

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

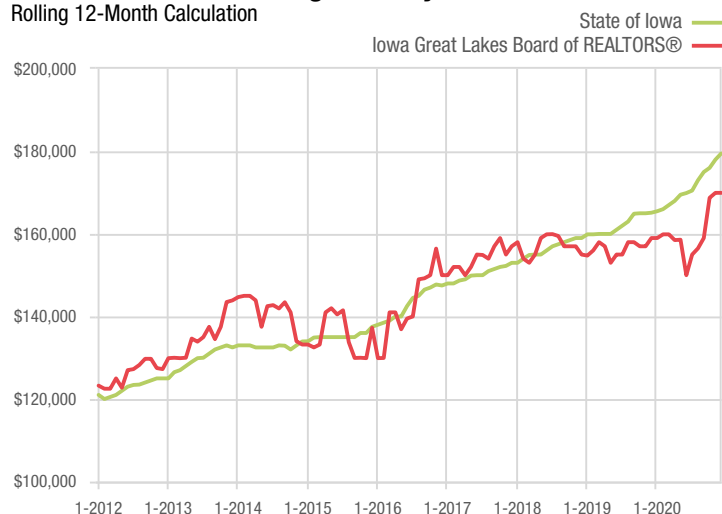
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	37	2	- 94.6%	893	769	- 13.9%
Pending Sales	42	5	- 88.1%	661	654	- 1.1%
Closed Sales	38	8	- 78.9%	654	640	- 2.1%
Days on Market Until Sale	78	141	+ 80.8%	84	78	- 7.1%
Median Sales Price*	\$174,000	\$171,250	- 1.6%	\$159,000	\$169,950	+ 6.9%
Average Sales Price*	\$199,871	\$184,675	- 7.6%	\$221,110	\$262,735	+ 18.8%
Percent of List Price Received*	96.3%	93.6%	- 2.8%	95.5%	95.8%	+ 0.3%
Inventory of Homes for Sale	212	159	- 25.0%	—	—	—
Months Supply of Inventory	3.8	2.9	- 23.7%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	18	0	- 100.0%	434	371	- 14.5%
Pending Sales	22	0	- 100.0%	343	336	- 2.0%
Closed Sales	25	0	- 100.0%	338	339	+ 0.3%
Days on Market Until Sale	80	—	—	88	95	+ 8.0%
Median Sales Price*	\$225,000	—	—	\$207,750	\$267,500	+ 28.8%
Average Sales Price*	\$286,044	—	—	\$268,036	\$326,138	+ 21.7%
Percent of List Price Received*	96.9%	—	—	96.9%	96.6%	- 0.3%
Inventory of Homes for Sale	106	69	- 34.9%	—	—	—
Months Supply of Inventory	3.7	2.3	- 37.8%	—	—	—

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

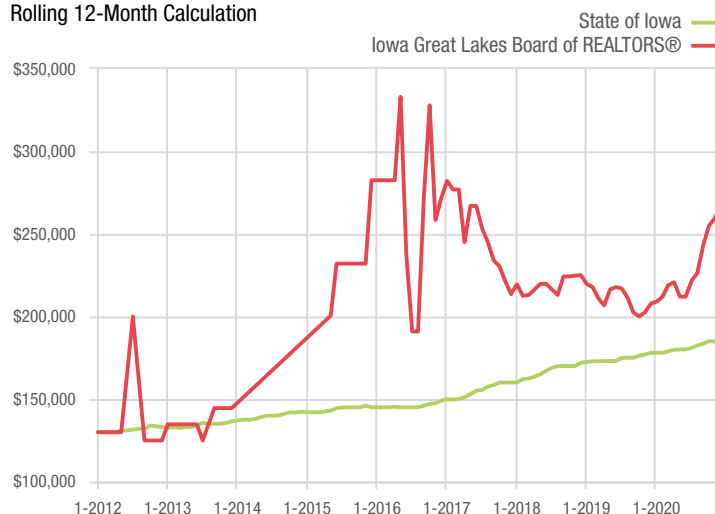
Median Sales Price - Single-Family Detached

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.