

Local Market Update – April 2022

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

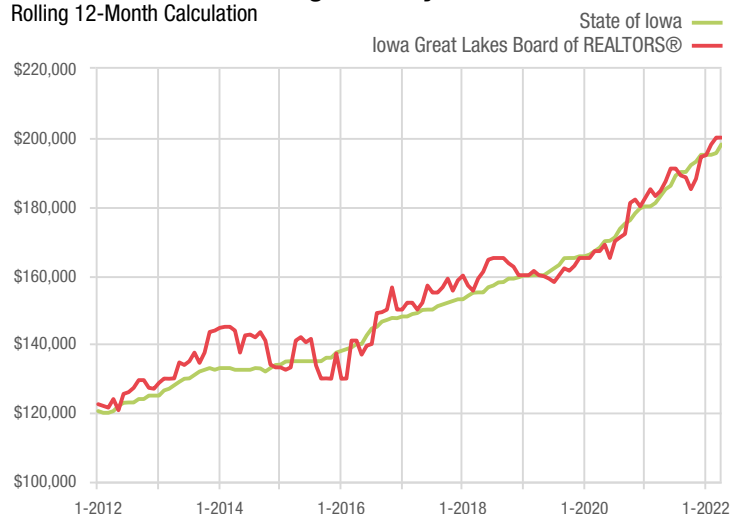
Single-Family Detached	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	114	71	- 37.7%	296	270	- 8.8%
Pending Sales	93	50	- 46.2%	295	225	- 23.7%
Closed Sales	89	73	- 18.0%	229	193	- 15.7%
Days on Market Until Sale	107	70	- 34.6%	107	72	- 32.7%
Median Sales Price*	\$159,000	\$182,500	+ 14.8%	\$165,950	\$194,900	+ 17.4%
Average Sales Price*	\$214,937	\$254,894	+ 18.6%	\$229,978	\$271,559	+ 18.1%
Percent of List Price Received*	93.7%	97.9%	+ 4.5%	95.2%	97.5%	+ 2.4%
Inventory of Homes for Sale	92	100	+ 8.7%	—	—	—
Months Supply of Inventory	1.1	1.4	+ 27.3%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	14	5	- 64.3%	47	31	- 34.0%
Pending Sales	18	5	- 72.2%	50	31	- 38.0%
Closed Sales	17	8	- 52.9%	38	32	- 15.8%
Days on Market Until Sale	105	62	- 41.0%	117	111	- 5.1%
Median Sales Price*	\$175,000	\$117,700	- 32.7%	\$202,000	\$277,000	+ 37.1%
Average Sales Price*	\$205,840	\$205,550	- 0.1%	\$250,752	\$326,033	+ 30.0%
Percent of List Price Received*	94.6%	98.8%	+ 4.4%	95.2%	99.2%	+ 4.2%
Inventory of Homes for Sale	20	35	+ 75.0%	—	—	—
Months Supply of Inventory	1.3	3.0	+ 130.8%	—	—	—

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

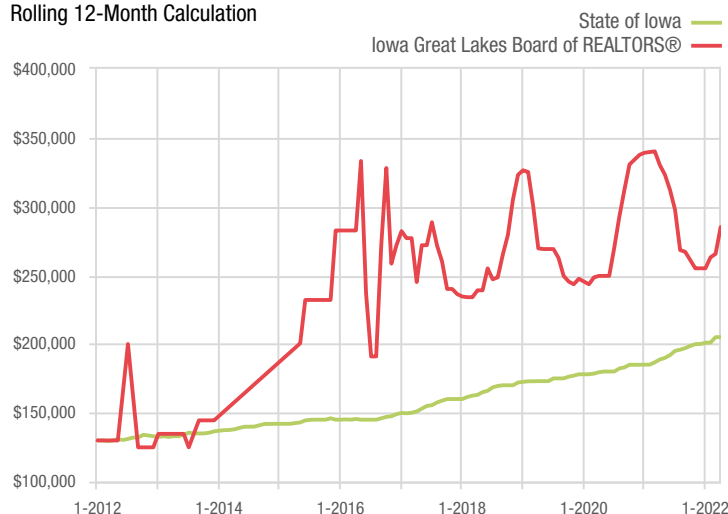
Median Sales Price - Single-Family Detached

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.