

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties

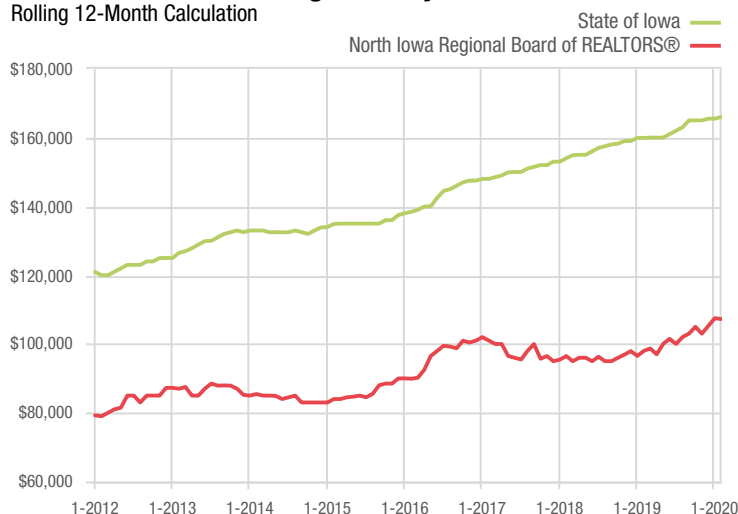
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	78	114	+ 46.2%	161	223	+ 38.5%
Pending Sales	47	41	- 12.8%	101	104	+ 3.0%
Closed Sales	47	55	+ 17.0%	85	108	+ 27.1%
Days on Market Until Sale	111	156	+ 40.5%	117	137	+ 17.1%
Median Sales Price*	\$111,000	\$92,500	- 16.7%	\$87,000	\$96,500	+ 10.9%
Average Sales Price*	\$123,267	\$126,921	+ 3.0%	\$111,351	\$116,220	+ 4.4%
Percent of List Price Received*	93.4%	91.5%	- 2.0%	95.7%	93.1%	- 2.7%
Inventory of Homes for Sale	424	477	+ 12.5%	—	—	—
Months Supply of Inventory	5.4	5.4	0.0%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	7	3	- 57.1%	11	8	- 27.3%
Pending Sales	5	2	- 60.0%	9	4	- 55.6%
Closed Sales	3	2	- 33.3%	4	8	+ 100.0%
Days on Market Until Sale	115	434	+ 277.4%	94	242	+ 157.4%
Median Sales Price*	\$180,000	\$275,475	+ 53.0%	\$164,250	\$219,500	+ 33.6%
Average Sales Price*	\$232,833	\$275,475	+ 18.3%	\$200,875	\$231,994	+ 15.5%
Percent of List Price Received*	91.7%	98.0%	+ 6.9%	92.7%	95.1%	+ 2.6%
Inventory of Homes for Sale	51	40	- 21.6%	—	—	—
Months Supply of Inventory	8.6	6.3	- 26.7%	—	—	—

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

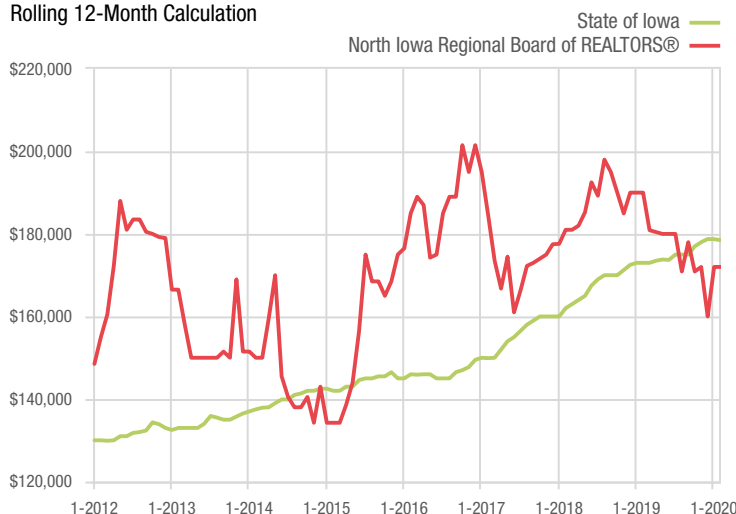
Median Sales Price - Single-Family Detached

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.