

Local Market Update – February 2022

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

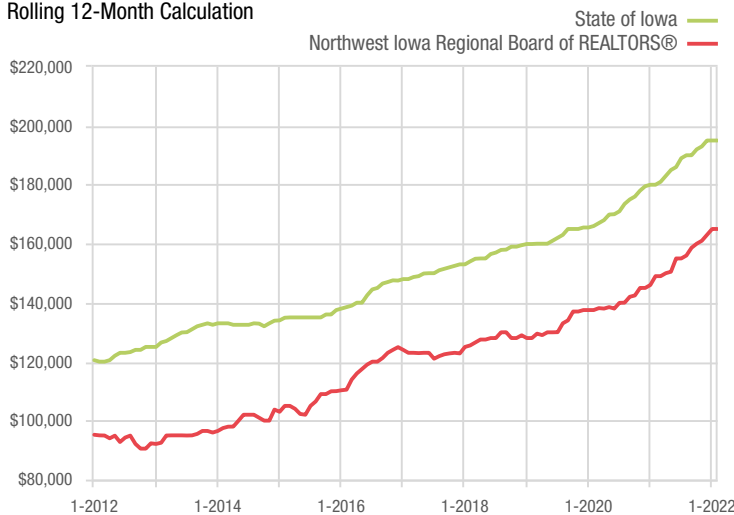
Single-Family Detached	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	160	141	- 11.9%	311	275	- 11.6%
Pending Sales	171	149	- 12.9%	318	301	- 5.3%
Closed Sales	129	125	- 3.1%	314	276	- 12.1%
Days on Market Until Sale	46	46	0.0%	55	42	- 23.6%
Median Sales Price*	\$155,000	\$159,500	+ 2.9%	\$150,000	\$160,000	+ 6.7%
Average Sales Price*	\$173,695	\$182,470	+ 5.1%	\$168,267	\$183,618	+ 9.1%
Percent of List Price Received*	97.0%	96.6%	- 0.4%	96.5%	97.1%	+ 0.6%
Inventory of Homes for Sale	286	178	- 37.8%	—	—	—
Months Supply of Inventory	1.3	0.8	- 38.5%	—	—	—

Townhouse-Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	10	15	+ 50.0%	17	31	+ 82.4%
Pending Sales	13	8	- 38.5%	18	23	+ 27.8%
Closed Sales	8	15	+ 87.5%	19	27	+ 42.1%
Days on Market Until Sale	104	32	- 69.2%	91	37	- 59.3%
Median Sales Price*	\$153,750	\$187,500	+ 22.0%	\$207,900	\$190,000	- 8.6%
Average Sales Price*	\$210,753	\$205,759	- 2.4%	\$227,682	\$204,516	- 10.2%
Percent of List Price Received*	101.7%	100.6%	- 1.1%	99.8%	99.8%	0.0%
Inventory of Homes for Sale	44	34	- 22.7%	—	—	—
Months Supply of Inventory	3.6	2.2	- 38.9%	—	—	—

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

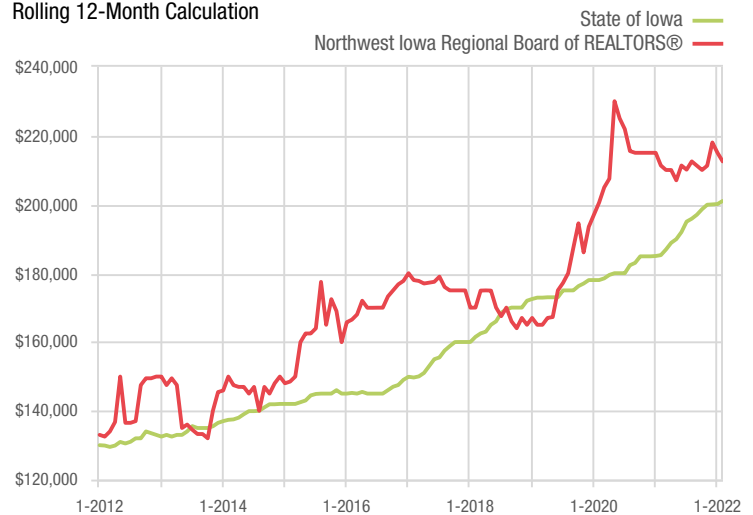
Median Sales Price - Single-Family Detached

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.