

Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



Clay County

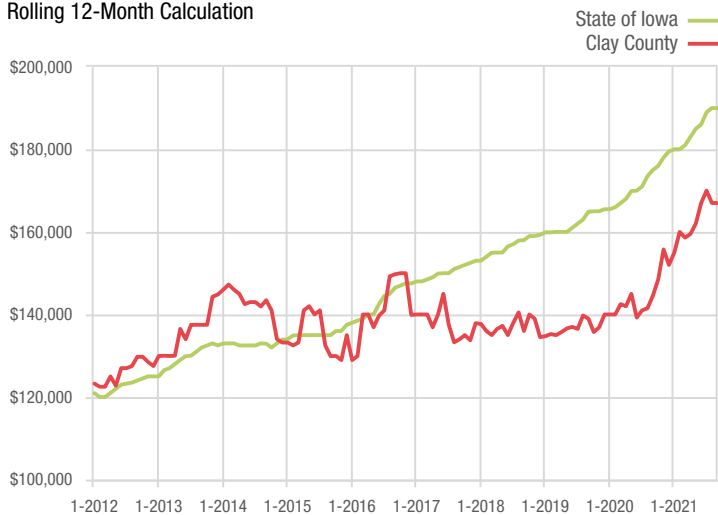
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	41	20	- 51.2%	310	291	- 6.1%
Pending Sales	32	20	- 37.5%	275	256	- 6.9%
Closed Sales	30	34	+ 13.3%	249	256	+ 2.8%
Days on Market Until Sale	76	53	- 30.3%	95	64	- 32.6%
Median Sales Price*	\$162,250	\$144,750	- 10.8%	\$148,000	\$170,000	+ 14.9%
Average Sales Price*	\$170,933	\$160,529	- 6.1%	\$168,378	\$200,416	+ 19.0%
Percent of List Price Received*	95.5%	95.9%	+ 0.4%	96.6%	97.5%	+ 0.9%
Inventory of Homes for Sale	82	51	- 37.8%	—	—	—
Months Supply of Inventory	2.9	1.9	- 34.5%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	0	0	0.0%	14	15	+ 7.1%
Pending Sales	1	2	+ 100.0%	12	13	+ 8.3%
Closed Sales	1	2	+ 100.0%	11	13	+ 18.2%
Days on Market Until Sale	80	210	+ 162.5%	109	110	+ 0.9%
Median Sales Price*	\$115,000	\$235,000	+ 104.3%	\$139,000	\$155,000	+ 11.5%
Average Sales Price*	\$115,000	\$235,000	+ 104.3%	\$172,709	\$177,954	+ 3.0%
Percent of List Price Received*	95.8%	95.4%	- 0.4%	98.9%	97.5%	- 1.4%
Inventory of Homes for Sale	4	4	0.0%	—	—	—
Months Supply of Inventory	2.0	2.4	+ 20.0%	—	—	—

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

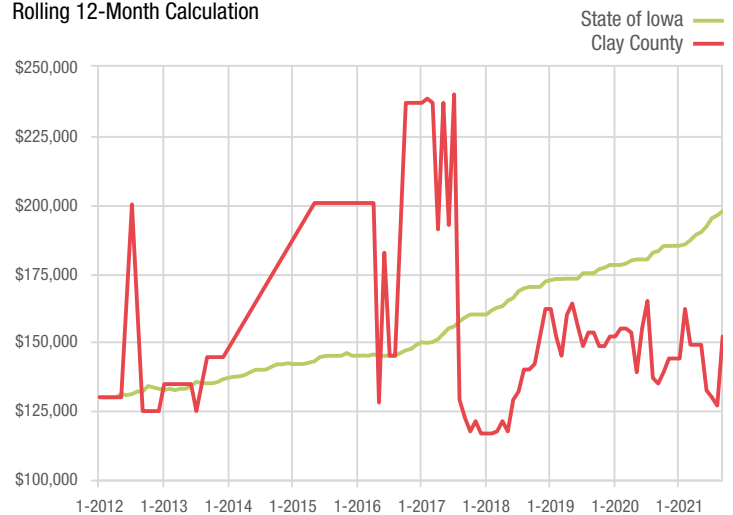
Median Sales Price - Single-Family Detached

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.