

# Local Market Update – October 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

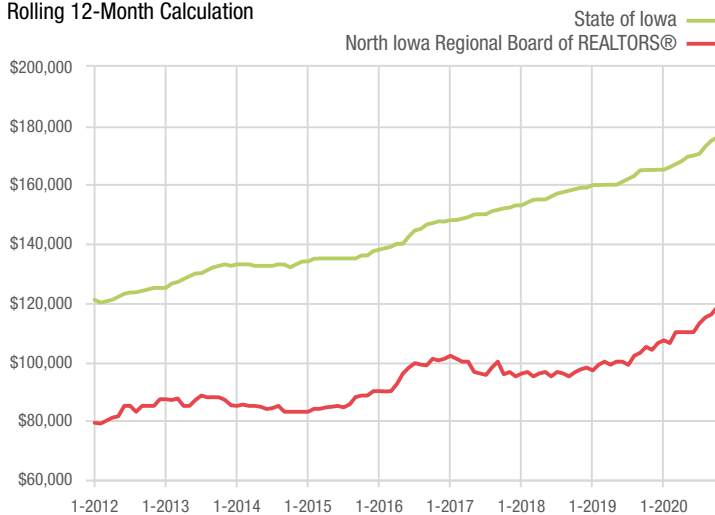
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	123	<b>108</b>	- 12.2%	1,172	<b>1,311</b>	+ 11.9%
Pending Sales	103	<b>96</b>	- 6.8%	789	<b>1,069</b>	+ 35.5%
Closed Sales	92	<b>129</b>	+ 40.2%	724	<b>996</b>	+ 37.6%
Days on Market Until Sale	99	<b>103</b>	+ 4.0%	118	<b>111</b>	- 5.9%
Median Sales Price*	\$113,000	<b>\$130,000</b>	+ 15.0%	\$104,450	<b>\$118,000</b>	+ 13.0%
Average Sales Price*	\$124,522	<b>\$161,267</b>	+ 29.5%	\$125,854	<b>\$147,522</b>	+ 17.2%
Percent of List Price Received*	93.5%	<b>96.2%</b>	+ 2.9%	94.7%	<b>95.2%</b>	+ 0.5%
Inventory of Homes for Sale	501	<b>365</b>	- 27.1%	—	—	—
Months Supply of Inventory	6.9	<b>3.7</b>	- 46.4%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	8	<b>5</b>	- 37.5%	121	<b>53</b>	- 56.2%
Pending Sales	4	<b>4</b>	0.0%	73	<b>47</b>	- 35.6%
Closed Sales	3	<b>3</b>	0.0%	68	<b>51</b>	- 25.0%
Days on Market Until Sale	68	<b>211</b>	+ 210.3%	128	<b>196</b>	+ 53.1%
Median Sales Price*	\$55,000	<b>\$285,500</b>	+ 419.1%	\$150,000	<b>\$197,450</b>	+ 31.6%
Average Sales Price*	\$61,000	<b>\$389,167</b>	+ 538.0%	\$176,924	<b>\$213,064</b>	+ 20.4%
Percent of List Price Received*	89.0%	<b>95.0%</b>	+ 6.7%	94.1%	<b>96.3%</b>	+ 2.3%
Inventory of Homes for Sale	61	<b>30</b>	- 50.8%	—	—	—
Months Supply of Inventory	9.3	<b>6.0</b>	- 35.5%	—	—	—

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

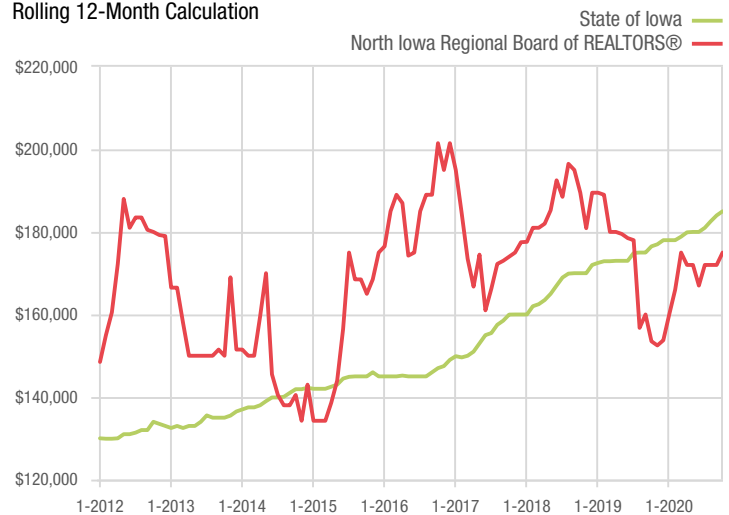
### Median Sales Price - Single-Family Detached

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.