

Local Market Update – March 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

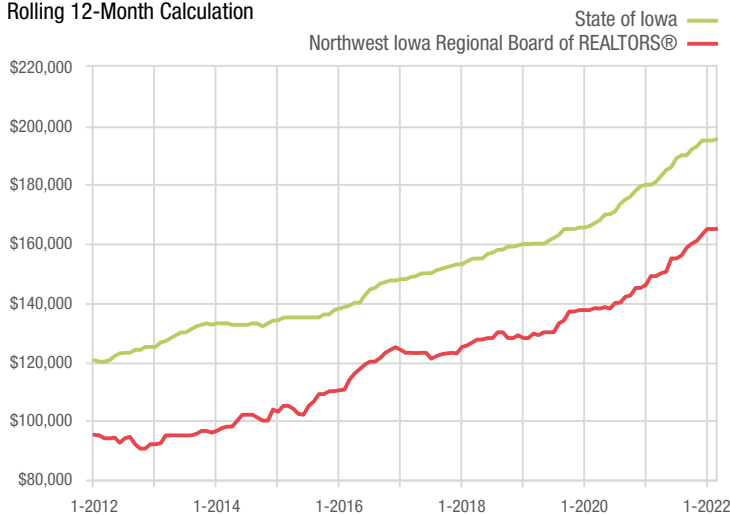
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	248	211	- 14.9%	559	489	- 12.5%
Pending Sales	268	170	- 36.6%	585	481	- 17.8%
Closed Sales	167	150	- 10.2%	481	426	- 11.4%
Days on Market Until Sale	62	45	- 27.4%	57	43	- 24.6%
Median Sales Price*	\$145,000	\$166,500	+ 14.8%	\$147,000	\$163,500	+ 11.2%
Average Sales Price*	\$162,684	\$184,354	+ 13.3%	\$166,329	\$183,877	+ 10.6%
Percent of List Price Received*	96.8%	98.1%	+ 1.3%	96.6%	97.4%	+ 0.8%
Inventory of Homes for Sale	243	199	- 18.1%	—	—	—
Months Supply of Inventory	1.1	0.9	- 18.2%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	23	16	- 30.4%	40	47	+ 17.5%
Pending Sales	24	18	- 25.0%	42	41	- 2.4%
Closed Sales	11	9	- 18.2%	30	36	+ 20.0%
Days on Market Until Sale	134	33	- 75.4%	107	36	- 66.4%
Median Sales Price*	\$200,000	\$210,000	+ 5.0%	\$205,950	\$199,750	- 3.0%
Average Sales Price*	\$183,774	\$198,050	+ 7.8%	\$211,582	\$202,900	- 4.1%
Percent of List Price Received*	96.3%	100.7%	+ 4.6%	98.6%	100.0%	+ 1.4%
Inventory of Homes for Sale	42	32	- 23.8%	—	—	—
Months Supply of Inventory	3.1	2.1	- 32.3%	—	—	—

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

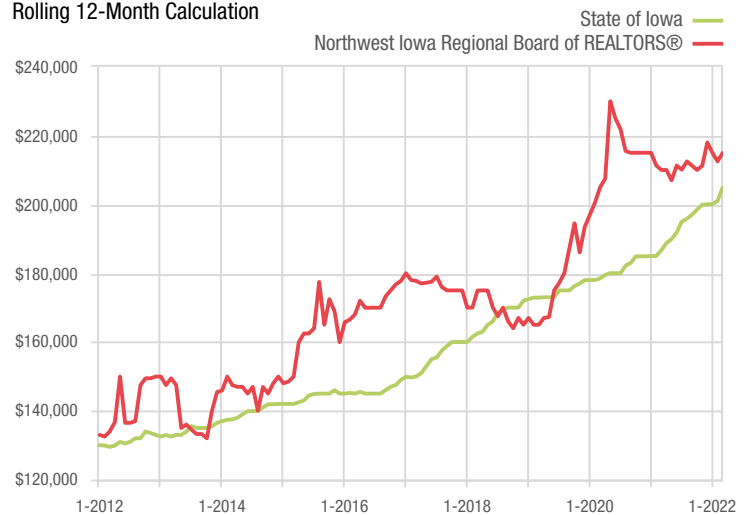
Median Sales Price - Single-Family Detached

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.