Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®

Iowa Association of REALTORS®

Fourth Congressional District

Includes Audubon, Boone, Buena Vista, Butler, Calhoun, Carroll, Cerro Gordo, Cherokee, Chickasaw, Clay, Crawford, Dickinson, Emmet, Floyd, Franklin, Greene, Grundy, Hamilton, Hancock, Hardin, Harrison, Humboldt, Ida, Kossuth, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Shelby, Sioux, Story, Webster, Winnebago, Woodbury and Wright Counties
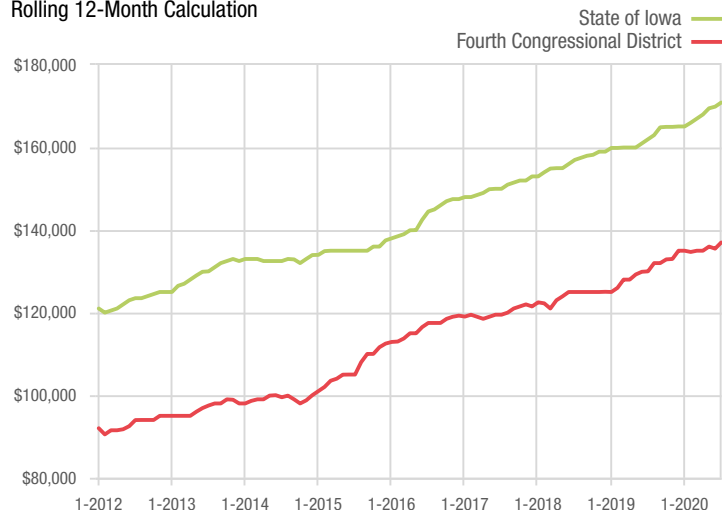
Single-Family Detached

Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	1,109	928	- 16.3%	6,255	5,906	- 5.6%
Pending Sales	830	851	+ 2.5%	4,580	4,959	+ 8.3%
Closed Sales	810	991	+ 22.3%	4,116	4,299	+ 4.4%
Days on Market Until Sale	70	74	+ 5.7%	83	84	+ 1.2%
Median Sales Price*	$147,000	$155,000	+ 5.4%	$134,500	$139,500	+ 3.7%
Average Sales Price*	$172,582	$181,038	+ 4.9%	$158,061	$162,408	+ 2.8%
Percent of List Price Received*	96.3%	96.3%	0.0%	95.5%	95.5%	0.0%
Inventory of Homes for Sale	2,945	2,280	- 22.6%	—	—	—
Months Supply of Inventory	4.8	3.4	- 29.2%	—	—	—

Townhouse-Condo

Key Metrics	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	111	101	- 9.0%	696	627	- 9.9%
Pending Sales	99	91	- 8.1%	481	456	- 5.2%
Closed Sales	79	92	+ 16.5%	392	417	+ 6.4%
Days on Market Until Sale	116	113	- 2.6%	103	103	0.0%
Median Sales Price*	$187,500	$232,250	+ 23.9%	$182,625	$215,000	+ 17.7%
Average Sales Price*	$219,465	$267,572	+ 21.9%	$225,367	$249,865	+ 10.9%
Percent of List Price Received*	97.6%	97.8%	+ 0.2%	96.9%	96.9%	0.0%
Inventory of Homes for Sale	389	321	- 17.5%	—	—	—
Months Supply of Inventory	6.5	5.1	- 21.5%	—	—	—

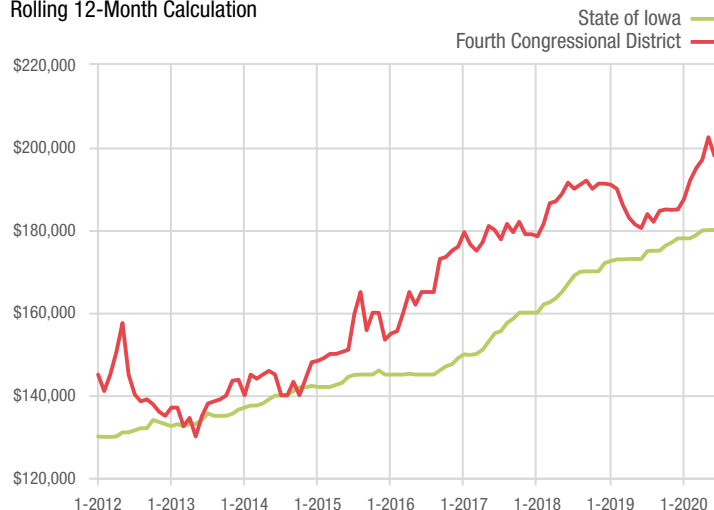* Does not account for seller concessions; % Change may be extreme due to small sample size.

Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa
Fourth Congressional District

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa
Fourth Congressional District

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.