

Local Market Update – July 2022

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

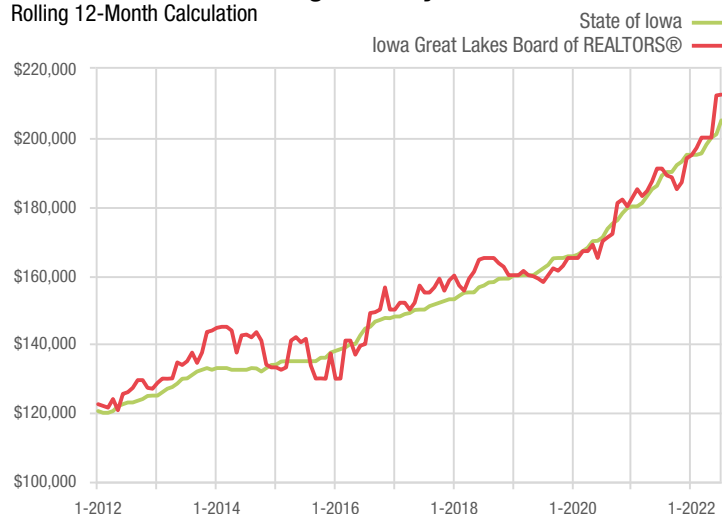
Single-Family Detached	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	113	99	- 12.4%	619	587	- 5.2%
Pending Sales	81	64	- 21.0%	563	461	- 18.1%
Closed Sales	86	73	- 15.1%	517	434	- 16.1%
Days on Market Until Sale	62	44	- 29.0%	88	64	- 27.3%
Median Sales Price*	\$221,000	\$215,000	- 2.7%	\$186,000	\$225,000	+ 21.0%
Average Sales Price*	\$305,259	\$329,338	+ 7.9%	\$271,731	\$318,267	+ 17.1%
Percent of List Price Received*	96.9%	98.1%	+ 1.2%	96.7%	98.2%	+ 1.6%
Inventory of Homes for Sale	122	163	+ 33.6%	—	—	—
Months Supply of Inventory	1.5	2.4	+ 60.0%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	13	11	- 15.4%	120	67	- 44.2%
Pending Sales	10	9	- 10.0%	85	73	- 14.1%
Closed Sales	7	14	+ 100.0%	77	74	- 3.9%
Days on Market Until Sale	97	177	+ 82.5%	98	145	+ 48.0%
Median Sales Price*	\$320,000	\$313,400	- 2.1%	\$215,000	\$313,950	+ 46.0%
Average Sales Price*	\$378,714	\$303,264	- 19.9%	\$270,740	\$369,261	+ 36.4%
Percent of List Price Received*	99.7%	102.4%	+ 2.7%	97.1%	101.1%	+ 4.1%
Inventory of Homes for Sale	21	29	+ 38.1%	—	—	—
Months Supply of Inventory	1.6	2.4	+ 50.0%	—	—	—

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

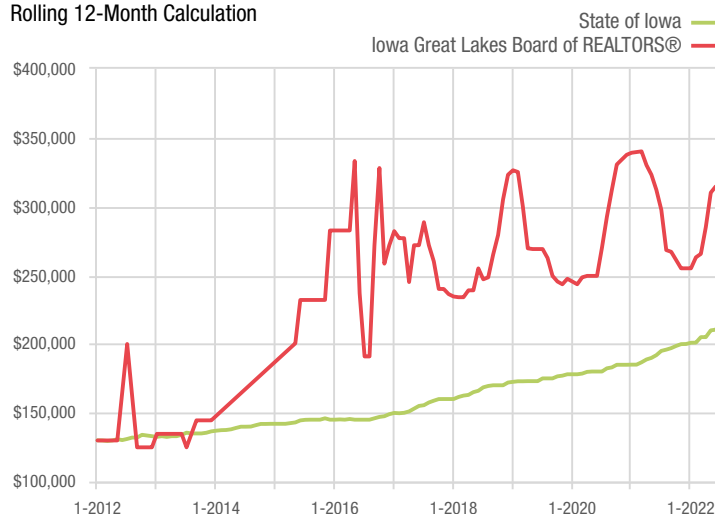
Median Sales Price - Single-Family Detached

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.