

Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



O'Brien County

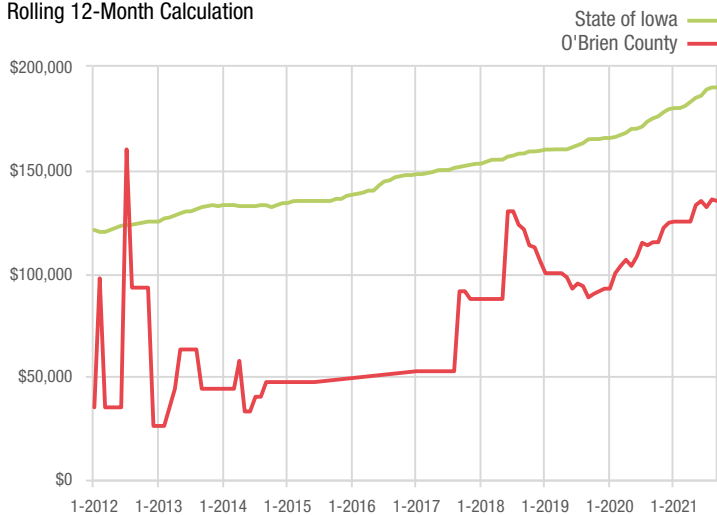
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	8	9	+ 12.5%	92	96	+ 4.3%
Pending Sales	8	11	+ 37.5%	95	90	- 5.3%
Closed Sales	14	9	- 35.7%	84	84	0.0%
Days on Market Until Sale	105	76	- 27.6%	128	73	- 43.0%
Median Sales Price*	\$143,000	\$114,000	- 20.3%	\$117,500	\$129,750	+ 10.4%
Average Sales Price*	\$165,279	\$155,833	- 5.7%	\$131,395	\$146,349	+ 11.4%
Percent of List Price Received*	89.7%	95.3%	+ 6.2%	91.7%	94.0%	+ 2.5%
Inventory of Homes for Sale	32	18	- 43.8%	—	—	—
Months Supply of Inventory	3.4	1.9	- 44.1%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	2	0	- 100.0%	8	6	- 25.0%
Pending Sales	0	1	—	10	7	- 30.0%
Closed Sales	0	1	—	10	6	- 40.0%
Days on Market Until Sale	—	2	—	141	35	- 75.2%
Median Sales Price*	—	\$140,000	—	\$82,000	\$118,750	+ 44.8%
Average Sales Price*	—	\$140,000	—	\$97,000	\$120,333	+ 24.1%
Percent of List Price Received*	—	100.1%	—	91.4%	100.8%	+ 10.3%
Inventory of Homes for Sale	3	1	- 66.7%	—	—	—
Months Supply of Inventory	1.9	0.9	- 52.6%	—	—	—

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

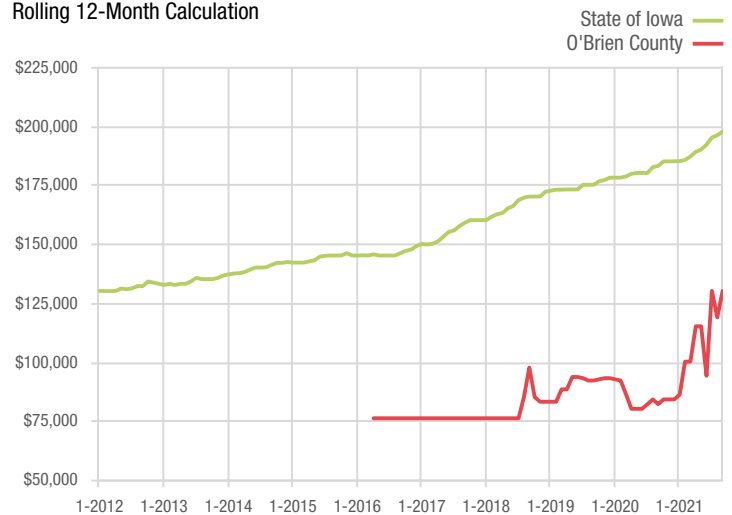
Median Sales Price - Single-Family Detached

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.