

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Palo Alto County

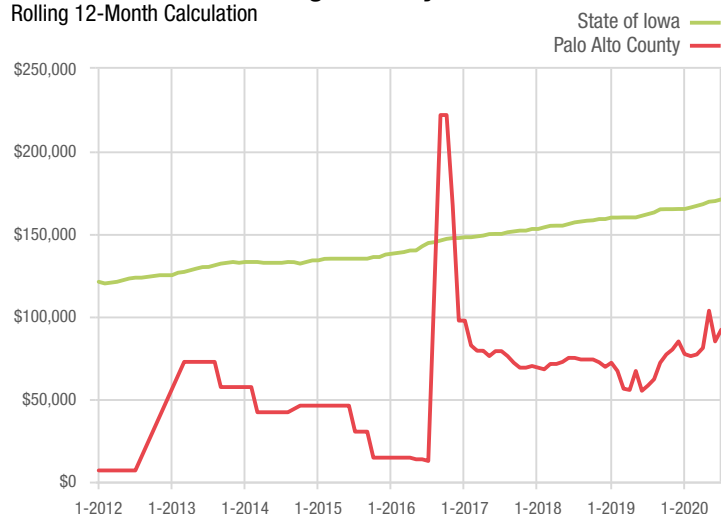
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	7	7	0.0%	45	66	+ 46.7%
Pending Sales	8	4	- 50.0%	33	41	+ 24.2%
Closed Sales	9	7	- 22.2%	28	34	+ 21.4%
Days on Market Until Sale	142	65	- 54.2%	119	92	- 22.7%
Median Sales Price*	\$62,000	\$160,000	+ 158.1%	\$60,100	\$80,000	+ 33.1%
Average Sales Price*	\$153,967	\$163,686	+ 6.3%	\$105,011	\$100,149	- 4.6%
Percent of List Price Received*	91.1%	89.7%	- 1.5%	90.3%	91.6%	+ 1.4%
Inventory of Homes for Sale	24	31	+ 29.2%	—	—	—
Months Supply of Inventory	5.0	6.9	+ 38.0%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	2	1	- 50.0%	15	6	- 60.0%
Pending Sales	0	0	0.0%	9	3	- 66.7%
Closed Sales	1	0	- 100.0%	9	4	- 55.6%
Days on Market Until Sale	88	—	—	76	54	- 28.9%
Median Sales Price*	\$125,000	—	—	\$129,000	\$82,250	- 36.2%
Average Sales Price*	\$125,000	—	—	\$201,222	\$98,125	- 51.2%
Percent of List Price Received*	95.4%	—	—	95.4%	91.7%	- 3.9%
Inventory of Homes for Sale	9	3	- 66.7%	—	—	—
Months Supply of Inventory	6.5	2.3	- 64.6%	—	—	—

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

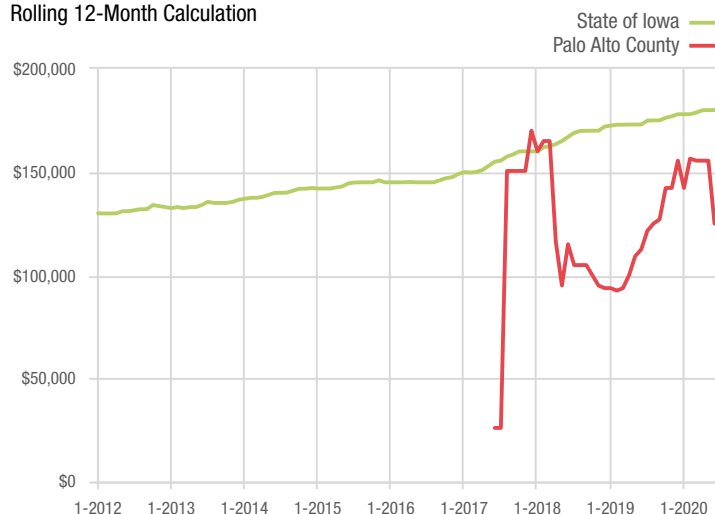
Median Sales Price - Single-Family Detached

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.