

Local Market Update – October 2022

A Research Tool Provided by Iowa Association of REALTORS®



Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

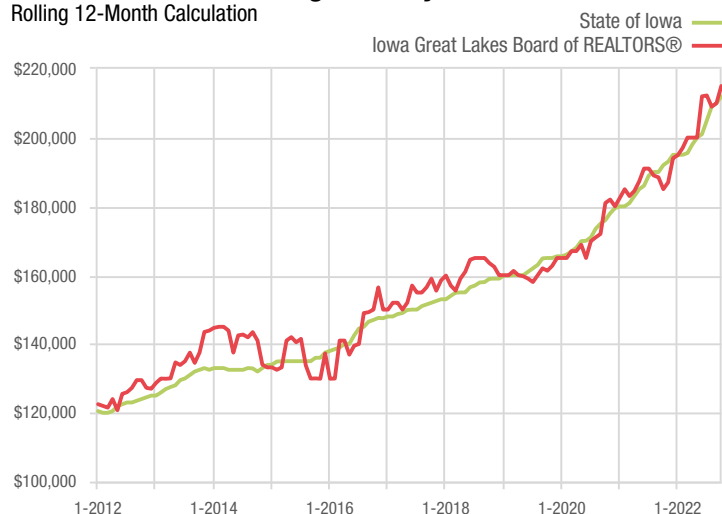
Single-Family Detached	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	74	72	- 2.7%	886	840	- 5.2%
Pending Sales	91	42	- 53.8%	829	683	- 17.6%
Closed Sales	104	75	- 27.9%	782	691	- 11.6%
Days on Market Until Sale	70	64	- 8.6%	80	64	- 20.0%
Median Sales Price*	\$194,000	\$250,000	+ 28.9%	\$190,250	\$220,000	+ 15.6%
Average Sales Price*	\$271,680	\$349,414	+ 28.6%	\$281,087	\$344,538	+ 22.6%
Percent of List Price Received*	98.2%	97.2%	- 1.0%	97.2%	98.1%	+ 0.9%
Inventory of Homes for Sale	103	166	+ 61.2%	—	—	—
Months Supply of Inventory	1.3	2.5	+ 92.3%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	19	12	- 36.8%	204	142	- 30.4%
Pending Sales	17	10	- 41.2%	143	110	- 23.1%
Closed Sales	12	13	+ 8.3%	114	127	+ 11.4%
Days on Market Until Sale	50	213	+ 326.0%	97	160	+ 64.9%
Median Sales Price*	\$359,000	\$357,740	- 0.4%	\$255,000	\$338,400	+ 32.7%
Average Sales Price*	\$397,906	\$379,436	- 4.6%	\$303,473	\$375,215	+ 23.6%
Percent of List Price Received*	100.5%	103.1%	+ 2.6%	98.2%	101.7%	+ 3.6%
Inventory of Homes for Sale	47	66	+ 40.4%	—	—	—
Months Supply of Inventory	3.6	6.4	+ 77.8%	—	—	—

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

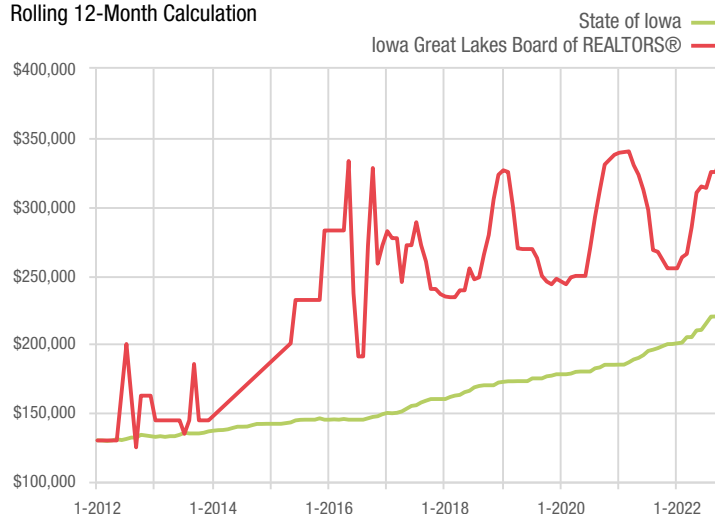
Median Sales Price - Single-Family Detached

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.