

Local Market Update – March 2022

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

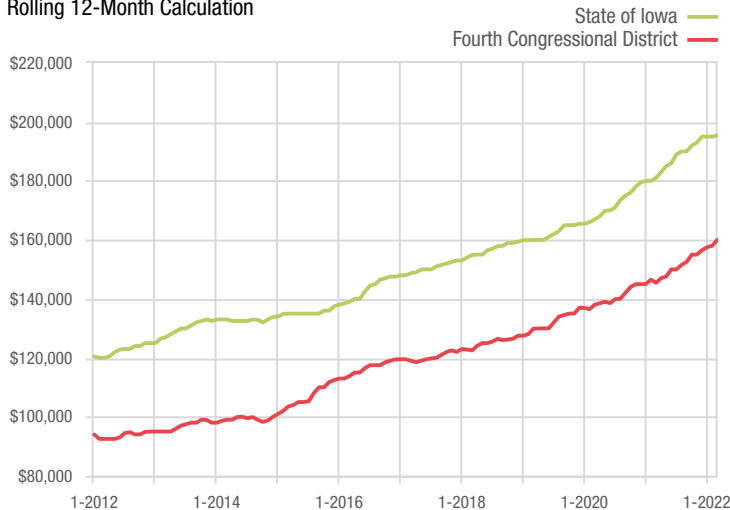
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	914	806	- 11.8%	1,971	1,909	- 3.1%
Pending Sales	852	589	- 30.9%	1,990	1,657	- 16.7%
Closed Sales	639	535	- 16.3%	1,612	1,455	- 9.7%
Days on Market Until Sale	79	56	- 29.1%	75	54	- 28.0%
Median Sales Price*	\$136,000	\$159,000	+ 16.9%	\$140,000	\$155,000	+ 10.7%
Average Sales Price*	\$168,720	\$186,248	+ 10.4%	\$167,299	\$184,279	+ 10.1%
Percent of List Price Received*	96.2%	97.1%	+ 0.9%	95.9%	96.5%	+ 0.6%
Inventory of Homes for Sale	1,264	1,116	- 11.7%	—	—	—
Months Supply of Inventory	1.6	1.5	- 6.3%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	55	51	- 7.3%	134	125	- 6.7%
Pending Sales	55	46	- 16.4%	124	113	- 8.9%
Closed Sales	31	38	+ 22.6%	85	100	+ 17.6%
Days on Market Until Sale	120	78	- 35.0%	103	65	- 36.9%
Median Sales Price*	\$184,500	\$199,950	+ 8.4%	\$207,900	\$197,750	- 4.9%
Average Sales Price*	\$220,523	\$236,929	+ 7.4%	\$227,734	\$237,132	+ 4.1%
Percent of List Price Received*	96.0%	99.1%	+ 3.2%	97.3%	98.8%	+ 1.5%
Inventory of Homes for Sale	150	134	- 10.7%	—	—	—
Months Supply of Inventory	3.0	2.7	- 10.0%	—	—	—

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

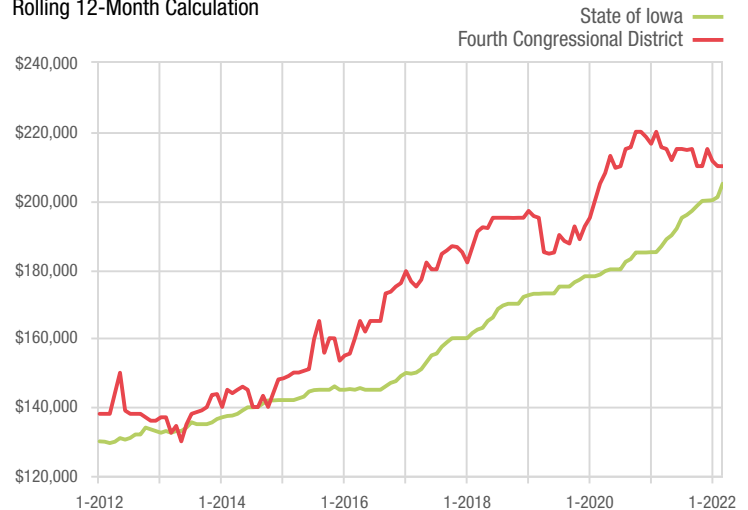
Median Sales Price - Single-Family Detached

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.