

Local Market Update – May 2021

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

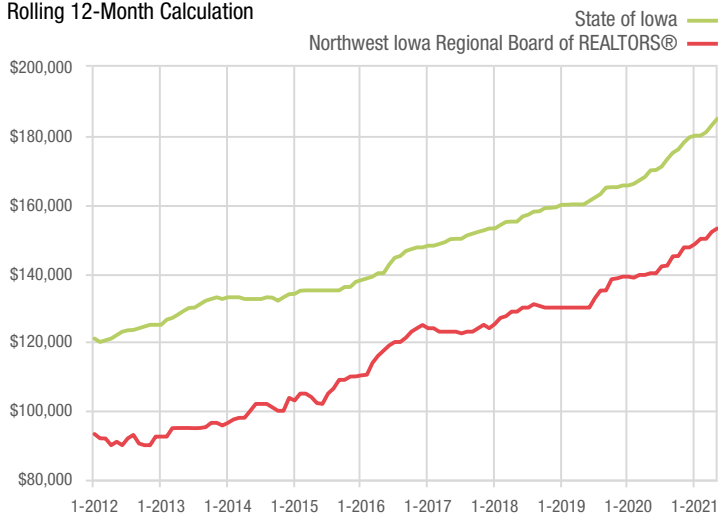
Single-Family Detached	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	252	256	+ 1.6%	1,032	1,024	- 0.8%
Pending Sales	226	236	+ 4.4%	910	1,013	+ 11.3%
Closed Sales	188	190	+ 1.1%	717	844	+ 17.7%
Days on Market Until Sale	67	39	- 41.8%	72	46	- 36.1%
Median Sales Price*	\$148,000	\$156,000	+ 5.4%	\$135,000	\$155,000	+ 14.8%
Average Sales Price*	\$165,665	\$181,784	+ 9.7%	\$153,450	\$173,412	+ 13.0%
Percent of List Price Received*	96.6%	99.1%	+ 2.6%	95.8%	97.4%	+ 1.7%
Inventory of Homes for Sale	517	221	- 57.3%	—	—	—
Months Supply of Inventory	2.8	1.0	- 64.3%	—	—	—

Townhouse-Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	27	24	- 11.1%	79	89	+ 12.7%
Pending Sales	16	19	+ 18.8%	42	90	+ 114.3%
Closed Sales	3	27	+ 800.0%	38	70	+ 84.2%
Days on Market Until Sale	55	65	+ 18.2%	93	79	- 15.1%
Median Sales Price*	\$170,000	\$169,000	- 0.6%	\$247,500	\$187,250	- 24.3%
Average Sales Price*	\$209,967	\$182,869	- 12.9%	\$219,023	\$208,326	- 4.9%
Percent of List Price Received*	100.4%	98.6%	- 1.8%	97.7%	98.8%	+ 1.1%
Inventory of Homes for Sale	77	39	- 49.4%	—	—	—
Months Supply of Inventory	7.2	2.5	- 65.3%	—	—	—

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

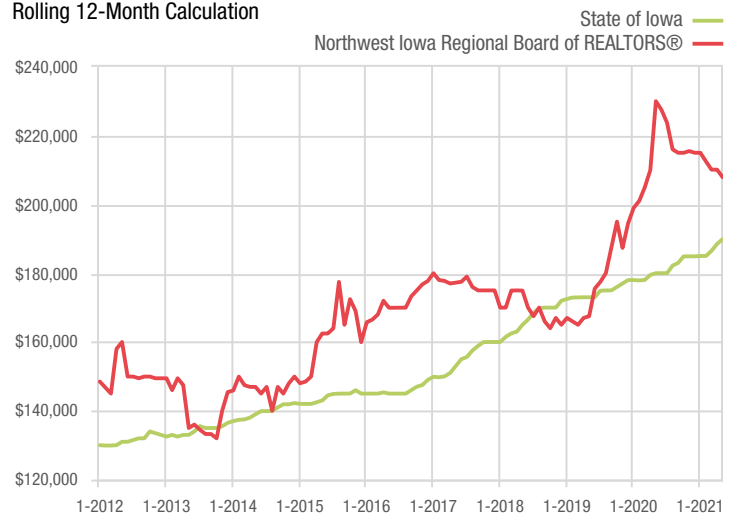
Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



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.