

# Local Market Update – November 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

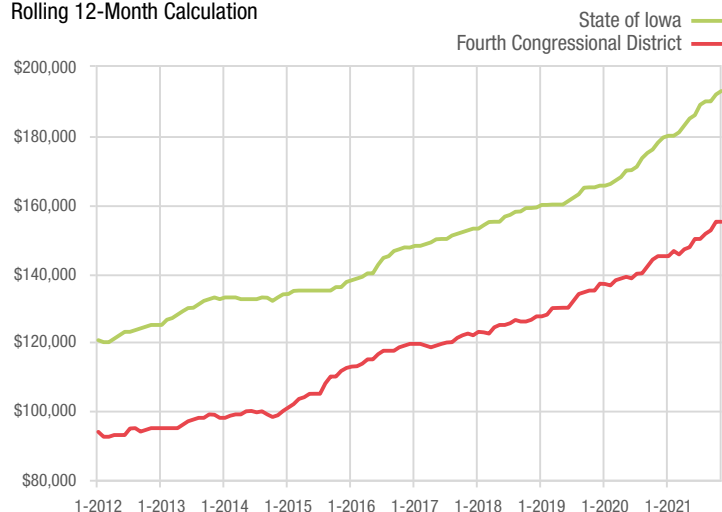
Single-Family Detached	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	624	655	+ 5.0%	9,526	9,553	+ 0.3%
Pending Sales	658	688	+ 4.6%	8,518	8,747	+ 2.7%
Closed Sales	784	846	+ 7.9%	7,975	8,527	+ 6.9%
Days on Market Until Sale	66	49	- 25.8%	81	53	- 34.6%
Median Sales Price*	\$147,125	\$165,000	+ 12.1%	\$145,000	\$157,000	+ 8.3%
Average Sales Price*	\$171,723	\$199,330	+ 16.1%	\$175,640	\$192,465	+ 9.6%
Percent of List Price Received*	96.6%	97.3%	+ 0.7%	95.9%	97.4%	+ 1.6%
Inventory of Homes for Sale	1,807	1,387	- 23.2%	—	—	—
Months Supply of Inventory	2.4	1.8	- 25.0%	—	—	—

Townhouse-Condo	November			Year to Date		
Key Metrics	2020	2021	% Change	Thru 11-2020	Thru 11-2021	% Change
New Listings	27	26	- 3.7%	656	687	+ 4.7%
Pending Sales	39	32	- 17.9%	549	568	+ 3.5%
Closed Sales	49	50	+ 2.0%	532	534	+ 0.4%
Days on Market Until Sale	74	48	- 35.1%	104	76	- 26.9%
Median Sales Price*	\$237,000	\$201,250	- 15.1%	\$220,750	\$210,000	- 4.9%
Average Sales Price*	\$256,306	\$280,454	+ 9.4%	\$242,066	\$235,465	- 2.7%
Percent of List Price Received*	97.9%	100.2%	+ 2.3%	97.5%	98.8%	+ 1.3%
Inventory of Homes for Sale	160	163	+ 1.9%	—	—	—
Months Supply of Inventory	3.3	3.3	0.0%	—	—	—

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

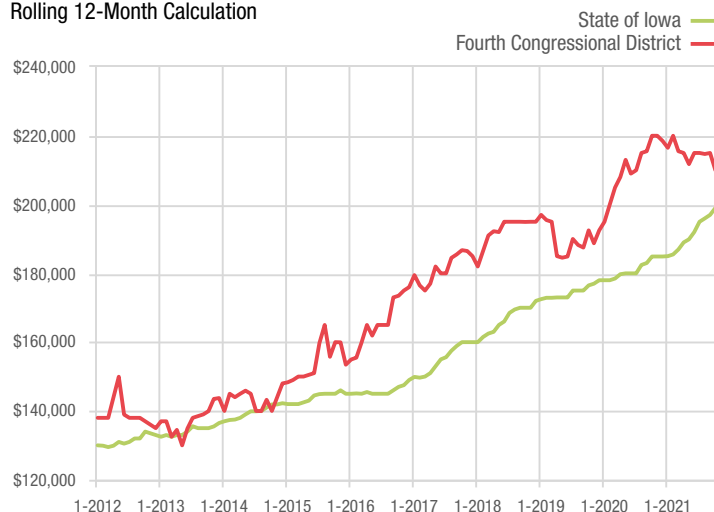
### Median Sales Price - Single-Family Detached

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.