

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes Buena Vista, Calhoun, Cherokee, Ida, Lyon, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Sioux and Woodbury Counties

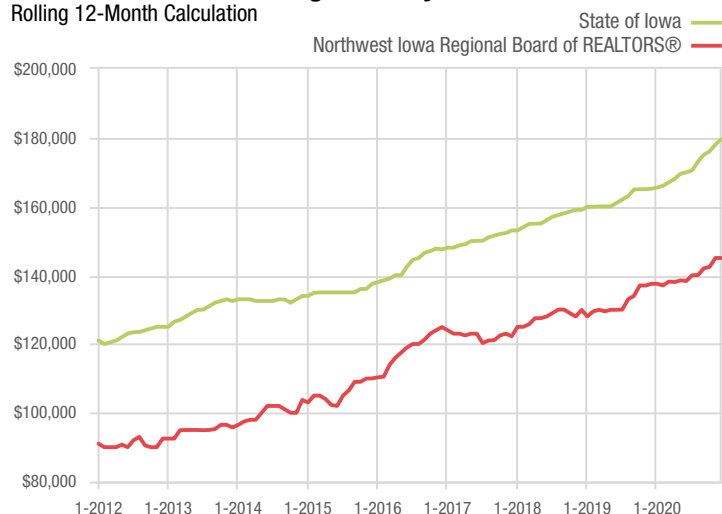
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	139	119	- 14.4%	2,766	2,736	- 1.1%
Pending Sales	113	141	+ 24.8%	2,230	2,543	+ 14.0%
Closed Sales	171	198	+ 15.8%	2,235	2,394	+ 7.1%
Days on Market Until Sale	63	35	- 44.4%	62	59	- 4.8%
Median Sales Price*	\$139,000	\$141,750	+ 2.0%	\$137,500	\$145,000	+ 5.5%
Average Sales Price*	\$164,664	\$158,075	- 4.0%	\$154,881	\$163,113	+ 5.3%
Percent of List Price Received*	96.2%	96.9%	+ 0.7%	96.3%	96.5%	+ 0.2%
Inventory of Homes for Sale	595	340	- 42.9%	—	—	—
Months Supply of Inventory	3.2	1.6	- 50.0%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	16	7	- 56.3%	225	210	- 6.7%
Pending Sales	11	7	- 36.4%	174	163	- 6.3%
Closed Sales	14	14	0.0%	157	163	+ 3.8%
Days on Market Until Sale	75	75	0.0%	82	78	- 4.9%
Median Sales Price*	\$235,000	\$219,354	- 6.7%	\$184,400	\$210,100	+ 13.9%
Average Sales Price*	\$227,409	\$252,300	+ 10.9%	\$196,978	\$218,878	+ 11.1%
Percent of List Price Received*	102.4%	103.3%	+ 0.9%	98.4%	99.0%	+ 0.6%
Inventory of Homes for Sale	75	57	- 24.0%	—	—	—
Months Supply of Inventory	5.2	4.2	- 19.2%	—	—	—

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

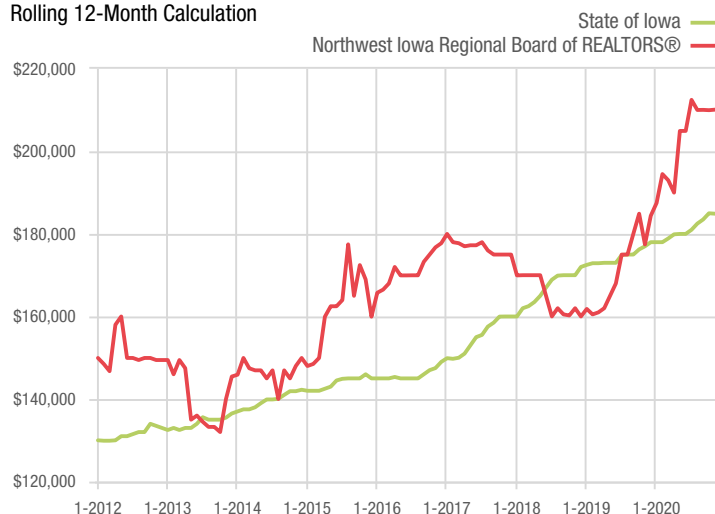
Median Sales Price - Single-Family Detached

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.