

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes Buena Vista, Calhoun, Cherokee, Ida, Lyon, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Sioux and Woodbury Counties

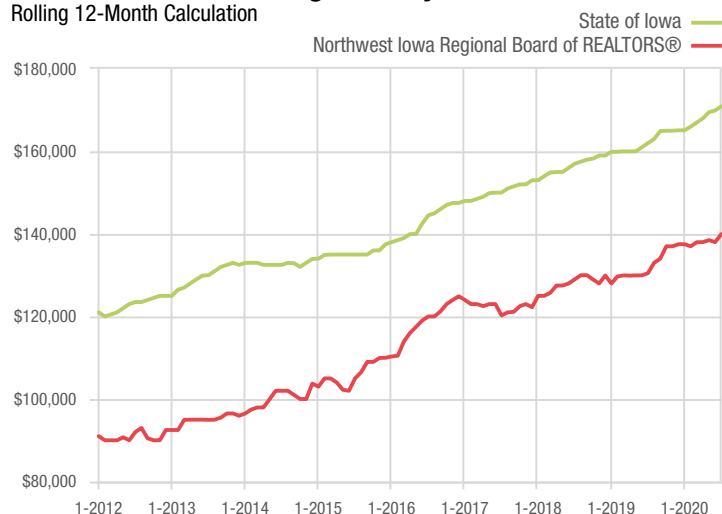
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	295	288	- 2.4%	1,632	1,662	+ 1.8%
Pending Sales	248	269	+ 8.5%	1,324	1,505	+ 13.7%
Closed Sales	224	261	+ 16.5%	1,190	1,227	+ 3.1%
Days on Market Until Sale	59	55	- 6.8%	70	70	0.0%
Median Sales Price*	\$140,000	\$155,550	+ 11.1%	\$133,900	\$139,900	+ 4.5%
Average Sales Price*	\$161,488	\$177,826	+ 10.1%	\$150,029	\$158,121	+ 5.4%
Percent of List Price Received*	96.9%	96.8%	- 0.1%	96.1%	96.0%	- 0.1%
Inventory of Homes for Sale	600	495	- 17.5%	—	—	—
Months Supply of Inventory	3.3	2.5	- 24.2%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	13	25	+ 92.3%	136	135	- 0.7%
Pending Sales	13	23	+ 76.9%	103	89	- 13.6%
Closed Sales	14	19	+ 35.7%	82	75	- 8.5%
Days on Market Until Sale	115	140	+ 21.7%	82	98	+ 19.5%
Median Sales Price*	\$190,250	\$209,950	+ 10.4%	\$177,175	\$215,000	+ 21.3%
Average Sales Price*	\$202,375	\$213,704	+ 5.6%	\$190,537	\$210,477	+ 10.5%
Percent of List Price Received*	97.7%	98.5%	+ 0.8%	97.1%	98.0%	+ 0.9%
Inventory of Homes for Sale	78	79	+ 1.3%	—	—	—
Months Supply of Inventory	6.0	5.9	- 1.7%	—	—	—

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

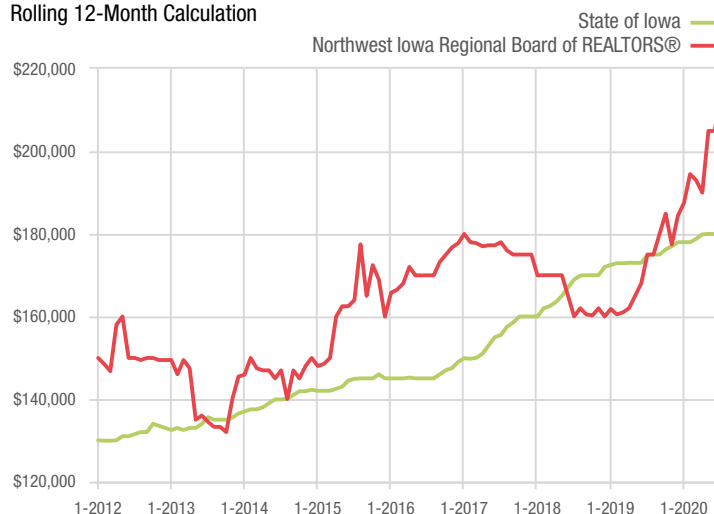
Median Sales Price - Single-Family Detached

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.