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
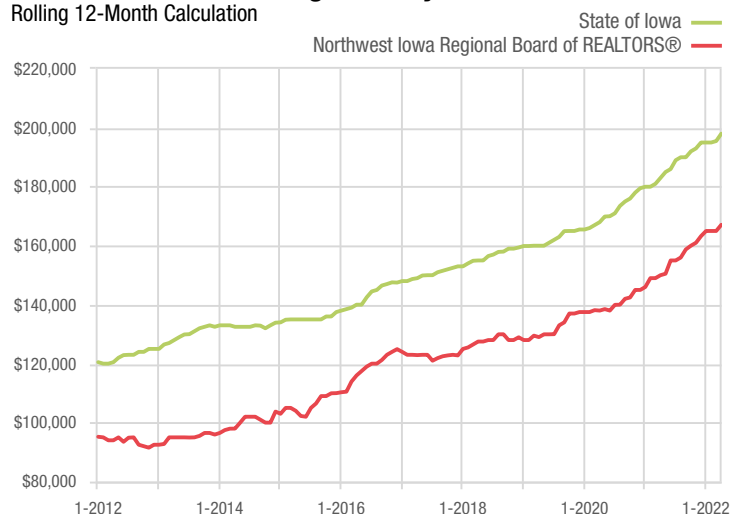
Single-Family Detached

Key Metrics	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	256	220	- 14.1%	815	709	- 13.0%
Pending Sales	244	212	- 13.1%	829	704	- 15.1%
Closed Sales	213	157	- 26.3%	694	590	- 15.0%
Days on Market Until Sale	40	32	- 20.0%	52	40	- 23.1%
Median Sales Price*	$160,000	$183,500	+ 14.7%	$151,500	$167,600	+ 10.6%
Average Sales Price*	$176,090	$208,868	+ 18.6%	$169,325	$189,818	+ 12.1%
Percent of List Price Received*	97.3%	98.7%	+ 1.4%	96.8%	97.7%	+ 0.9%
Inventory of Homes for Sale	245	177	- 27.8%	—	—	—
Months Supply of Inventory	1.1	0.8	- 27.3%	—	—	—

Townhouse-Condo

Key Metrics	April			Year to Date		
	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	26	11	- 57.7%	66	58	- 12.1%
Pending Sales	29	14	- 51.7%	71	55	- 22.5%
Closed Sales	14	5	- 64.3%	44	41	- 6.8%
Days on Market Until Sale	89	16	- 82.0%	101	33	- 67.3%
Median Sales Price*	$234,250	$320,000	+ 36.6%	$205,950	$210,000	+ 2.0%
Average Sales Price*	$240,342	$318,180	+ 32.4%	$220,733	$216,958	- 1.7%
Percent of List Price Received*	99.2%	99.8%	+ 0.6%	98.8%	100.0%	+ 1.2%
Inventory of Homes for Sale	36	29	- 19.4%	—	—	—
Months Supply of Inventory	2.3	2.1	- 8.7%	—	—	—

* Does not account for seller concessions; % Change may be extreme due to small sample size.
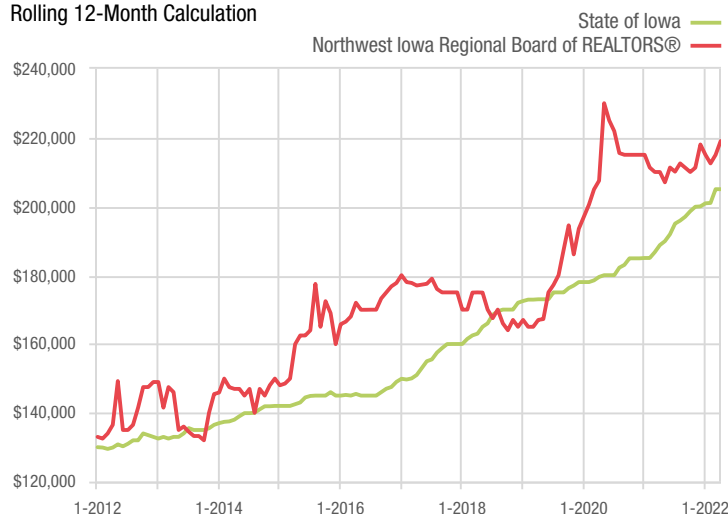
Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa —
Northwest Iowa Regional Board of REALTORS® —

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa —
Northwest Iowa Regional Board of REALTORS® —

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.