

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Greater Mason City Board of REALTORS®

Includes Mason City and Surrounding Area

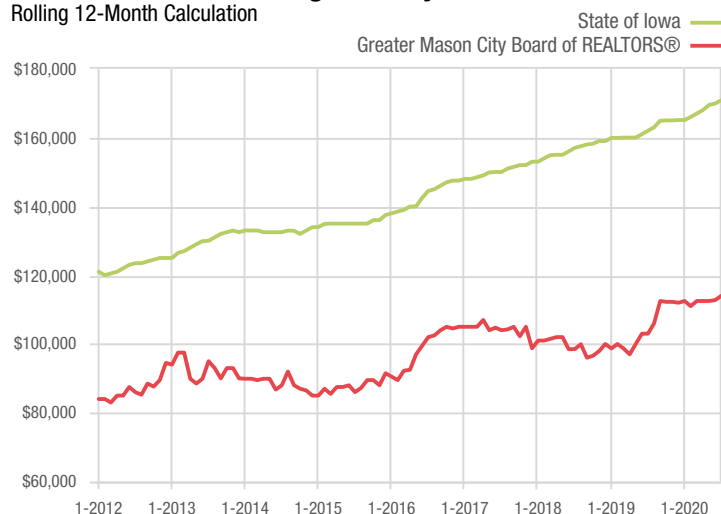
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	99	58	- 41.4%	482	391	- 18.9%
Pending Sales	58	21	- 63.8%	351	344	- 2.0%
Closed Sales	63	88	+ 39.7%	298	341	+ 14.4%
Days on Market Until Sale	110	105	- 4.5%	111	118	+ 6.3%
Median Sales Price*	\$120,000	\$125,250	+ 4.4%	\$111,000	\$116,000	+ 4.5%
Average Sales Price*	\$132,641	\$164,593	+ 24.1%	\$126,983	\$136,866	+ 7.8%
Percent of List Price Received*	95.2%	96.1%	+ 0.9%	95.8%	95.3%	- 0.5%
Inventory of Homes for Sale	239	166	- 30.5%	—	—	—
Months Supply of Inventory	5.1	3.3	- 35.3%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	3	2	- 33.3%	28	18	- 35.7%
Pending Sales	4	1	- 75.0%	22	17	- 22.7%
Closed Sales	5	5	0.0%	17	21	+ 23.5%
Days on Market Until Sale	207	200	- 3.4%	242	293	+ 21.1%
Median Sales Price*	\$140,000	\$193,000	+ 37.9%	\$178,000	\$213,000	+ 19.7%
Average Sales Price*	\$182,539	\$192,100	+ 5.2%	\$181,991	\$210,257	+ 15.5%
Percent of List Price Received*	96.9%	96.9%	0.0%	95.6%	95.8%	+ 0.2%
Inventory of Homes for Sale	29	17	- 41.4%	—	—	—
Months Supply of Inventory	11.0	6.9	- 37.3%	—	—	—

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

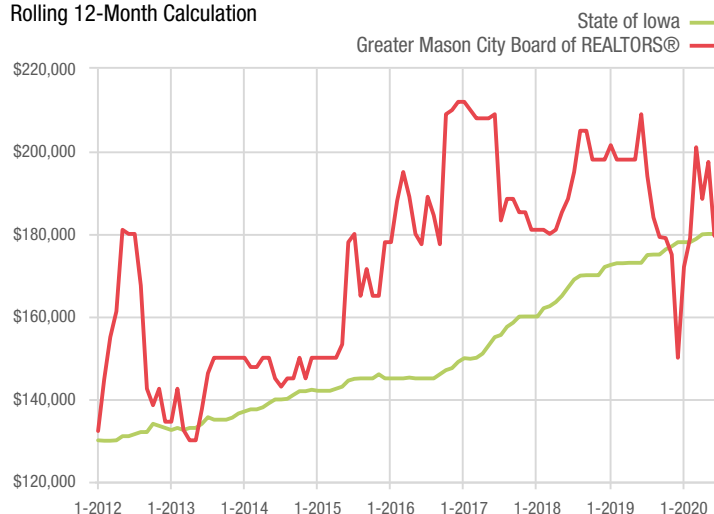
Median Sales Price - Single-Family Detached

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.