

Local Market Update – October 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

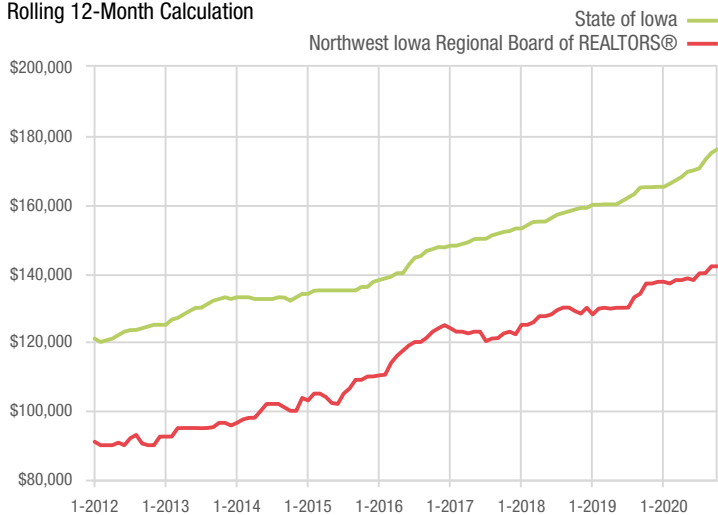
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	259	261	+ 0.8%	2,474	2,421	- 2.1%
Pending Sales	222	209	- 5.9%	1,961	2,194	+ 11.9%
Closed Sales	221	232	+ 5.0%	1,867	1,966	+ 5.3%
Days on Market Until Sale	50	48	- 4.0%	64	63	- 1.6%
Median Sales Price*	\$145,000	\$150,500	+ 3.8%	\$138,000	\$144,900	+ 5.0%
Average Sales Price*	\$163,189	\$171,735	+ 5.2%	\$154,972	\$162,088	+ 4.6%
Percent of List Price Received*	95.9%	97.0%	+ 1.1%	96.2%	96.4%	+ 0.2%
Inventory of Homes for Sale	662	437	- 34.0%	—	—	—
Months Supply of Inventory	3.6	2.1	- 41.7%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	31	15	- 51.6%	197	192	- 2.5%
Pending Sales	19	17	- 10.5%	153	143	- 6.5%
Closed Sales	14	26	+ 85.7%	130	135	+ 3.8%
Days on Market Until Sale	101	63	- 37.6%	86	82	- 4.7%
Median Sales Price*	\$202,000	\$185,300	- 8.3%	\$184,650	\$210,000	+ 13.7%
Average Sales Price*	\$229,061	\$212,955	- 7.0%	\$196,818	\$215,262	+ 9.4%
Percent of List Price Received*	100.7%	98.3%	- 2.4%	97.9%	98.6%	+ 0.7%
Inventory of Homes for Sale	76	66	- 13.2%	—	—	—
Months Supply of Inventory	5.5	4.8	- 12.7%	—	—	—

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

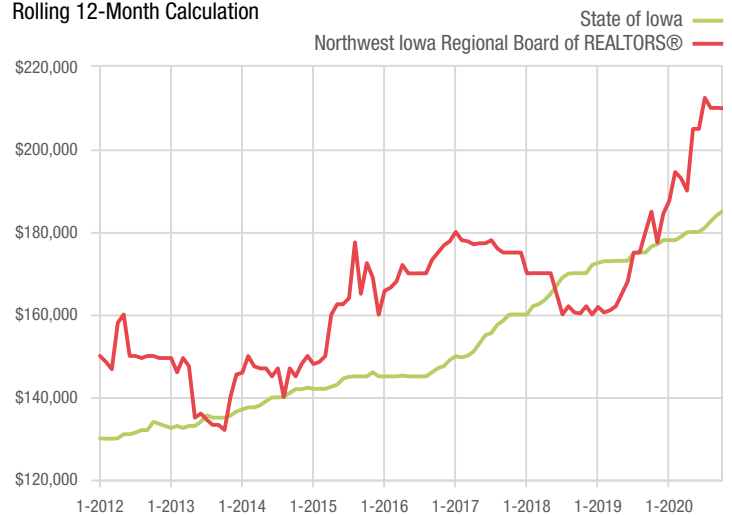
Median Sales Price - Single-Family Detached

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.