

# Local Market Update – September 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

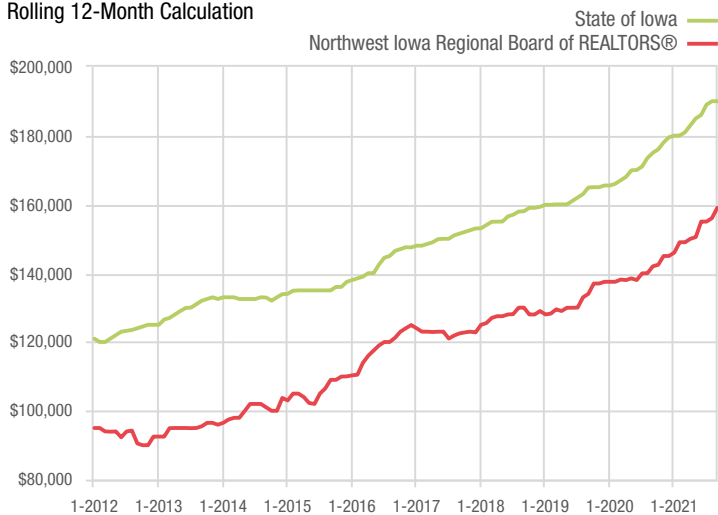
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
<b>Key Metrics</b>						
New Listings	250	<b>279</b>	+ 11.6%	2,187	<b>2,248</b>	+ 2.8%
Pending Sales	240	<b>241</b>	+ 0.4%	2,014	<b>2,072</b>	+ 2.9%
Closed Sales	257	<b>249</b>	- 3.1%	1,761	<b>1,947</b>	+ 10.6%
Days on Market Until Sale	58	<b>34</b>	- 41.4%	67	<b>39</b>	- 41.8%
Median Sales Price*	\$152,500	<b>\$169,900</b>	+ 11.4%	\$144,000	<b>\$160,500</b>	+ 11.5%
Average Sales Price*	\$171,285	<b>\$182,093</b>	+ 6.3%	\$161,303	<b>\$181,683</b>	+ 12.6%
Percent of List Price Received*	96.9%	<b>98.4%</b>	+ 1.5%	96.3%	<b>98.1%</b>	+ 1.9%
Inventory of Homes for Sale	453	<b>325</b>	- 28.3%	—	—	—
Months Supply of Inventory	2.2	<b>1.5</b>	- 31.8%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
<b>Key Metrics</b>						
New Listings	21	<b>15</b>	- 28.6%	151	<b>157</b>	+ 4.0%
Pending Sales	14	<b>14</b>	0.0%	105	<b>149</b>	+ 41.9%
Closed Sales	13	<b>9</b>	- 30.8%	96	<b>134</b>	+ 39.6%
Days on Market Until Sale	58	<b>23</b>	- 60.3%	89	<b>77</b>	- 13.5%
Median Sales Price*	\$210,000	<b>\$200,000</b>	- 4.8%	\$215,000	<b>\$207,950</b>	- 3.3%
Average Sales Price*	\$225,086	<b>\$210,578</b>	- 6.4%	\$219,037	<b>\$217,495</b>	- 0.7%
Percent of List Price Received*	101.9%	<b>100.2%</b>	- 1.7%	98.5%	<b>99.4%</b>	+ 0.9%
Inventory of Homes for Sale	65	<b>31</b>	- 52.3%	—	—	—
Months Supply of Inventory	5.5	<b>2.0</b>	- 63.6%	—	—	—

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

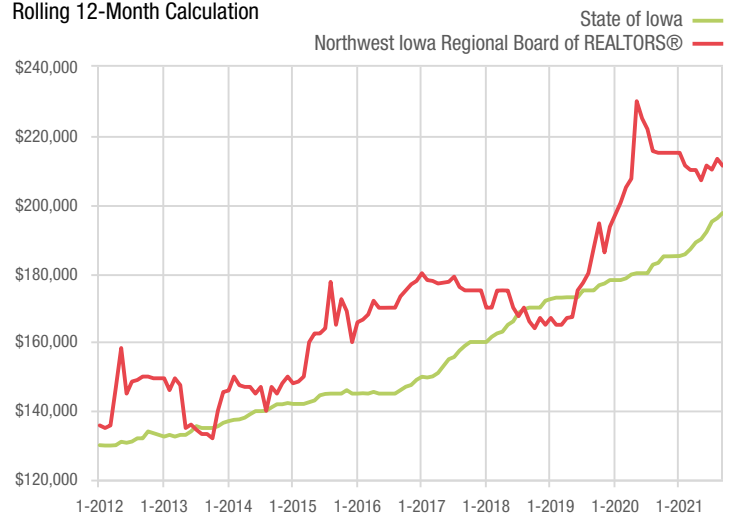
### Median Sales Price - Single-Family Detached

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.