

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

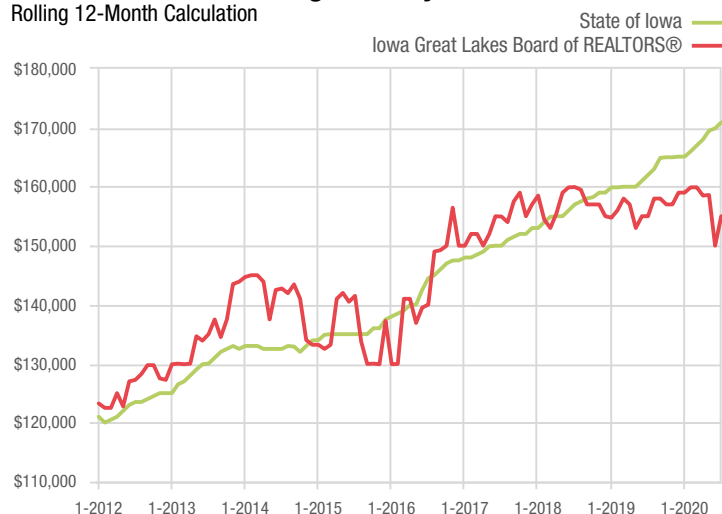
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	102	98	- 3.9%	586	537	- 8.4%
Pending Sales	66	74	+ 12.1%	402	386	- 4.0%
Closed Sales	59	88	+ 49.2%	364	370	+ 1.6%
Days on Market Until Sale	67	69	+ 3.0%	80	79	- 1.3%
Median Sales Price*	\$155,900	\$200,000	+ 28.3%	\$158,250	\$150,000	- 5.2%
Average Sales Price*	\$261,882	\$246,638	- 5.8%	\$216,540	\$217,541	+ 0.5%
Percent of List Price Received*	95.1%	95.9%	+ 0.8%	95.7%	95.6%	- 0.1%
Inventory of Homes for Sale	281	257	- 8.5%	—	—	—
Months Supply of Inventory	5.1	4.8	- 5.9%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	63	48	- 23.8%	297	274	- 7.7%
Pending Sales	53	42	- 20.8%	207	202	- 2.4%
Closed Sales	39	41	+ 5.1%	175	194	+ 10.9%
Days on Market Until Sale	94	97	+ 3.2%	96	96	0.0%
Median Sales Price*	\$185,000	\$279,900	+ 51.3%	\$220,000	\$239,000	+ 8.6%
Average Sales Price*	\$236,658	\$344,048	+ 45.4%	\$275,368	\$305,716	+ 11.0%
Percent of List Price Received*	97.6%	97.7%	+ 0.1%	97.3%	96.7%	- 0.6%
Inventory of Homes for Sale	150	130	- 13.3%	—	—	—
Months Supply of Inventory	5.7	4.6	- 19.3%	—	—	—

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

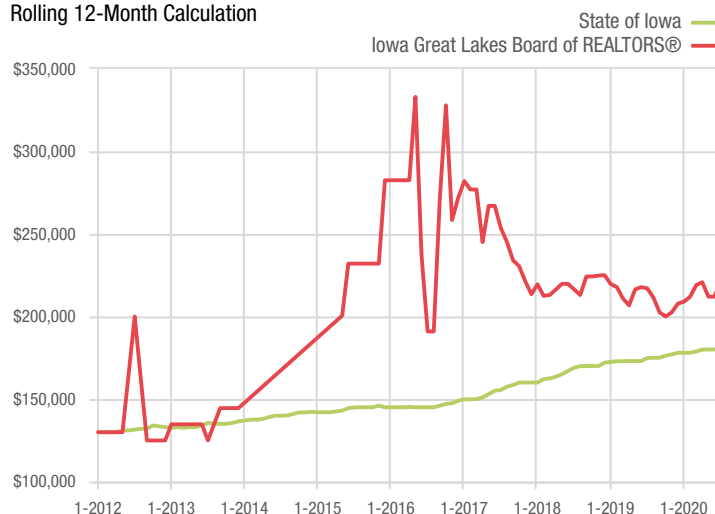
Median Sales Price - Single-Family Detached

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.