

Local Market Update – April 2020

A Research Tool Provided by Iowa Association of REALTORS®



Woodbury County

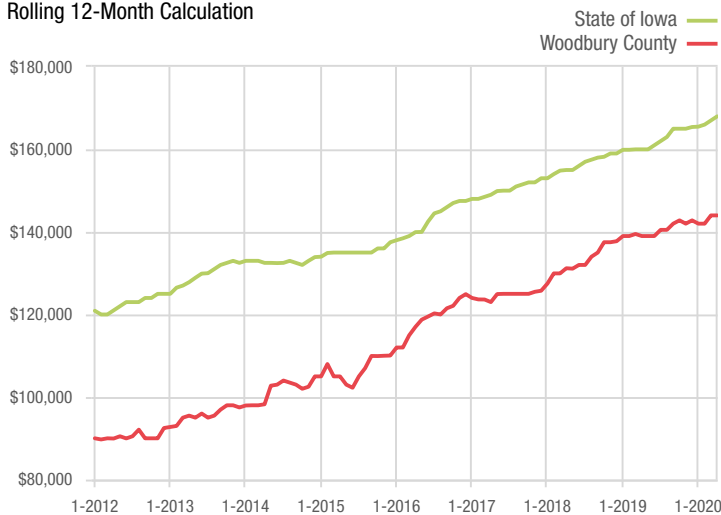
| Single-Family Detached | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2019 | 2020 | % Change | Thru 4-2019 | Thru 4-2020 | % Change |
| New Listings | 112 | 90 | - 19.6% | 355 | 389 | + 9.6% |
| Pending Sales | 107 | 89 | - 16.8% | 319 | 370 | + 16.0% |
| Closed Sales | 62 | 90 | + 45.2% | 237 | 296 | + 24.9% |
| Days on Market Until Sale | 58 | 52 | - 10.3% | 53 | 56 | + 5.7% |
| Median Sales Price* | \$131,375 | \$129,950 | - 1.1% | \$133,500 | \$135,000 | + 1.1% |
| Average Sales Price* | \$141,405 | \$149,893 | + 6.0% | \$151,866 | \$155,442 | + 2.4% |
| Percent of List Price Received* | 97.7% | 97.9% | + 0.2% | 96.9% | 96.7% | - 0.2% |
| Inventory of Homes for Sale | 158 | 161 | + 1.9% | — | — | — |
| Months Supply of Inventory | 1.7 | 1.7 | 0.0% | — | — | — |

| Townhouse-Condo | April | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2019 | 2020 | % Change | Thru 4-2019 | Thru 4-2020 | % Change |
| New Listings | 13 | 14 | + 7.7% | 45 | 35 | - 22.2% |
| Pending Sales | 13 | 2 | - 84.6% | 37 | 15 | - 59.5% |
| Closed Sales | 8 | 3 | - 62.5% | 17 | 25 | + 47.1% |
| Days on Market Until Sale | 111 | 28 | - 74.8% | 86 | 76 | - 11.6% |
| Median Sales Price* | \$197,975 | \$299,990 | + 51.5% | \$199,950 | \$264,022 | + 32.0% |
| Average Sales Price* | \$195,294 | \$252,608 | + 29.3% | \$201,956 | \$252,759 | + 25.2% |
| Percent of List Price Received* | 97.5% | 100.6% | + 3.2% | 97.9% | 100.0% | + 2.1% |
| Inventory of Homes for Sale | 39 | 42 | + 7.7% | — | — | — |
| Months Supply of Inventory | 5.8 | 6.3 | + 8.6% | — | — | — |

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

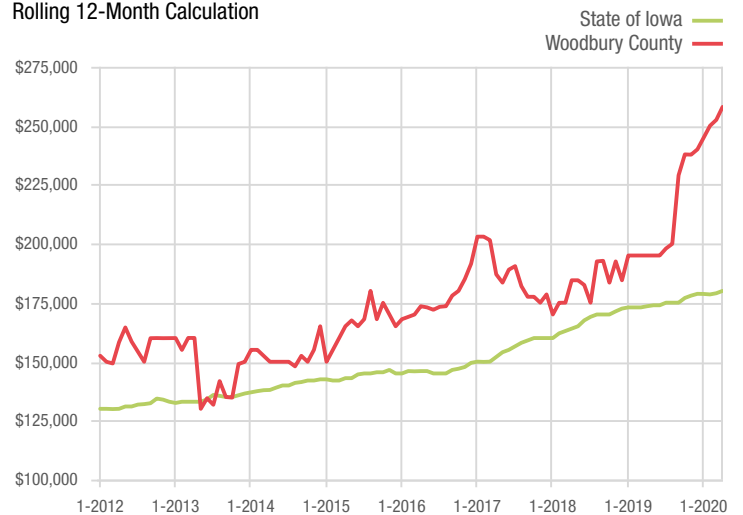
Median Sales Price - Single-Family Detached

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.