

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Fourth Congressional District

Includes Audubon, Boone, Buena Vista, Butler, Calhoun, Carroll, Cerro Gordo, Cherokee, Chickasaw, Clay, Crawford, Dickinson, Emmet, Floyd, Franklin, Greene, Grundy, Hamilton, Hancock, Hardin, Harrison, Humboldt, Ida, Kossuth, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Shelby, Sioux, Story, Webster, Winnebago, Woodbury and Wright Counties

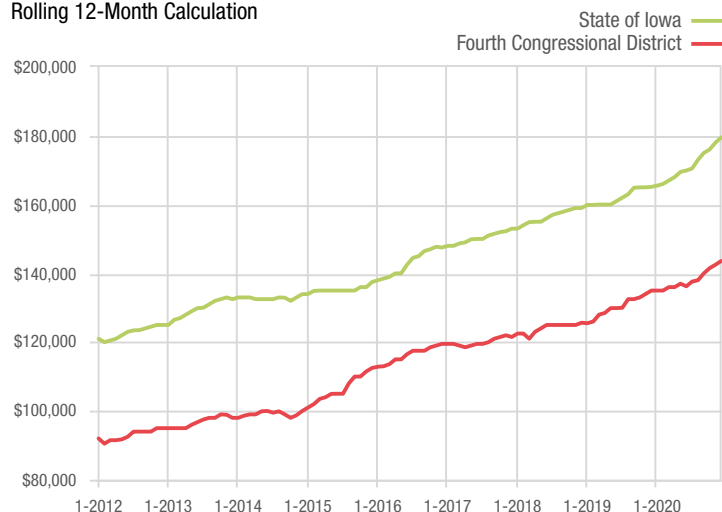
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	427	423	- 0.9%	10,148	9,654	- 4.9%
Pending Sales	431	425	- 1.4%	7,677	8,598	+ 12.0%
Closed Sales	589	670	+ 13.8%	7,641	8,313	+ 8.8%
Days on Market Until Sale	82	55	- 32.9%	78	75	- 3.8%
Median Sales Price*	\$137,000	\$146,000	+ 6.6%	\$135,000	\$143,607	+ 6.4%
Average Sales Price*	\$160,462	\$166,731	+ 3.9%	\$161,216	\$170,865	+ 6.0%
Percent of List Price Received*	95.3%	96.4%	+ 1.2%	95.5%	96.0%	+ 0.5%
Inventory of Homes for Sale	2,572	1,676	- 34.8%	—	—	—
Months Supply of Inventory	4.0	2.3	- 42.5%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	47	19	- 59.6%	1,036	913	- 11.9%
Pending Sales	50	16	- 68.0%	777	778	+ 0.1%
Closed Sales	59	39	- 33.9%	745	784	+ 5.2%
Days on Market Until Sale	80	116	+ 45.0%	90	96	+ 6.7%
Median Sales Price*	\$209,000	\$187,500	- 10.3%	\$185,000	\$215,000	+ 16.2%
Average Sales Price*	\$245,921	\$217,947	- 11.4%	\$225,825	\$257,991	+ 14.2%
Percent of List Price Received*	97.8%	98.9%	+ 1.1%	96.9%	97.2%	+ 0.3%
Inventory of Homes for Sale	299	209	- 30.1%	—	—	—
Months Supply of Inventory	4.6	3.2	- 30.4%	—	—	—

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

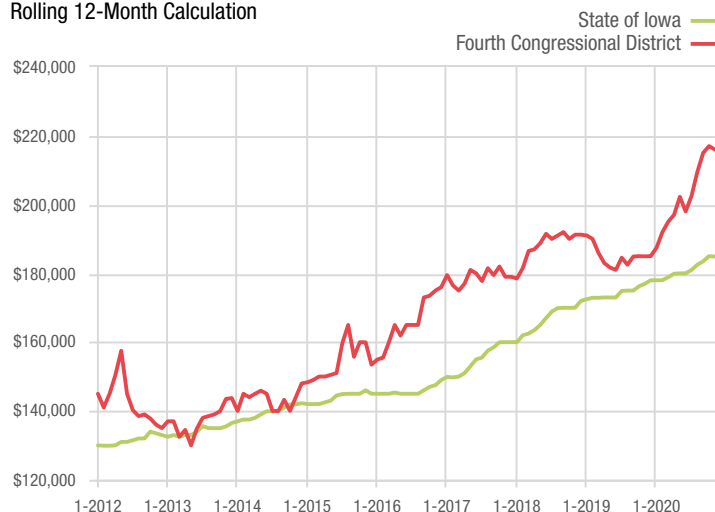
Median Sales Price - Single-Family Detached

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.