

# Local Market Update – June 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

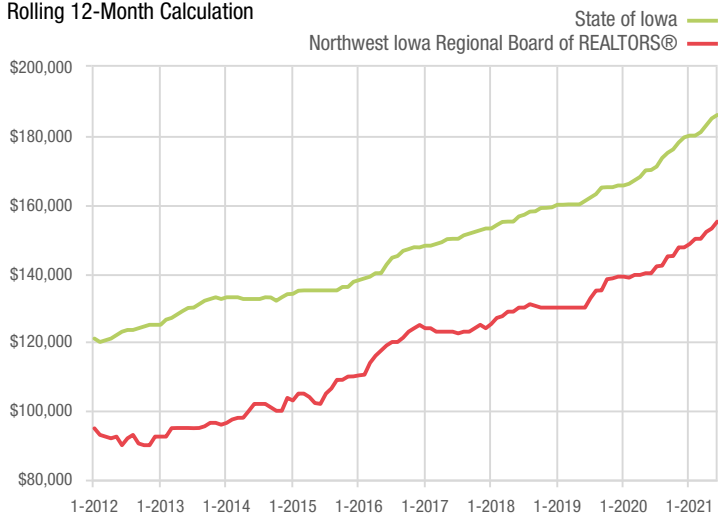
Single-Family Detached	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	274	312	+ 13.9%	1,306	1,338	+ 2.5%
Pending Sales	277	255	- 7.9%	1,187	1,276	+ 7.5%
Closed Sales	213	263	+ 23.5%	930	1,112	+ 19.6%
Days on Market Until Sale	72	28	- 61.1%	72	42	- 41.7%
Median Sales Price*	\$145,021	\$175,600	+ 21.1%	\$137,000	\$160,000	+ 16.8%
Average Sales Price*	\$163,067	\$196,280	+ 20.4%	\$155,658	\$179,161	+ 15.1%
Percent of List Price Received*	96.2%	99.1%	+ 3.0%	95.9%	97.8%	+ 2.0%
Inventory of Homes for Sale	482	260	- 46.1%	—	—	—
Months Supply of Inventory	2.5	1.2	- 52.0%	—	—	—

Townhouse-Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	11	13	+ 18.2%	90	102	+ 13.3%
Pending Sales	15	14	- 6.7%	57	103	+ 80.7%
Closed Sales	12	23	+ 91.7%	50	93	+ 86.0%
Days on Market Until Sale	78	104	+ 33.3%	90	85	- 5.6%
Median Sales Price*	\$205,000	\$255,000	+ 24.4%	\$225,000	\$207,000	- 8.0%
Average Sales Price*	\$205,260	\$241,543	+ 17.7%	\$215,720	\$216,541	+ 0.4%
Percent of List Price Received*	96.6%	98.7%	+ 2.2%	97.4%	98.8%	+ 1.4%
Inventory of Homes for Sale	69	32	- 53.6%	—	—	—
Months Supply of Inventory	6.3	2.1	- 66.7%	—	—	—

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

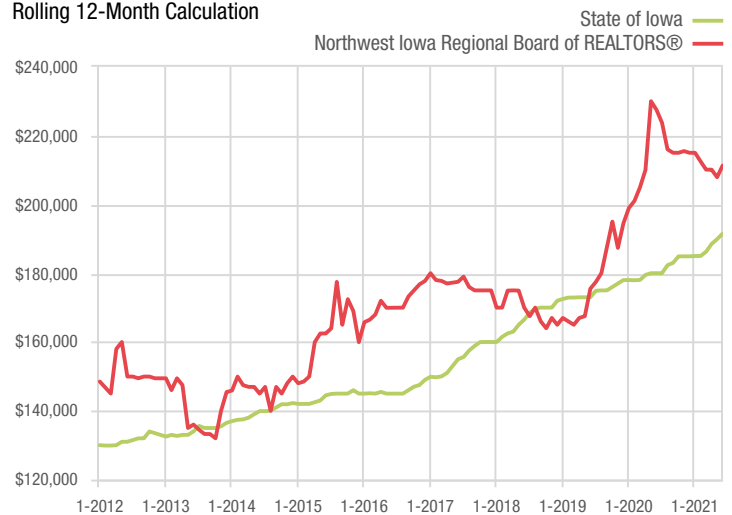
### Median Sales Price - Single-Family Detached

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.