

Local Market Update – April 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

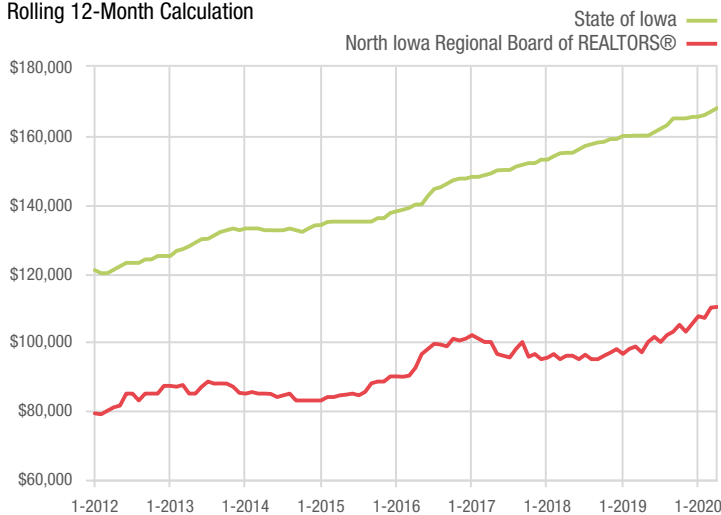
Single-Family Detached	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	162	95	- 41.4%	421	409	- 2.9%
Pending Sales	100	48	- 52.0%	287	248	- 13.6%
Closed Sales	63	70	+ 11.1%	205	245	+ 19.5%
Days on Market Until Sale	152	109	- 28.3%	135	128	- 5.2%
Median Sales Price*	\$89,000	\$110,200	+ 23.8%	\$87,000	\$105,000	+ 20.7%
Average Sales Price*	\$106,567	\$117,985	+ 10.7%	\$113,291	\$123,629	+ 9.1%
Percent of List Price Received*	94.9%	94.5%	- 0.4%	95.2%	94.0%	- 1.3%
Inventory of Homes for Sale	453	421	- 7.1%	—	—	—
Months Supply of Inventory	5.8	5.0	- 13.8%	—	—	—

Townhouse-Condo	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	19	5	- 73.7%	42	18	- 57.1%
Pending Sales	7	2	- 71.4%	20	16	- 20.0%
Closed Sales	2	7	+ 250.0%	12	20	+ 66.7%
Days on Market Until Sale	157	194	+ 23.6%	97	238	+ 145.4%
Median Sales Price*	\$194,500	\$167,000	- 14.1%	\$144,250	\$201,225	+ 39.5%
Average Sales Price*	\$194,500	\$168,407	- 13.4%	\$169,792	\$199,665	+ 17.6%
Percent of List Price Received*	95.7%	96.3%	+ 0.6%	90.3%	95.6%	+ 5.9%
Inventory of Homes for Sale	62	34	- 45.2%	—	—	—
Months Supply of Inventory	10.2	5.3	- 48.0%	—	—	—

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

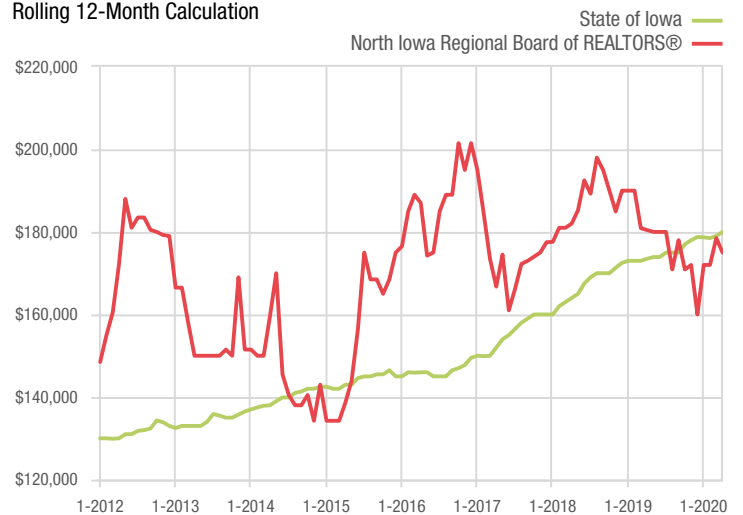
Median Sales Price - Single-Family Detached

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.