

# Local Market Update – August 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

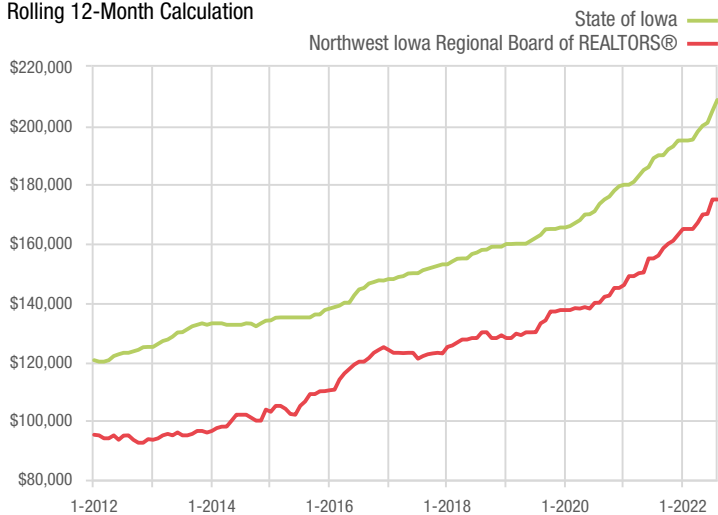
Single-Family Detached	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
New Listings	272	<b>239</b>	- 12.1%	1,971	<b>1,766</b>	- 10.4%
Pending Sales	252	<b>198</b>	- 21.4%	1,841	<b>1,549</b>	- 15.9%
Closed Sales	266	<b>224</b>	- 15.8%	1,715	<b>1,442</b>	- 15.9%
Days on Market Until Sale	25	<b>25</b>	0.0%	39	<b>31</b>	- 20.5%
Median Sales Price*	\$165,000	<b>\$188,350</b>	+ 14.2%	\$160,000	<b>\$180,014</b>	+ 12.5%
Average Sales Price*	\$194,831	<b>\$222,661</b>	+ 14.3%	\$181,132	<b>\$208,894</b>	+ 15.3%
Percent of List Price Received*	98.6%	<b>99.2%</b>	+ 0.6%	98.1%	<b>98.9%</b>	+ 0.8%
Inventory of Homes for Sale	319	<b>313</b>	- 1.9%	—	—	—
Months Supply of Inventory	1.4	<b>1.6</b>	+ 14.3%	—	—	—

Townhouse-Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
New Listings	16	<b>15</b>	- 6.3%	143	<b>120</b>	- 16.1%
Pending Sales	11	<b>13</b>	+ 18.2%	133	<b>102</b>	- 23.3%
Closed Sales	14	<b>19</b>	+ 35.7%	126	<b>103</b>	- 18.3%
Days on Market Until Sale	40	<b>77</b>	+ 92.5%	81	<b>51</b>	- 37.0%
Median Sales Price*	\$279,975	<b>\$248,000</b>	- 11.4%	\$211,450	<b>\$220,000</b>	+ 4.0%
Average Sales Price*	\$244,170	<b>\$263,588</b>	+ 8.0%	\$217,256	<b>\$233,942</b>	+ 7.7%
Percent of List Price Received*	102.0%	<b>100.9%</b>	- 1.1%	99.3%	<b>99.8%</b>	+ 0.5%
Inventory of Homes for Sale	35	<b>38</b>	+ 8.6%	—	—	—
Months Supply of Inventory	2.3	<b>3.0</b>	+ 30.4%	—	—	—

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

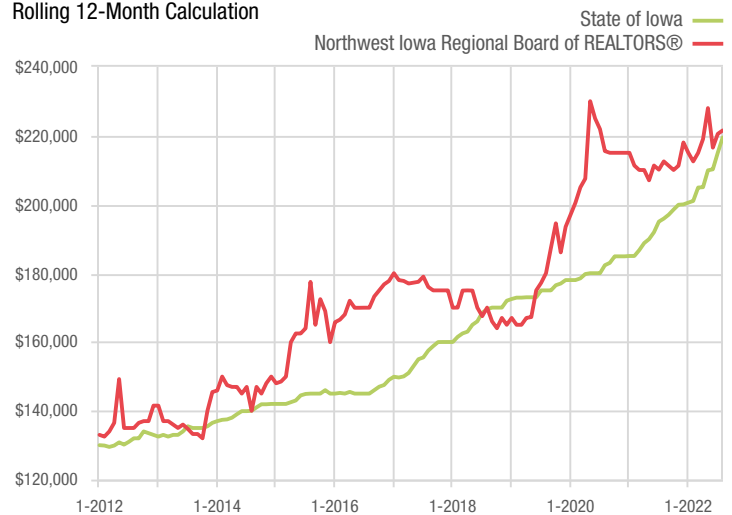
### Median Sales Price - Single-Family Detached

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.