

Local Market Update – July 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

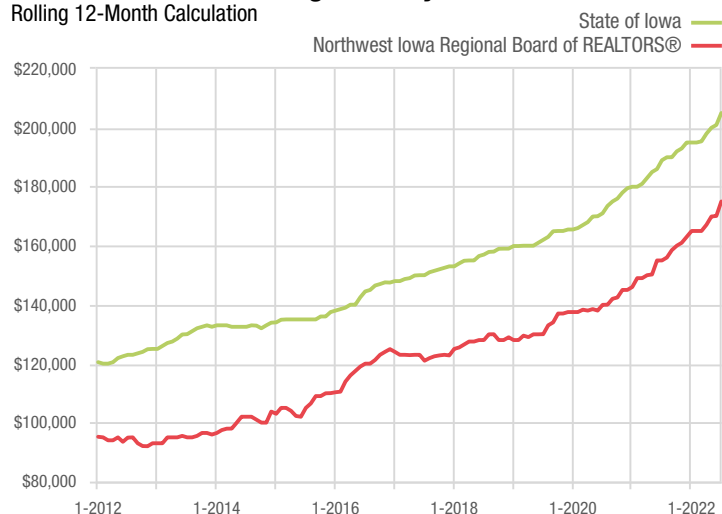
Single-Family Detached	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	299	225	- 24.7%	1,699	1,524	- 10.3%
Pending Sales	251	200	- 20.3%	1,589	1,345	- 15.4%
Closed Sales	256	189	- 26.2%	1,449	1,211	- 16.4%
Days on Market Until Sale	25	20	- 20.0%	42	32	- 23.8%
Median Sales Price*	\$164,500	\$205,000	+ 24.6%	\$160,000	\$180,000	+ 12.5%
Average Sales Price*	\$183,954	\$231,565	+ 25.9%	\$178,617	\$206,548	+ 15.6%
Percent of List Price Received*	99.2%	100.3%	+ 1.1%	97.9%	98.9%	+ 1.0%
Inventory of Homes for Sale	319	309	- 3.1%	—	—	—
Months Supply of Inventory	1.4	1.6	+ 14.3%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	24	22	- 8.3%	127	105	- 17.3%
Pending Sales	19	15	- 21.1%	122	90	- 26.2%
Closed Sales	16	13	- 18.8%	112	82	- 26.8%
Days on Market Until Sale	60	50	- 16.7%	87	46	- 47.1%
Median Sales Price*	\$193,000	\$249,500	+ 29.3%	\$207,000	\$218,500	+ 5.6%
Average Sales Price*	\$204,698	\$272,454	+ 33.1%	\$213,891	\$228,023	+ 6.6%
Percent of List Price Received*	100.8%	100.9%	+ 0.1%	99.0%	99.6%	+ 0.6%
Inventory of Homes for Sale	37	35	- 5.4%	—	—	—
Months Supply of Inventory	2.4	2.8	+ 16.7%	—	—	—

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

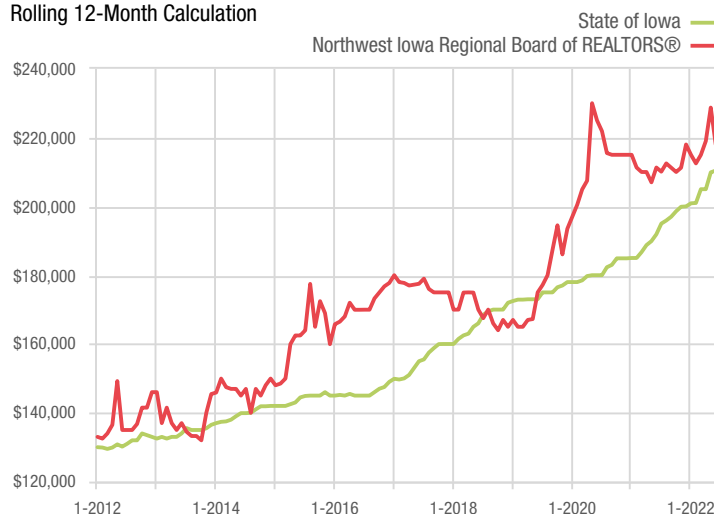
Median Sales Price - Single-Family Detached

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.