

# Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Northwest Iowa Regional Board of REALTORS®

Includes Buena Vista, Calhoun, Cherokee, Ida, Lyon, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Sioux and Woodbury Counties

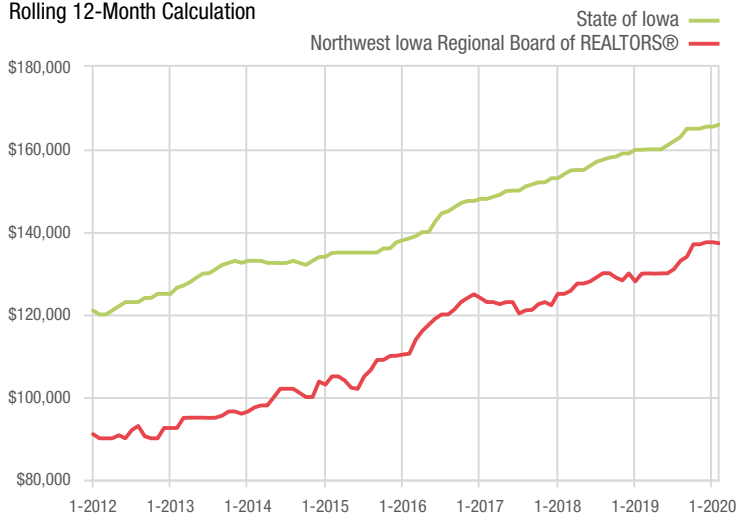
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	147	180	+ 22.4%	315	364	+ 15.6%
Pending Sales	140	187	+ 33.6%	262	315	+ 20.2%
Closed Sales	103	118	+ 14.6%	209	230	+ 10.0%
Days on Market Until Sale	80	82	+ 2.5%	79	76	- 3.8%
Median Sales Price*	\$129,750	\$129,500	- 0.2%	\$125,000	\$125,000	0.0%
Average Sales Price*	\$146,278	\$137,373	- 6.1%	\$138,183	\$136,891	- 0.9%
Percent of List Price Received*	95.0%	95.1%	+ 0.1%	94.2%	95.1%	+ 1.0%
Inventory of Homes for Sale	538	542	+ 0.7%	—	—	—
Months Supply of Inventory	3.2	2.8	- 12.5%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	12	16	+ 33.3%	34	28	- 17.6%
Pending Sales	16	11	- 31.3%	22	15	- 31.8%
Closed Sales	10	9	- 10.0%	12	21	+ 75.0%
Days on Market Until Sale	59	119	+ 101.7%	51	89	+ 74.5%
Median Sales Price*	\$119,000	\$264,022	+ 121.9%	\$127,500	\$259,950	+ 103.9%
Average Sales Price*	\$151,090	\$237,815	+ 57.4%	\$159,658	\$233,056	+ 46.0%
Percent of List Price Received*	96.5%	99.4%	+ 3.0%	96.6%	99.0%	+ 2.5%
Inventory of Homes for Sale	79	69	- 12.7%	—	—	—
Months Supply of Inventory	6.5	4.9	- 24.6%	—	—	—

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

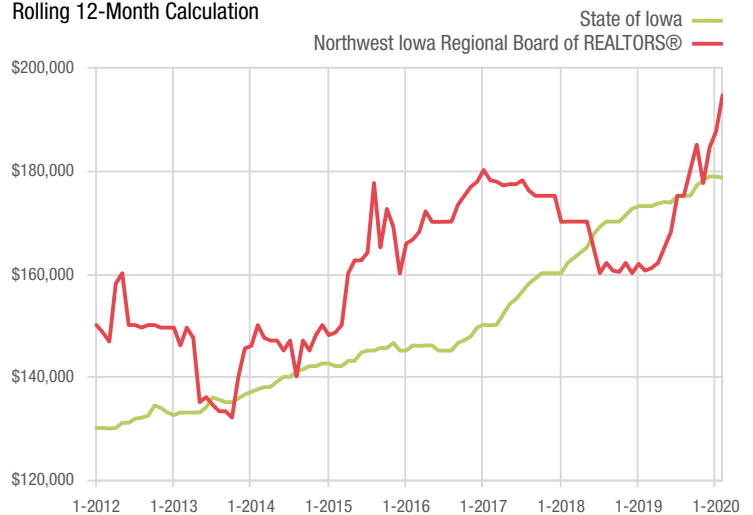
### Median Sales Price - Single-Family Detached

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.