

Local Market Update – April 2020

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

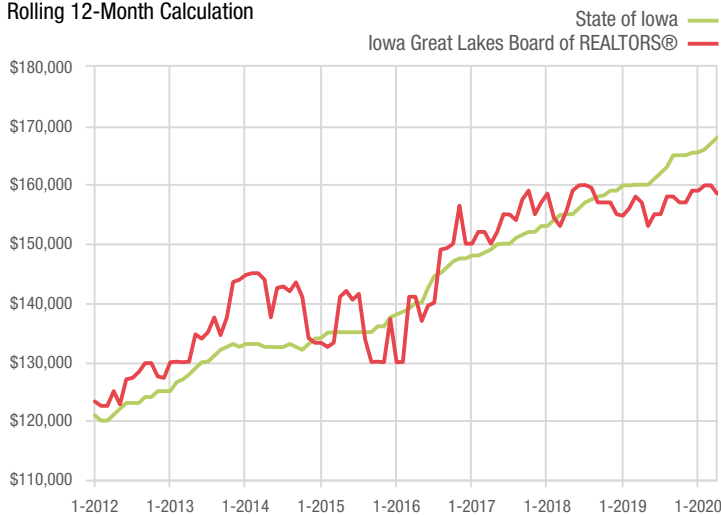
Single-Family Detached	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	110	86	- 21.8%	290	247	- 14.8%
Pending Sales	61	40	- 34.4%	172	148	- 14.0%
Closed Sales	54	37	- 31.5%	143	130	- 9.1%
Days on Market Until Sale	63	80	+ 27.0%	86	98	+ 14.0%
Median Sales Price*	\$147,750	\$123,900	- 16.1%	\$140,000	\$132,300	- 5.5%
Average Sales Price*	\$228,685	\$207,776	- 9.1%	\$205,706	\$182,953	- 11.1%
Percent of List Price Received*	96.4%	94.9%	- 1.6%	95.0%	94.7%	- 0.3%
Inventory of Homes for Sale	260	248	- 4.6%	—	—	—
Months Supply of Inventory	4.8	4.7	- 2.1%	—	—	—

Townhouse-Condo	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	51	39	- 23.5%	144	136	- 5.6%
Pending Sales	25	27	+ 8.0%	79	77	- 2.5%
Closed Sales	25	30	+ 20.0%	63	73	+ 15.9%
Days on Market Until Sale	128	94	- 26.6%	104	99	- 4.8%
Median Sales Price*	\$159,900	\$214,000	+ 33.8%	\$160,000	\$217,500	+ 35.9%
Average Sales Price*	\$236,687	\$314,160	+ 32.7%	\$231,525	\$276,624	+ 19.5%
Percent of List Price Received*	98.0%	97.6%	- 0.4%	96.6%	96.5%	- 0.1%
Inventory of Homes for Sale	144	138	- 4.2%	—	—	—
Months Supply of Inventory	5.9	4.9	- 16.9%	—	—	—

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

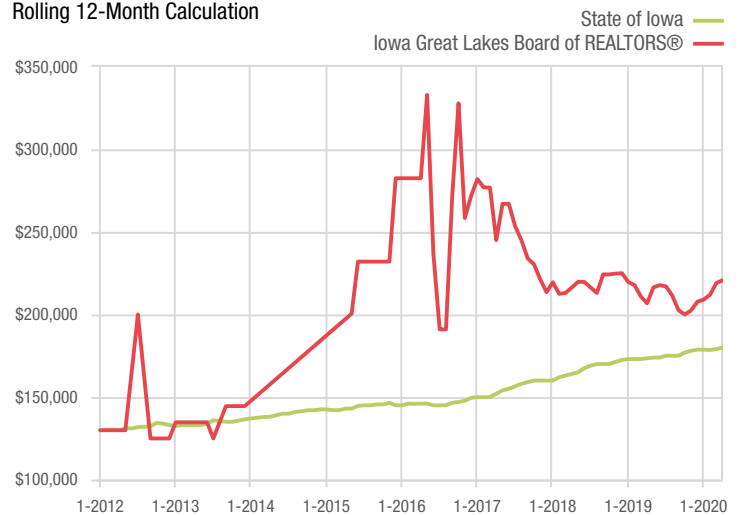
Median Sales Price - Single-Family Detached

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.