	92.6%	- 0.8%
Inventory of Homes for Sale	204	203	- 0.5%	—	—	—
Months Supply of Inventory	3.6	3.8	+ 5.6%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	38	24	- 36.8%	62	58	- 6.5%
Pending Sales	23	18	- 21.7%	33	29	- 12.1%
Closed Sales	15	12	- 20.0%	23	25	+ 8.7%
Days on Market Until Sale	67	101	+ 50.7%	78	105	+ 34.6%
Median Sales Price*	\$140,000	\$138,625	- 1.0%	\$186,000	\$220,000	+ 18.3%
Average Sales Price*	\$254,700	\$171,979	- 32.5%	\$265,152	\$245,210	- 7.5%
Percent of List Price Received*	95.0%	95.0%	0.0%	95.1%	95.6%	+ 0.5%
Inventory of Homes for Sale	114	117	+ 2.6%	—	—	—
Months Supply of Inventory	4.5	4.1	- 8.9%	—	—	—

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

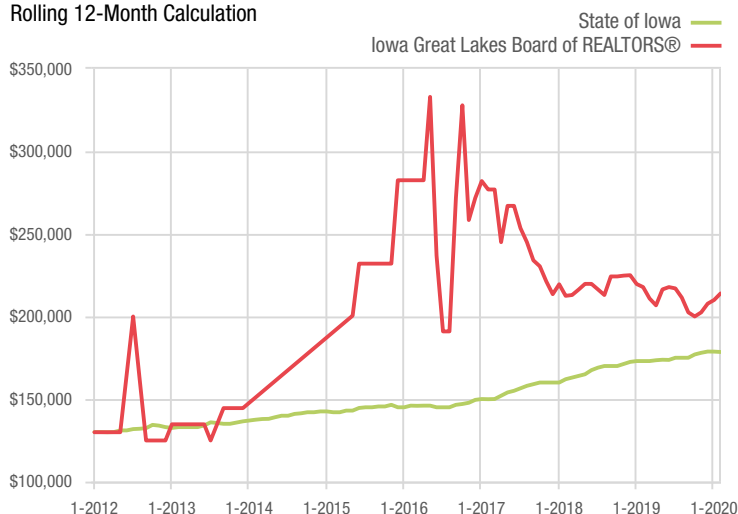
Median Sales Price - Single-Family Detached

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.