

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Clinton County

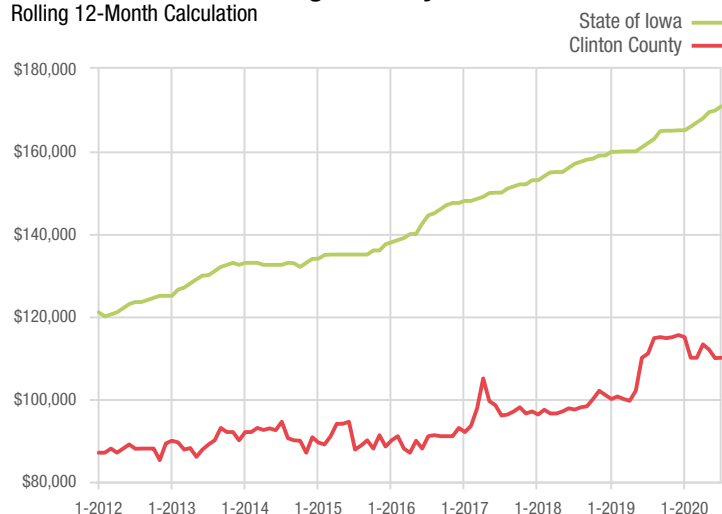
| Single-Family Detached | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 90 | 51 | - 43.3% | 493 | 381 | - 22.7% |
| Pending Sales | 48 | 50 | + 4.2% | 333 | 335 | + 0.6% |
| Closed Sales | 58 | 55 | - 5.2% | 326 | 307 | - 5.8% |
| Days on Market Until Sale | 46 | 72 | + 56.5% | 65 | 71 | + 9.2% |
| Median Sales Price* | \$103,950 | \$107,000 | + 2.9% | \$110,500 | \$100,000 | - 9.5% |
| Average Sales Price* | \$132,204 | \$108,218 | - 18.1% | \$130,129 | \$113,565 | - 12.7% |
| Percent of List Price Received* | 94.6% | 96.4% | + 1.9% | 95.0% | 95.0% | 0.0% |
| Inventory of Homes for Sale | 216 | 134 | - 38.0% | — | — | — |
| Months Supply of Inventory | 4.8 | 2.8 | - 41.7% | — | — | — |

| Townhouse-Condo | July | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 7-2019 | Thru 7-2020 | % Change |
| New Listings | 2 | 1 | - 50.0% | 24 | 17 | - 29.2% |
| Pending Sales | 1 | 4 | + 300.0% | 10 | 12 | + 20.0% |
| Closed Sales | 3 | 3 | 0.0% | 8 | 8 | 0.0% |
| Days on Market Until Sale | 108 | 38 | - 64.8% | 73 | 121 | + 65.8% |
| Median Sales Price* | \$226,900 | \$99,000 | - 56.4% | \$182,500 | \$84,950 | - 53.5% |
| Average Sales Price* | \$208,767 | \$160,500 | - 23.1% | \$188,013 | \$109,488 | - 41.8% |
| Percent of List Price Received* | 97.2% | 97.2% | 0.0% | 96.9% | 93.9% | - 3.1% |
| Inventory of Homes for Sale | 15 | 11 | - 26.7% | — | — | — |
| Months Supply of Inventory | 9.0 | 5.2 | - 42.2% | — | — | — |

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

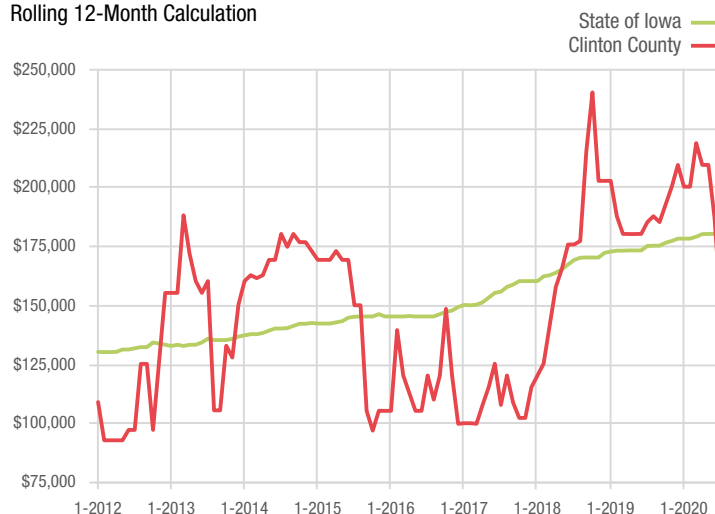
Median Sales Price - Single-Family Detached

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.