

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Palo Alto County

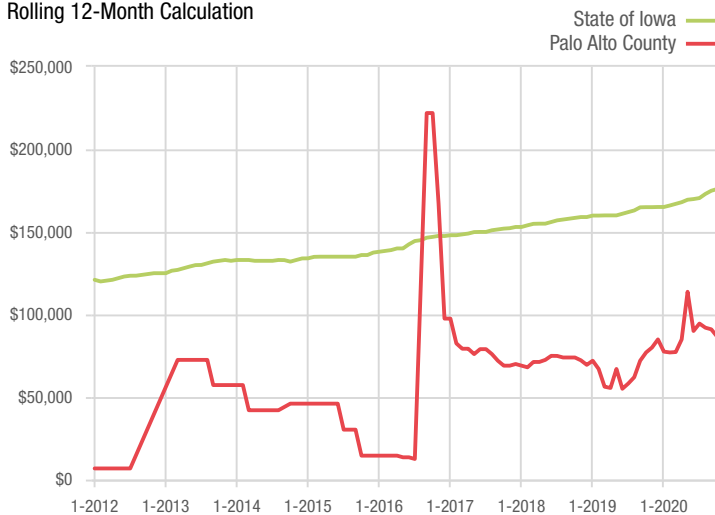
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	11	7	- 36.4%	71	84	+ 18.3%
Pending Sales	2	3	+ 50.0%	43	55	+ 27.9%
Closed Sales	1	3	+ 200.0%	43	54	+ 25.6%
Days on Market Until Sale	11	86	+ 681.8%	115	86	- 25.2%
Median Sales Price*	\$125,000	\$65,000	- 48.0%	\$84,900	\$86,500	+ 1.9%
Average Sales Price*	\$125,000	\$70,000	- 44.0%	\$122,060	\$126,112	+ 3.3%
Percent of List Price Received*	89.9%	88.8%	- 1.2%	91.2%	91.7%	+ 0.5%
Inventory of Homes for Sale	33	28	- 15.2%	—	—	—
Months Supply of Inventory	7.8	5.8	- 25.6%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1	2	+ 100.0%	19	9	- 52.6%
Pending Sales	2	0	- 100.0%	14	6	- 57.1%
Closed Sales	1	2	+ 100.0%	11	7	- 36.4%
Days on Market Until Sale	192	92	- 52.1%	93	70	- 24.7%
Median Sales Price*	\$174,000	\$121,250	- 30.3%	\$155,500	\$100,000	- 35.7%
Average Sales Price*	\$174,000	\$121,250	- 30.3%	\$196,364	\$105,714	- 46.2%
Percent of List Price Received*	100.0%	94.6%	- 5.4%	95.4%	93.1%	- 2.4%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	3.9	2.6	- 33.3%	—	—	—

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

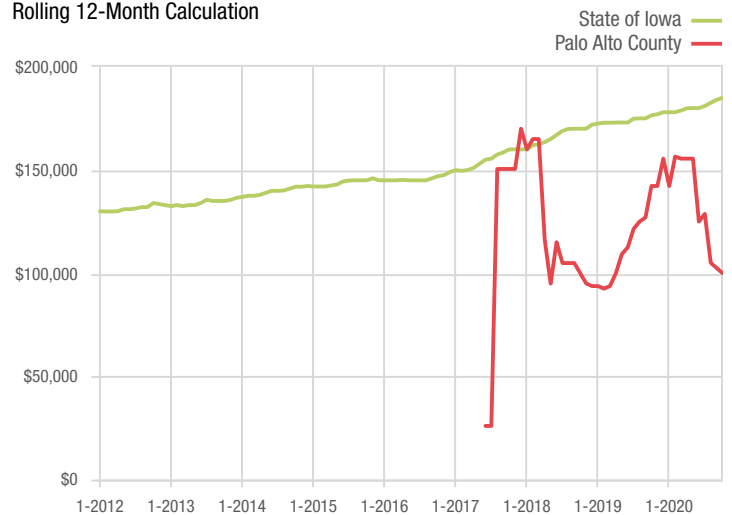
Median Sales Price - Single-Family Detached

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.