

Local Market Update – August 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

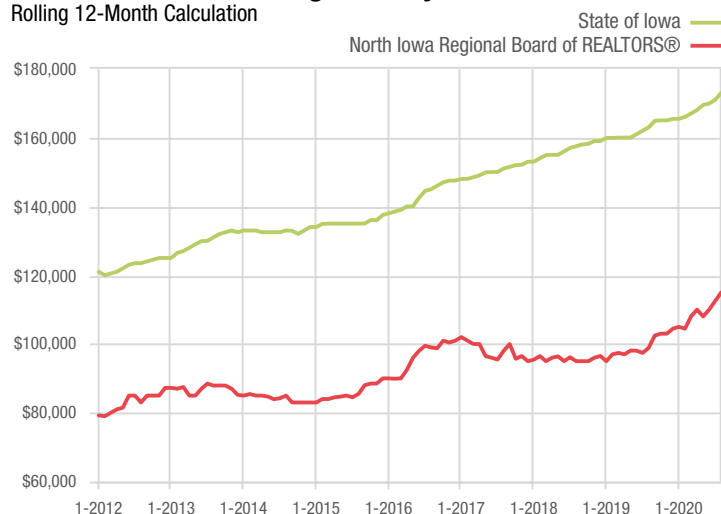
Single-Family Detached	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	128	162	+ 26.6%	893	1,029	+ 15.2%
Pending Sales	94	84	- 10.6%	609	773	+ 26.9%
Closed Sales	98	127	+ 29.6%	539	701	+ 30.1%
Days on Market Until Sale	98	95	- 3.1%	120	115	- 4.2%
Median Sales Price*	\$104,000	\$130,000	+ 25.0%	\$98,000	\$116,000	+ 18.4%
Average Sales Price*	\$123,468	\$192,089	+ 55.6%	\$121,878	\$146,020	+ 19.8%
Percent of List Price Received*	94.5%	95.6%	+ 1.2%	94.8%	94.9%	+ 0.1%
Inventory of Homes for Sale	466	430	- 7.7%	—	—	—
Months Supply of Inventory	6.8	4.9	- 27.9%	—	—	—

Townhouse-Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	12	3	- 75.0%	106	43	- 59.4%
Pending Sales	4	3	- 25.0%	65	39	- 40.0%
Closed Sales	15	5	- 66.7%	57	40	- 29.8%
Days on Market Until Sale	114	56	- 50.9%	140	200	+ 42.9%
Median Sales Price*	\$160,000	\$145,000	- 9.4%	\$150,000	\$195,225	+ 30.2%
Average Sales Price*	\$202,633	\$198,134	- 2.2%	\$180,848	\$196,774	+ 8.8%
Percent of List Price Received*	94.0%	98.8%	+ 5.1%	94.6%	96.4%	+ 1.9%
Inventory of Homes for Sale	66	31	- 53.0%	—	—	—
Months Supply of Inventory	9.8	6.2	- 36.7%	—	—	—

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

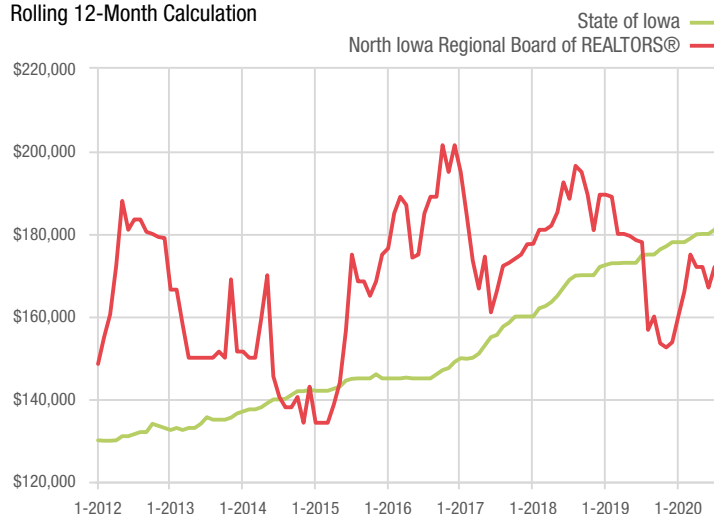
Median Sales Price - Single-Family Detached

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.