

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties

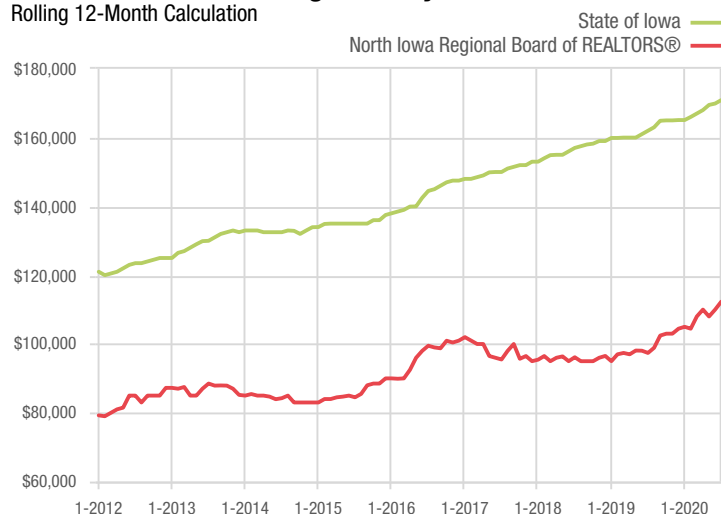
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	153	117	- 23.5%	763	822	+ 7.7%
Pending Sales	96	75	- 21.9%	515	612	+ 18.8%
Closed Sales	87	154	+ 77.0%	441	567	+ 28.6%
Days on Market Until Sale	106	100	- 5.7%	125	119	- 4.8%
Median Sales Price*	\$105,575	\$137,100	+ 29.9%	\$96,500	\$112,100	+ 16.2%
Average Sales Price*	\$131,029	\$163,626	+ 24.9%	\$121,521	\$136,096	+ 12.0%
Percent of List Price Received*	95.2%	95.5%	+ 0.3%	94.9%	94.8%	- 0.1%
Inventory of Homes for Sale	457	407	- 10.9%	—	—	—
Months Supply of Inventory	6.7	4.9	- 26.9%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	15	7	- 53.3%	93	38	- 59.1%
Pending Sales	16	3	- 81.3%	61	32	- 47.5%
Closed Sales	11	9	- 18.2%	42	35	- 16.7%
Days on Market Until Sale	181	191	+ 5.5%	149	220	+ 47.7%
Median Sales Price*	\$145,000	\$193,000	+ 33.1%	\$149,998	\$197,450	+ 31.6%
Average Sales Price*	\$171,972	\$195,833	+ 13.9%	\$173,068	\$196,580	+ 13.6%
Percent of List Price Received*	96.5%	96.6%	+ 0.1%	94.8%	96.0%	+ 1.3%
Inventory of Homes for Sale	59	28	- 52.5%	—	—	—
Months Supply of Inventory	8.4	5.9	- 29.8%	—	—	—

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

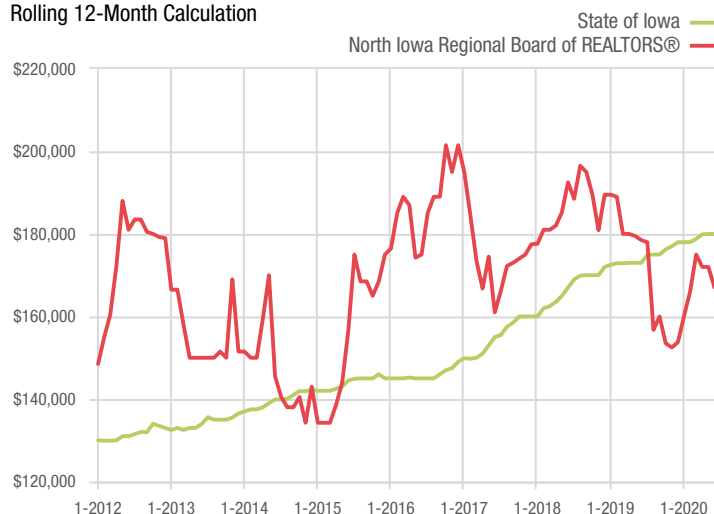
Median Sales Price - Single-Family Detached

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.