

# Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Woodbury County

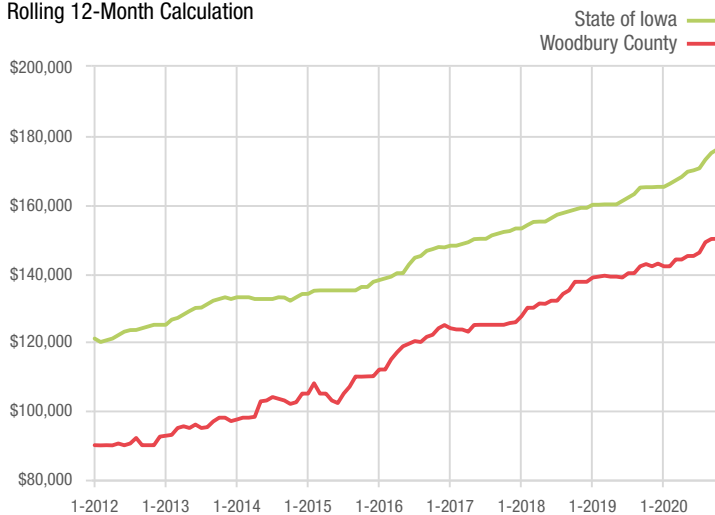
| Single-Family Detached          | October   |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
|                                 | 2019      | 2020      | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings                    | 139       | 108       | - 22.3%  | 1,186        | 1,104        | - 6.9%   |
| Pending Sales                   | 107       | 102       | - 4.7%   | 959          | 1,039        | + 8.3%   |
| Closed Sales                    | 98        | 109       | + 11.2%  | 879          | 954          | + 8.5%   |
| Days on Market Until Sale       | 33        | 35        | + 6.1%   | 37           | 43           | + 16.2%  |
| Median Sales Price*             | \$147,750 | \$155,000 | + 4.9%   | \$143,000    | \$150,000    | + 4.9%   |
| Average Sales Price*            | \$182,066 | \$175,798 | - 3.4%   | \$162,687    | \$172,526    | + 6.0%   |
| Percent of List Price Received* | 97.8%     | 98.7%     | + 0.9%   | 97.8%        | 97.8%        | 0.0%     |
| Inventory of Homes for Sale     | 240       | 126       | - 47.5%  | —            | —            | —        |
| Months Supply of Inventory      | 2.6       | 1.3       | - 50.0%  | —            | —            | —        |

| Townhouse-Condo                 | October   |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
|                                 | 2019      | 2020      | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings                    | 14        | 8         | - 42.9%  | 98           | 102          | + 4.1%   |
| Pending Sales                   | 11        | 9         | - 18.2%  | 85           | 67           | - 21.2%  |
| Closed Sales                    | 9         | 11        | + 22.2%  | 68           | 69           | + 1.5%   |
| Days on Market Until Sale       | 107       | 52        | - 51.4%  | 88           | 68           | - 22.7%  |
| Median Sales Price*             | \$259,950 | \$274,552 | + 5.6%   | \$237,750    | \$264,022    | + 11.1%  |
| Average Sales Price*            | \$268,539 | \$257,749 | - 4.0%   | \$224,528    | \$254,021    | + 13.1%  |
| Percent of List Price Received* | 102.3%    | 98.6%     | - 3.6%   | 100.0%       | 100.6%       | + 0.6%   |
| Inventory of Homes for Sale     | 37        | 44        | + 18.9%  | —            | —            | —        |
| Months Supply of Inventory      | 4.8       | 6.4       | + 33.3%  | —            | —            | —        |

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

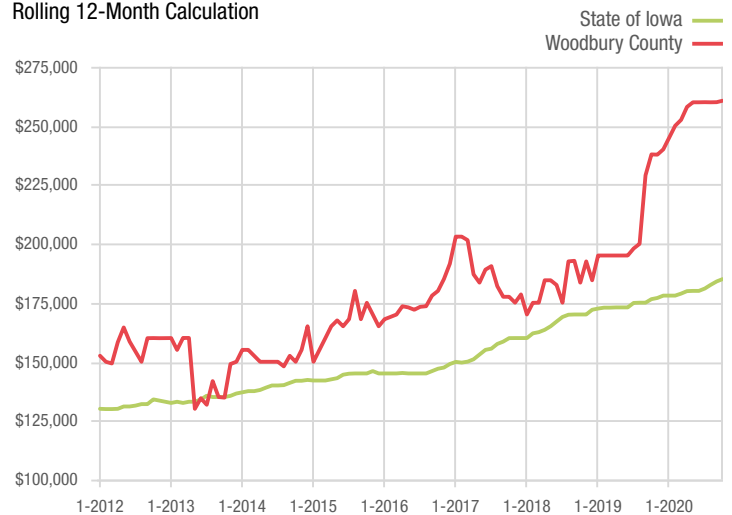
### Median Sales Price - Single-Family Detached

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.