

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Winneshiek County

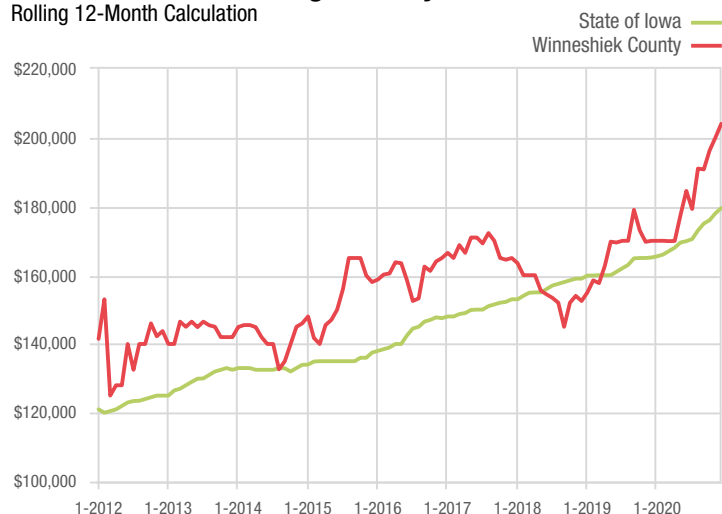
| Single-Family Detached | December | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 12-2019 | Thru 12-2020 | % Change |
| New Listings | 10 | 6 | - 40.0% | 209 | 204 | - 2.4% |
| Pending Sales | 8 | 9 | + 12.5% | 173 | 184 | + 6.4% |
| Closed Sales | 12 | 14 | + 16.7% | 173 | 183 | + 5.8% |
| Days on Market Until Sale | 31 | 23 | - 25.8% | 58 | 51 | - 12.1% |
| Median Sales Price* | \$216,000 | \$226,750 | + 5.0% | \$170,000 | \$204,000 | + 20.0% |
| Average Sales Price* | \$228,471 | \$215,307 | - 5.8% | \$191,704 | \$227,975 | + 18.9% |
| Percent of List Price Received* | 96.1% | 97.4% | + 1.4% | 95.6% | 96.6% | + 1.0% |
| Inventory of Homes for Sale | 38 | 23 | - 39.5% | — | — | — |
| Months Supply of Inventory | 2.6 | 1.5 | - 42.3% | — | — | — |

| Townhouse-Condo | December | | | Year to Date | | |
|---------------------------------|-----------|-----------|------------|--------------|--------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 12-2019 | Thru 12-2020 | % Change |
| New Listings | 2 | 1 | - 50.0% | 36 | 19 | - 47.2% |
| Pending Sales | 2 | 1 | - 50.0% | 20 | 17 | - 15.0% |
| Closed Sales | 1 | 1 | 0.0% | 18 | 18 | 0.0% |
| Days on Market Until Sale | 1 | 48 | + 4,700.0% | 61 | 102 | + 67.2% |
| Median Sales Price* | \$309,000 | \$270,000 | - 12.6% | \$219,000 | \$251,000 | + 14.6% |
| Average Sales Price* | \$309,000 | \$270,000 | - 12.6% | \$213,733 | \$254,717 | + 19.2% |
| Percent of List Price Received* | 100.0% | 100.0% | 0.0% | 96.0% | 99.2% | + 3.3% |
| Inventory of Homes for Sale | 12 | 12 | 0.0% | — | — | — |
| Months Supply of Inventory | 6.0 | 5.6 | - 6.7% | — | — | — |

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

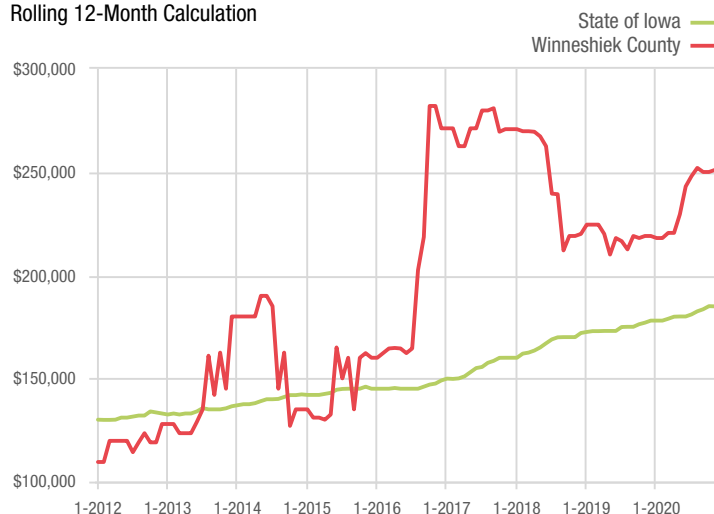
Median Sales Price - Single-Family Detached

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.