

# Local Market Update – August 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

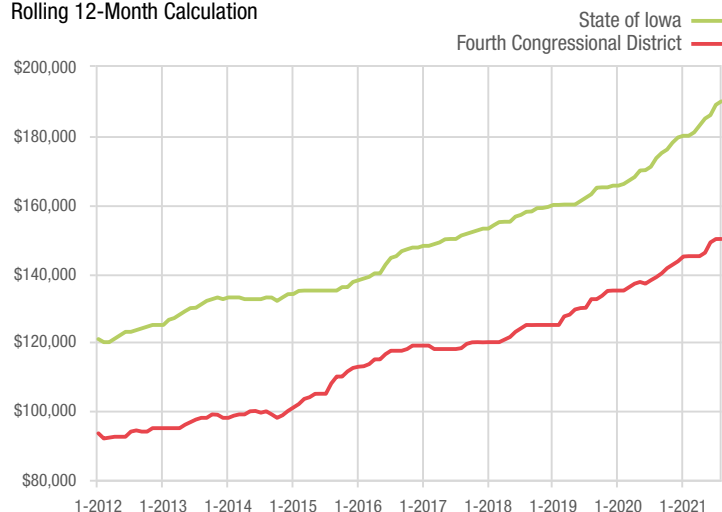
Single-Family Detached	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	812	869	+ 7.0%	6,212	6,364	+ 2.4%
Pending Sales	785	650	- 17.2%	5,496	5,694	+ 3.6%
Closed Sales	804	806	+ 0.2%	4,795	5,418	+ 13.0%
Days on Market Until Sale	68	34	- 50.0%	82	52	- 36.6%
Median Sales Price*	\$149,000	\$160,000	+ 7.4%	\$140,000	\$153,000	+ 9.3%
Average Sales Price*	\$179,095	\$195,844	+ 9.4%	\$162,166	\$181,523	+ 11.9%
Percent of List Price Received*	96.7%	98.1%	+ 1.4%	95.7%	97.5%	+ 1.9%
Inventory of Homes for Sale	1,853	1,463	- 21.0%	—	—	—
Months Supply of Inventory	2.9	2.1	- 27.6%	—	—	—

Townhouse-Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	45	43	- 4.4%	367	355	- 3.3%
Pending Sales	36	31	- 13.9%	278	319	+ 14.7%
Closed Sales	32	50	+ 56.3%	247	303	+ 22.7%
Days on Market Until Sale	85	44	- 48.2%	111	77	- 30.6%
Median Sales Price*	\$212,500	\$186,450	- 12.3%	\$202,500	\$205,000	+ 1.2%
Average Sales Price*	\$208,456	\$215,863	+ 3.6%	\$203,145	\$212,820	+ 4.8%
Percent of List Price Received*	98.2%	100.0%	+ 1.8%	97.1%	98.9%	+ 1.9%
Inventory of Homes for Sale	165	115	- 30.3%	—	—	—
Months Supply of Inventory	5.1	3.1	- 39.2%	—	—	—

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

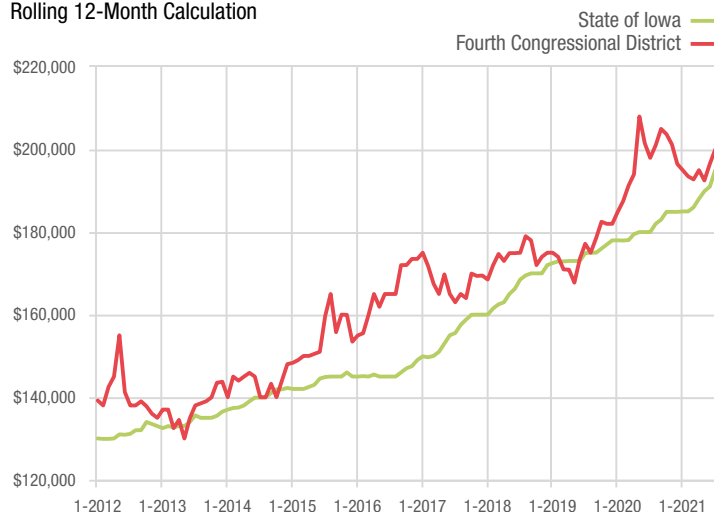
### Median Sales Price - Single-Family Detached

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.