

Local Market Update – April 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

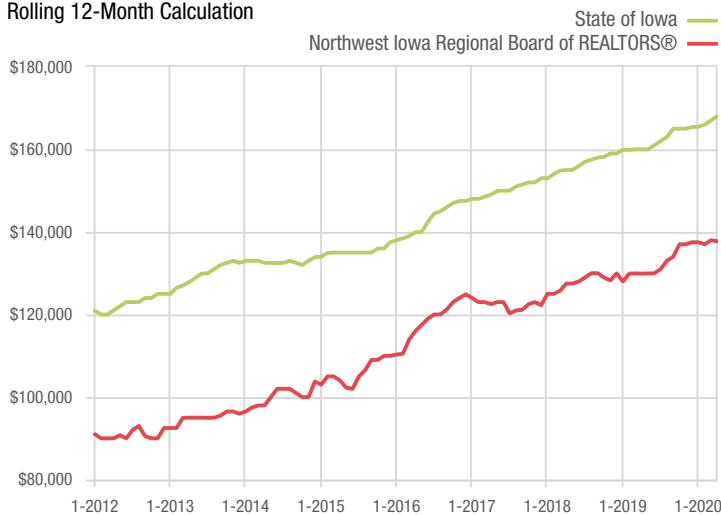
Single-Family Detached	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	280	187	- 33.2%	783	816	+ 4.2%
Pending Sales	222	181	- 18.5%	636	712	+ 11.9%
Closed Sales	151	164	+ 8.6%	508	545	+ 7.3%
Days on Market Until Sale	93	66	- 29.0%	85	76	- 10.6%
Median Sales Price*	\$127,000	\$127,500	+ 0.4%	\$127,000	\$130,050	+ 2.4%
Average Sales Price*	\$132,887	\$143,774	+ 8.2%	\$140,536	\$146,204	+ 4.0%
Percent of List Price Received*	95.6%	95.7%	+ 0.1%	95.2%	95.4%	+ 0.2%
Inventory of Homes for Sale	571	540	- 5.4%	—	—	—
Months Supply of Inventory	3.2	2.8	- 12.5%	—	—	—

Townhouse-Condo	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	28	25	- 10.7%	88	64	- 27.3%
Pending Sales	22	7	- 68.2%	61	29	- 52.5%
Closed Sales	10	6	- 40.0%	32	36	+ 12.5%
Days on Market Until Sale	94	58	- 38.3%	70	93	+ 32.9%
Median Sales Price*	\$197,975	\$209,750	+ 5.9%	\$197,000	\$247,500	+ 25.6%
Average Sales Price*	\$192,435	\$204,304	+ 6.2%	\$185,883	\$214,722	+ 15.5%
Percent of List Price Received*	97.1%	95.7%	- 1.4%	96.1%	97.5%	+ 1.5%
Inventory of Homes for Sale	80	83	+ 3.8%	—	—	—
Months Supply of Inventory	5.9	6.9	+ 16.9%	—	—	—

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

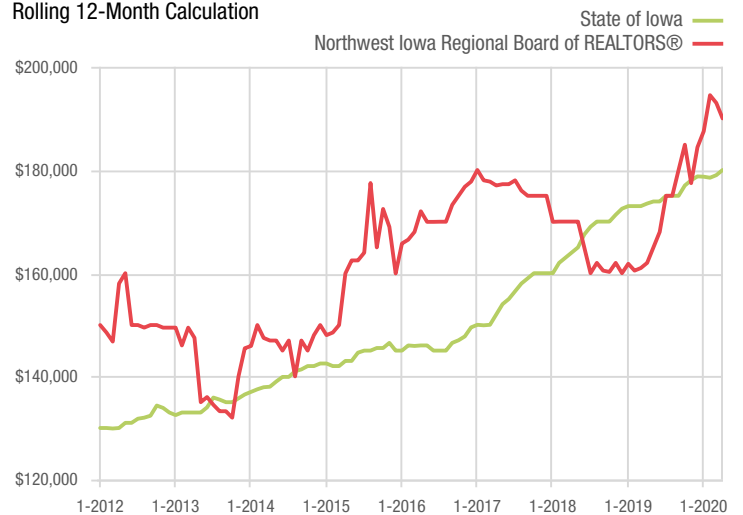
Median Sales Price - Single-Family Detached

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.