Local Market Update – July 2019

A Research Tool Provided by Iowa Association of REALTORS®

Iowa Association of **REALTORS®**

North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties
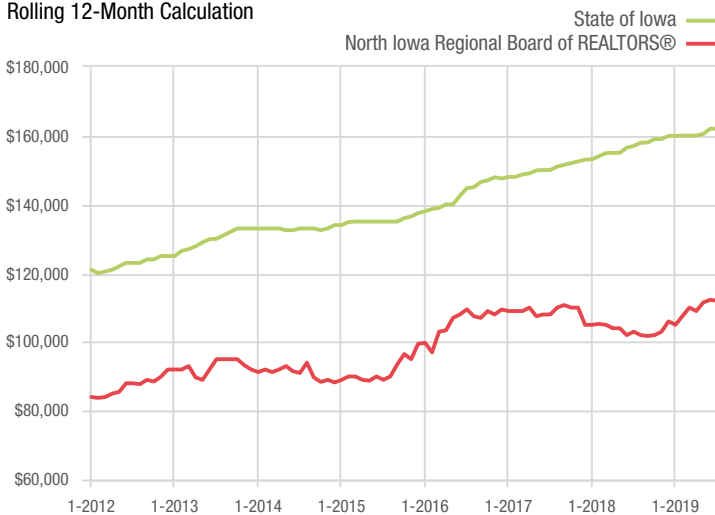
Single-Family Detached

Key Metrics	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	176	211	+ 19.9%	989	1,056	+ 6.8%
Pending Sales	112	80	- 28.6%	695	636	- 8.5%
Closed Sales	103	118	+ 14.6%	615	606	- 1.5%
Days on Market Until Sale	117	93	- 20.5%	116	109	- 6.0%
Median Sales Price*	$124,930	$117,000	- 6.3%	$100,322	$111,500	+ 11.1%
Average Sales Price*	$171,845	$154,414	- 10.1%	$133,746	$140,763	+ 5.2%
Percent of List Price Received*	96.4%	95.1%	- 1.3%	94.7%	95.4%	+ 0.7%
Inventory of Homes for Sale	516	678	+ 31.4%	—	—	—
Months Supply of Inventory	5.5	7.6	+ 38.2%	—	—	—

Townhouse-Condo

Key Metrics	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	19	18	- 5.3%	99	119	+ 20.2%
Pending Sales	17	15	- 11.8%	63	71	+ 12.7%
Closed Sales	14	13	- 7.1%	54	55	+ 1.9%
Days on Market Until Sale	97	180	+ 85.6%	119	155	+ 30.3%
Median Sales Price*	$169,750	$145,000	- 14.6%	$196,500	$150,000	- 23.7%
Average Sales Price*	$183,550	$169,021	- 7.9%	$206,502	$187,002	- 9.4%
Percent of List Price Received*	95.6%	96.8%	+ 1.3%	95.9%	95.4%	- 0.5%
Inventory of Homes for Sale	65	84	+ 29.2%	—	—	—
Months Supply of Inventory	8.0	9.3	+ 16.3%	—	—	—

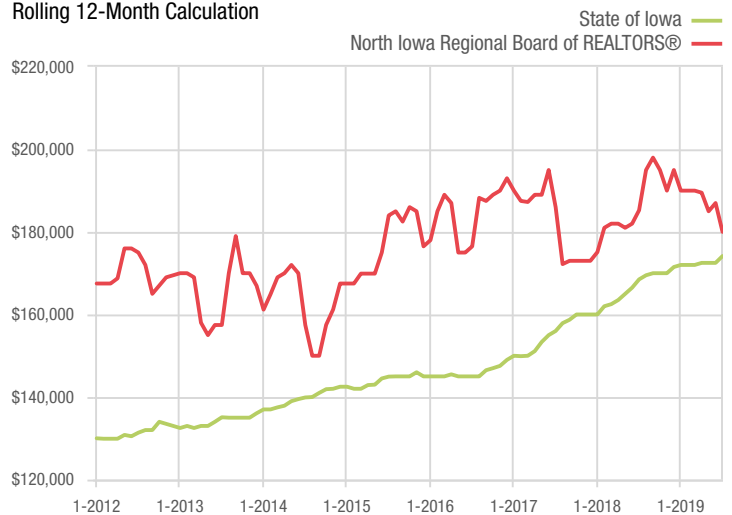* Does not account for seller concessions; % Change may be extreme due to small sample size.

Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa —
North Iowa Regional Board of REALTORS® —

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa —
North Iowa Regional Board of REALTORS® —

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.

Current as of August 15, 2019. All data from the multiple listing services in the state of Iowa. | Report © 2019 ShowingTime.