

Local Market Update – June 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

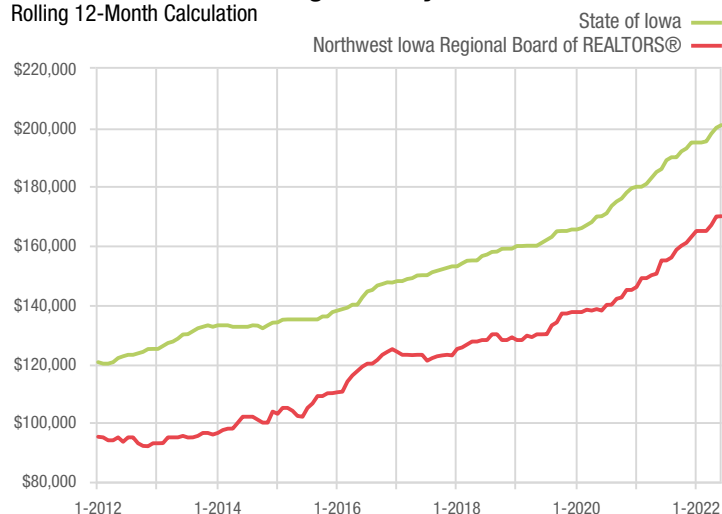
Single-Family Detached	June			Year to Date		
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	324	318	- 1.9%	1,400	1,299	- 7.2%
Pending Sales	259	225	- 13.1%	1,338	1,143	- 14.6%
Closed Sales	291	220	- 24.4%	1,192	1,013	- 15.0%
Days on Market Until Sale	33	23	- 30.3%	45	35	- 22.2%
Median Sales Price*	\$175,000	\$196,000	+ 12.0%	\$158,000	\$175,750	+ 11.2%
Average Sales Price*	\$193,235	\$221,666	+ 14.7%	\$177,535	\$201,245	+ 13.4%
Percent of List Price Received*	98.9%	99.6%	+ 0.7%	97.7%	98.6%	+ 0.9%
Inventory of Homes for Sale	288	304	+ 5.6%	—	—	—
Months Supply of Inventory	1.3	1.5	+ 15.4%	—	—	—

Townhouse-Condo	June			Year to Date		
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	13	18	+ 38.5%	103	83	- 19.4%
Pending Sales	14	11	- 21.4%	103	75	- 27.2%
Closed Sales	25	16	- 36.0%	96	69	- 28.1%
Days on Market Until Sale	102	62	- 39.2%	91	45	- 50.5%
Median Sales Price*	\$250,000	\$202,125	- 19.2%	\$207,450	\$214,950	+ 3.6%
Average Sales Price*	\$241,238	\$190,704	- 20.9%	\$215,423	\$219,652	+ 2.0%
Percent of List Price Received*	98.6%	96.8%	- 1.8%	98.7%	99.3%	+ 0.6%
Inventory of Homes for Sale	34	33	- 2.9%	—	—	—
Months Supply of Inventory	2.2	2.6	+ 18.2%	—	—	—

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

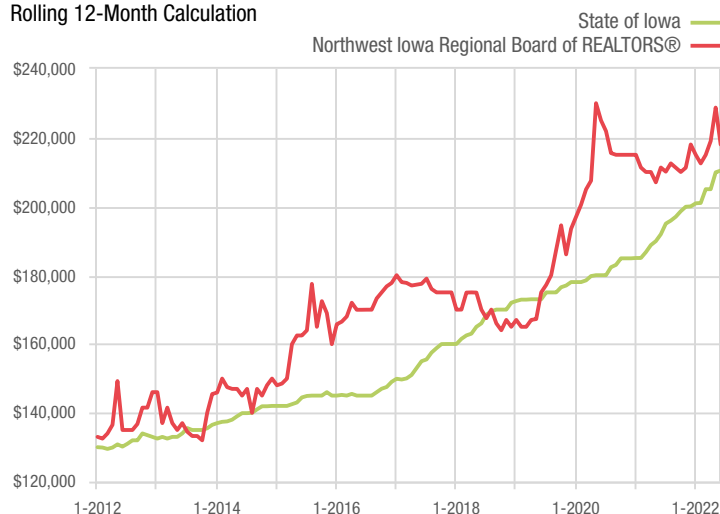
Median Sales Price - Single-Family Detached

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.