

Local Market Update – June 2021

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

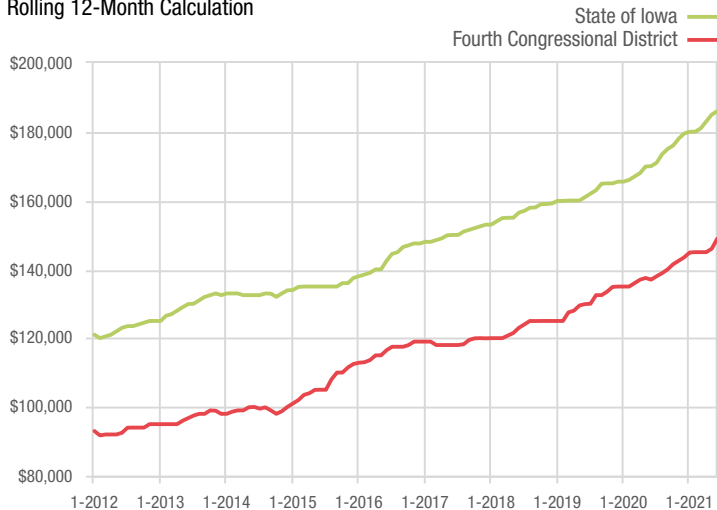
Single-Family Detached Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	927	1,052	+ 13.5%	4,550	4,587	+ 0.8%
Pending Sales	894	764	- 14.5%	3,833	4,156	+ 8.4%
Closed Sales	752	856	+ 13.8%	3,057	3,664	+ 19.9%
Days on Market Until Sale	82	40	- 51.2%	87	58	- 33.3%
Median Sales Price*	\$144,000	\$168,000	+ 16.7%	\$135,000	\$149,500	+ 10.7%
Average Sales Price*	\$162,165	\$194,915	+ 20.2%	\$153,838	\$174,861	+ 13.7%
Percent of List Price Received*	96.2%	98.4%	+ 2.3%	95.3%	97.1%	+ 1.9%
Inventory of Homes for Sale	2,132	1,383	- 35.1%	—	—	—
Months Supply of Inventory	3.4	2.0	- 41.2%	—	—	—

Townhouse-Condo Key Metrics	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	46	49	+ 6.5%	274	264	- 3.6%
Pending Sales	46	34	- 26.1%	191	235	+ 23.0%
Closed Sales	46	53	+ 15.2%	161	205	+ 27.3%
Days on Market Until Sale	97	76	- 21.6%	108	80	- 25.9%
Median Sales Price*	\$172,450	\$224,950	+ 30.4%	\$205,000	\$204,900	- 0.0%
Average Sales Price*	\$181,854	\$223,387	+ 22.8%	\$202,568	\$211,629	+ 4.5%
Percent of List Price Received*	95.5%	98.9%	+ 3.6%	96.7%	98.6%	+ 2.0%
Inventory of Homes for Sale	191	120	- 37.2%	—	—	—
Months Supply of Inventory	6.2	3.2	- 48.4%	—	—	—

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

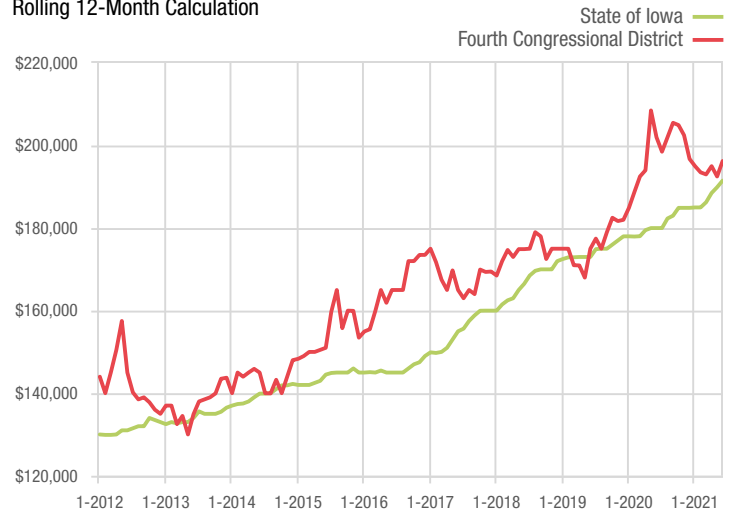
Median Sales Price - Single-Family Detached

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.