

# Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

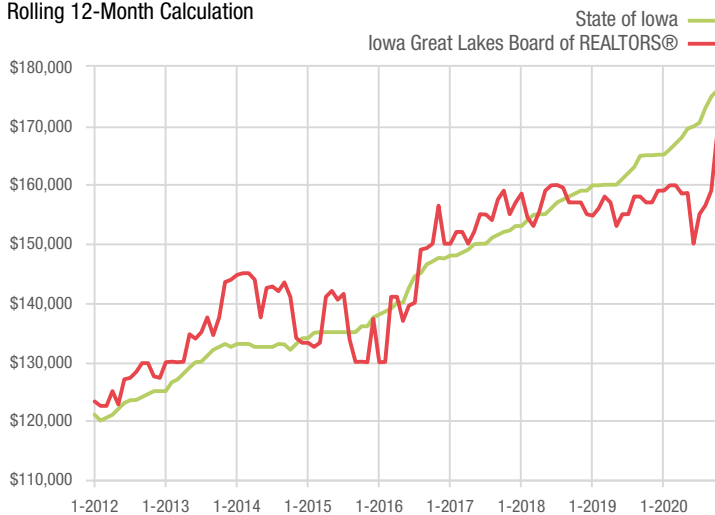
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	49	53	+ 8.2%	817	750	- 8.2%
Pending Sales	50	67	+ 34.0%	582	624	+ 7.2%
Closed Sales	64	88	+ 37.5%	575	603	+ 4.9%
Days on Market Until Sale	101	73	- 27.7%	84	78	- 7.1%
Median Sales Price*	\$129,250	<b>\$218,000</b>	+ 68.7%	\$158,850	<b>\$170,000</b>	+ 7.0%
Average Sales Price*	\$209,838	<b>\$367,740</b>	+ 75.2%	\$224,585	<b>\$267,178</b>	+ 19.0%
Percent of List Price Received*	94.3%	<b>97.0%</b>	+ 2.9%	95.5%	<b>95.8%</b>	+ 0.3%
Inventory of Homes for Sale	264	187	- 29.2%	—	—	—
Months Supply of Inventory	4.9	3.2	- 34.7%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	28	23	- 17.9%	399	360	- 9.8%
Pending Sales	20	35	+ 75.0%	302	333	+ 10.3%
Closed Sales	25	48	+ 92.0%	293	328	+ 11.9%
Days on Market Until Sale	66	78	+ 18.2%	89	97	+ 9.0%
Median Sales Price*	\$170,000	<b>\$350,000</b>	+ 105.9%	\$202,500	<b>\$267,250</b>	+ 32.0%
Average Sales Price*	\$223,138	<b>\$362,957</b>	+ 62.7%	\$261,439	<b>\$326,292</b>	+ 24.8%
Percent of List Price Received*	95.2%	<b>96.8%</b>	+ 1.7%	96.9%	<b>96.5%</b>	- 0.4%
Inventory of Homes for Sale	134	67	- 50.0%	—	—	—
Months Supply of Inventory	4.8	2.1	- 56.3%	—	—	—

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

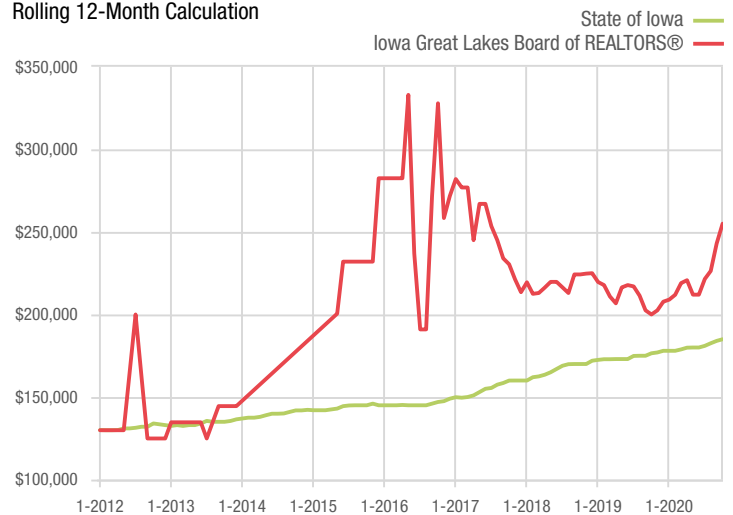
### Median Sales Price - Single-Family Detached

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.