

Local Market Update – September 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

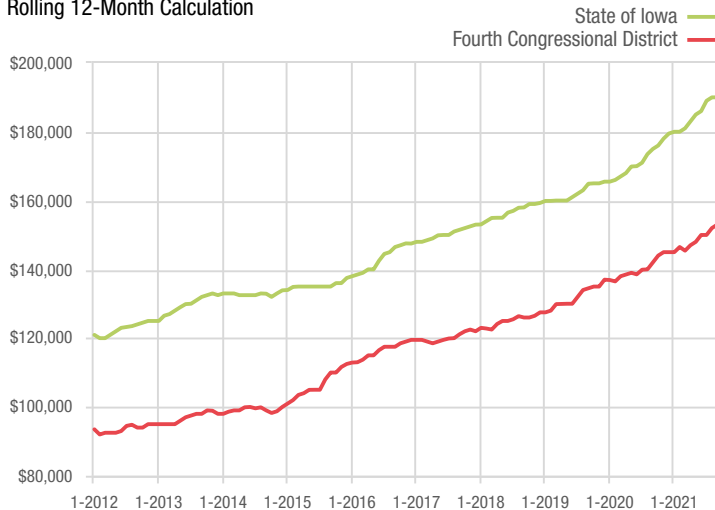
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	920	978	+ 6.3%	7,997	8,047	+ 0.6%
Pending Sales	832	682	- 18.0%	7,005	7,121	+ 1.7%
Closed Sales	855	810	- 5.3%	6,278	6,824	+ 8.7%
Days on Market Until Sale	76	45	- 40.8%	85	55	- 35.3%
Median Sales Price*	\$152,000	\$165,000	+ 8.6%	\$144,900	\$155,000	+ 7.0%
Average Sales Price*	\$189,267	\$194,487	+ 2.8%	\$173,773	\$190,390	+ 9.6%
Percent of List Price Received*	96.1%	98.0%	+ 2.0%	95.7%	97.5%	+ 1.9%
Inventory of Homes for Sale	2,100	1,710	- 18.6%	—	—	—
Months Supply of Inventory	2.9	2.2	- 24.1%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	68	64	- 5.9%	583	587	+ 0.7%
Pending Sales	55	59	+ 7.3%	442	487	+ 10.2%
Closed Sales	57	45	- 21.1%	406	431	+ 6.2%
Days on Market Until Sale	85	82	- 3.5%	114	82	- 28.1%
Median Sales Price*	\$225,000	\$230,000	+ 2.2%	\$215,000	\$210,000	- 2.3%
Average Sales Price*	\$241,642	\$289,109	+ 19.6%	\$235,227	\$230,602	- 2.0%
Percent of List Price Received*	98.4%	99.4%	+ 1.0%	97.3%	98.7%	+ 1.4%
Inventory of Homes for Sale	216	153	- 29.2%	—	—	—
Months Supply of Inventory	4.8	3.0	- 37.5%	—	—	—

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

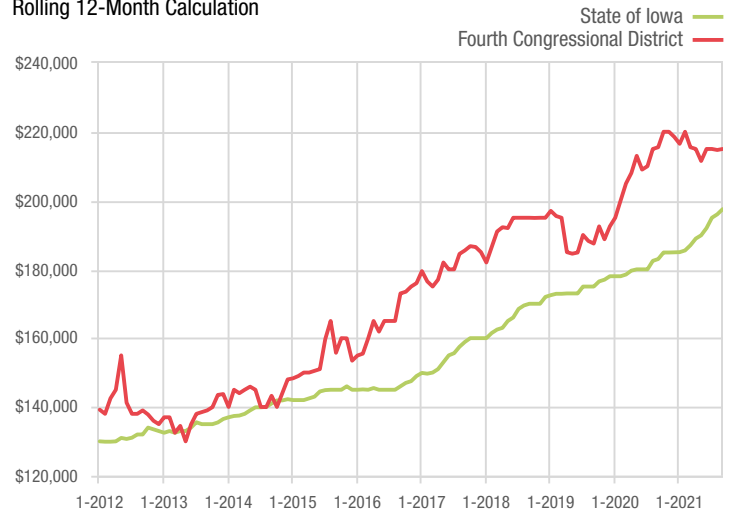
Median Sales Price - Single-Family Detached

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.