

Local Market Update – June 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

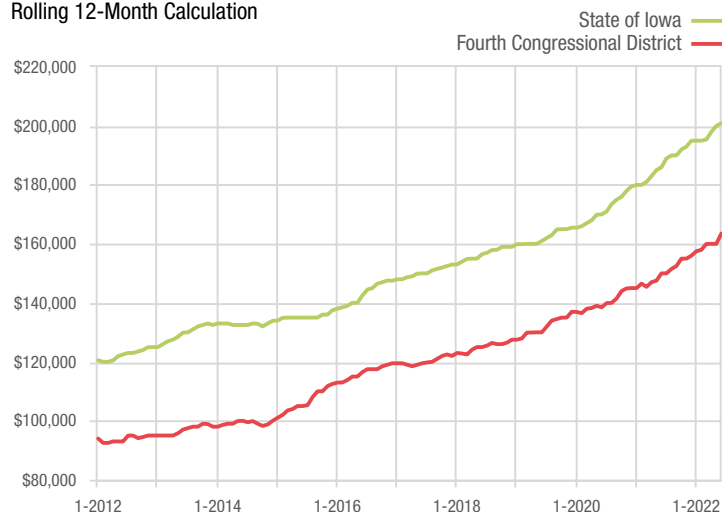
| Single-Family Detached | June | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2021 | 2022 | % Change | Thru 6-2021 | Thru 6-2022 | % Change |
| New Listings | 1,146 | 1,025 | - 10.6% | 5,082 | 4,802 | - 5.5% |
| Pending Sales | 927 | 662 | - 28.6% | 4,705 | 4,105 | - 12.8% |
| Closed Sales | 1,008 | 801 | - 20.5% | 4,140 | 3,679 | - 11.1% |
| Days on Market Until Sale | 46 | 37 | - 19.6% | 64 | 48 | - 25.0% |
| Median Sales Price* | \$169,000 | \$196,500 | + 16.3% | \$150,000 | \$165,000 | + 10.0% |
| Average Sales Price* | \$201,195 | \$243,956 | + 21.3% | \$182,188 | \$203,618 | + 11.8% |
| Percent of List Price Received* | 98.3% | 99.8% | + 1.5% | 97.0% | 97.9% | + 0.9% |
| Inventory of Homes for Sale | 1,437 | 1,360 | - 5.4% | — | — | — |
| Months Supply of Inventory | 1.8 | 1.9 | + 5.6% | — | — | — |

| Townhouse-Condo | June | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2021 | 2022 | % Change | Thru 6-2021 | Thru 6-2022 | % Change |
| New Listings | 60 | 65 | + 8.3% | 376 | 282 | - 25.0% |
| Pending Sales | 49 | 50 | + 2.0% | 313 | 265 | - 15.3% |
| Closed Sales | 70 | 52 | - 25.7% | 276 | 229 | - 17.0% |
| Days on Market Until Sale | 76 | 98 | + 28.9% | 87 | 75 | - 13.8% |
| Median Sales Price* | \$226,475 | \$209,500 | - 7.5% | \$199,500 | \$208,000 | + 4.3% |
| Average Sales Price* | \$223,092 | \$249,003 | + 11.6% | \$222,541 | \$252,697 | + 13.6% |
| Percent of List Price Received* | 98.9% | 100.1% | + 1.2% | 98.1% | 99.4% | + 1.3% |
| Inventory of Homes for Sale | 137 | 130 | - 5.1% | — | — | — |
| Months Supply of Inventory | 2.6 | 2.8 | + 7.7% | — | — | — |

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

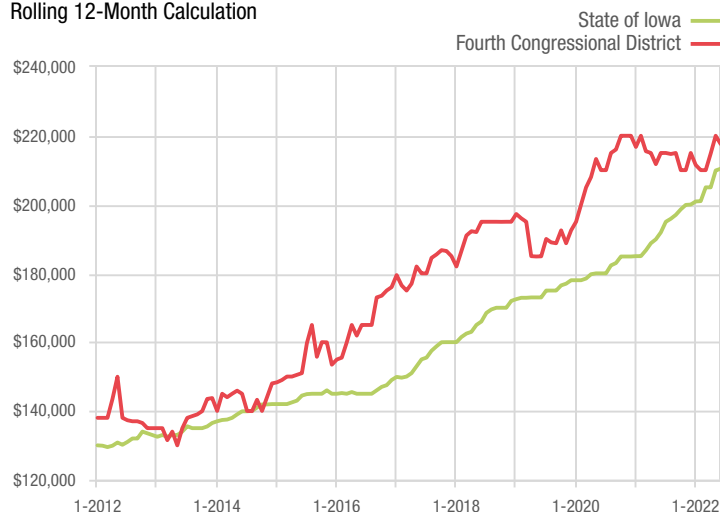
Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



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.