

Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

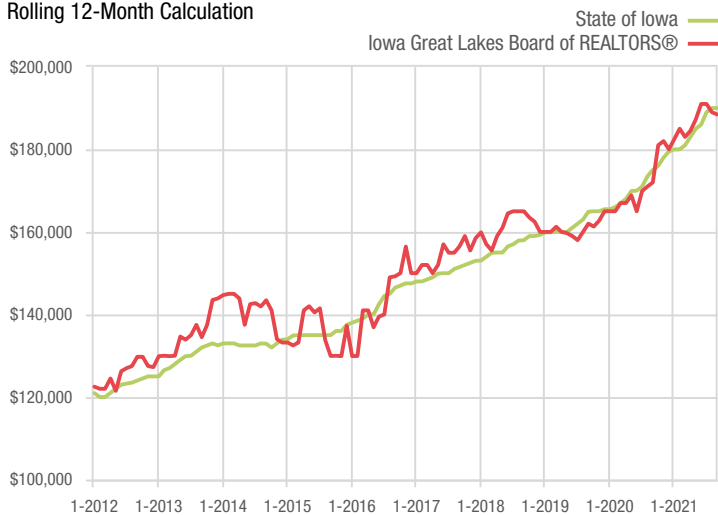
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	111	70	- 36.9%	886	798	- 9.9%
Pending Sales	103	44	- 57.3%	739	684	- 7.4%
Closed Sales	103	86	- 16.5%	682	678	- 0.6%
Days on Market Until Sale	99	62	- 37.4%	105	81	- 22.9%
Median Sales Price*	\$199,900	\$203,650	+ 1.9%	\$179,500	\$189,500	+ 5.6%
Average Sales Price*	\$326,506	\$265,825	- 18.6%	\$267,411	\$282,519	+ 5.6%
Percent of List Price Received*	95.8%	98.0%	+ 2.3%	95.7%	97.1%	+ 1.5%
Inventory of Homes for Sale	257	166	- 35.4%	—	—	—
Months Supply of Inventory	3.4	2.2	- 35.3%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	19	15	- 21.1%	158	182	+ 15.2%
Pending Sales	21	14	- 33.3%	130	121	- 6.9%
Closed Sales	15	17	+ 13.3%	115	101	- 12.2%
Days on Market Until Sale	68	117	+ 72.1%	130	103	- 20.8%
Median Sales Price*	\$339,000	\$338,500	- 0.1%	\$317,000	\$245,000	- 22.7%
Average Sales Price*	\$331,137	\$424,212	+ 28.1%	\$316,977	\$292,783	- 7.6%
Percent of List Price Received*	97.4%	99.6%	+ 2.3%	97.2%	97.9%	+ 0.7%
Inventory of Homes for Sale	40	47	+ 17.5%	—	—	—
Months Supply of Inventory	3.3	3.7	+ 12.1%	—	—	—

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

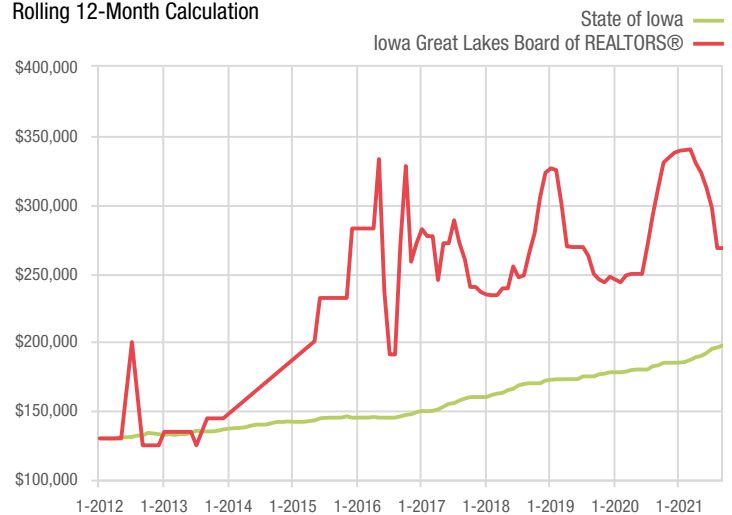
Median Sales Price - Single-Family Detached

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.