

Local Market Update – May 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

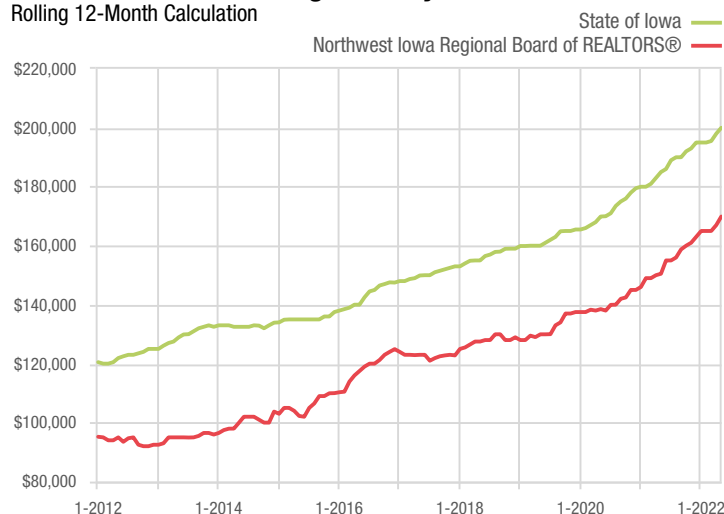
Single-Family Detached	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	261	263	+ 0.8%	1,076	978	- 9.1%
Pending Sales	250	189	- 24.4%	1,079	904	- 16.2%
Closed Sales	206	194	- 5.8%	900	788	- 12.4%
Days on Market Until Sale	41	30	- 26.8%	49	37	- 24.5%
Median Sales Price*	\$160,975	\$190,000	+ 18.0%	\$154,000	\$172,000	+ 11.7%
Average Sales Price*	\$183,377	\$215,016	+ 17.3%	\$172,541	\$195,978	+ 13.6%
Percent of List Price Received*	98.9%	100.2%	+ 1.3%	97.3%	98.3%	+ 1.0%
Inventory of Homes for Sale	240	237	- 1.3%	—	—	—
Months Supply of Inventory	1.1	1.2	+ 9.1%	—	—	—

Townhouse-Condo	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	24	8	- 66.7%	90	65	- 27.8%
Pending Sales	18	10	- 44.4%	89	65	- 27.0%
Closed Sales	27	12	- 55.6%	71	53	- 25.4%
Days on Market Until Sale	65	62	- 4.6%	87	40	- 54.0%
Median Sales Price*	\$169,000	\$268,750	+ 59.0%	\$185,000	\$220,000	+ 18.9%
Average Sales Price*	\$182,869	\$267,453	+ 46.3%	\$206,334	\$228,391	+ 10.7%
Percent of List Price Received*	98.6%	100.5%	+ 1.9%	98.7%	100.1%	+ 1.4%
Inventory of Homes for Sale	41	26	- 36.6%	—	—	—
Months Supply of Inventory	2.6	2.0	- 23.1%	—	—	—

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

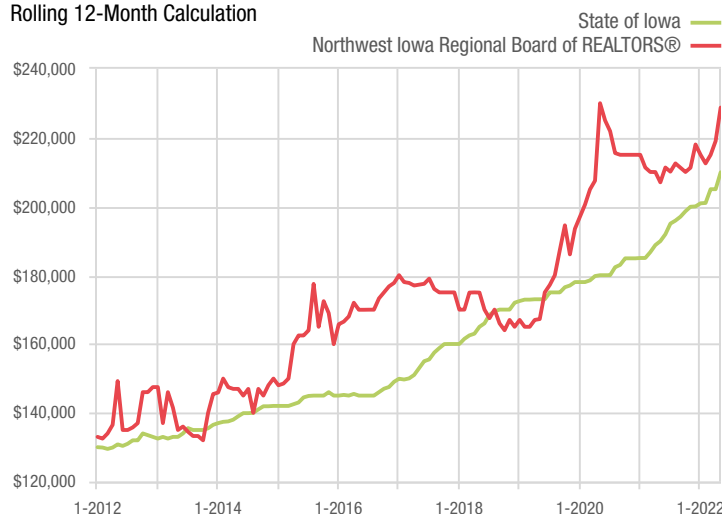
Median Sales Price - Single-Family Detached

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.