

Local Market Update – March 2022

A Research Tool Provided by Iowa Association of REALTORS®



Clay County

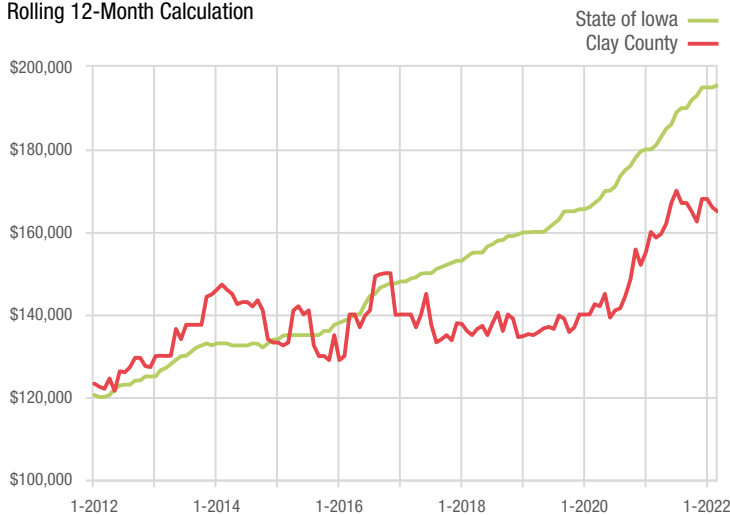
| Single-Family Detached | March | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2021 | 2022 | % Change | Thru 3-2021 | Thru 3-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 29 | 39 | + 34.5% | 66 | 94 | + 42.4% |
| Pending Sales | 27 | 30 | + 11.1% | 72 | 79 | + 9.7% |
| Closed Sales | 20 | 18 | - 10.0% | 53 | 44 | - 17.0% |
| Days on Market Until Sale | 100 | 58 | - 42.0% | 100 | 65 | - 35.0% |
| Median Sales Price* | \$133,000 | \$99,700 | - 25.0% | \$166,000 | \$143,000 | - 13.9% |
| Average Sales Price* | \$160,284 | \$163,744 | + 2.2% | \$194,912 | \$177,577 | - 8.9% |
| Percent of List Price Received* | 95.3% | 96.2% | + 0.9% | 96.1% | 96.7% | + 0.6% |
| Inventory of Homes for Sale | 31 | 43 | + 38.7% | — | — | — |
| Months Supply of Inventory | 1.1 | 1.5 | + 36.4% | — | — | — |

| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|----------|------------------|----------|--------------|------------------|----------|
| | 2021 | 2022 | % Change | Thru 3-2021 | Thru 3-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 0 | 1 | — | 1 | 5 | + 400.0% |
| Pending Sales | 1 | 1 | 0.0% | 2 | 3 | + 50.0% |
| Closed Sales | 1 | 3 | + 200.0% | 3 | 3 | 0.0% |
| Days on Market Until Sale | 101 | 113 | + 11.9% | 153 | 113 | - 26.1% |
| Median Sales Price* | \$74,500 | \$310,000 | + 316.1% | \$215,000 | \$310,000 | + 44.2% |
| Average Sales Price* | \$74,500 | \$271,333 | + 264.2% | \$182,133 | \$271,333 | + 49.0% |
| Percent of List Price Received* | 85.1% | 99.3% | + 16.7% | 93.1% | 99.3% | + 6.7% |
| Inventory of Homes for Sale | 2 | 3 | + 50.0% | — | — | — |
| Months Supply of Inventory | 1.2 | 1.4 | + 16.7% | — | — | — |

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

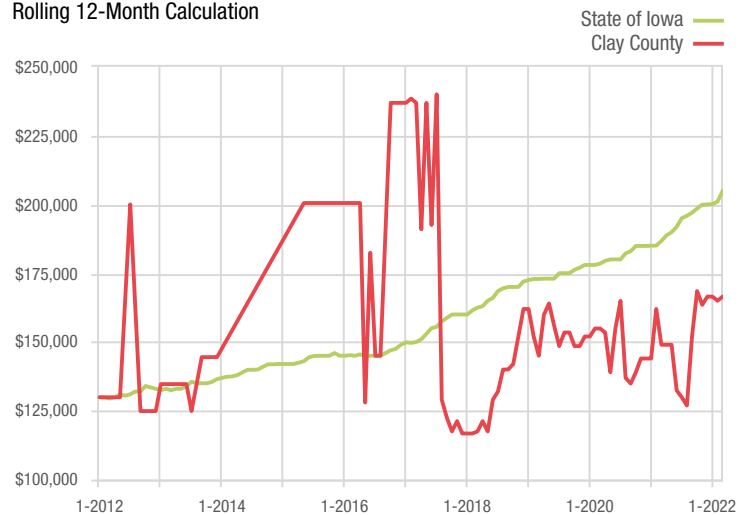
Median Sales Price - Single-Family Detached

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.