

Local Market Update – October 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

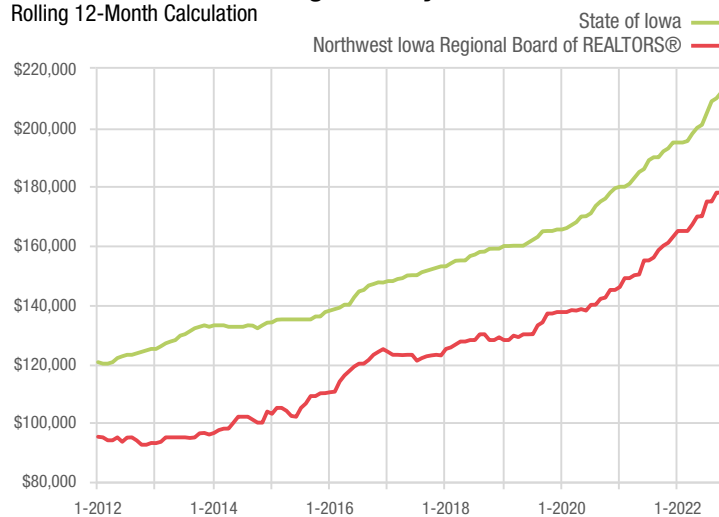
Single-Family Detached	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	262	198	- 24.4%	2,514	2,172	- 13.6%
Pending Sales	222	162	- 27.0%	2,308	1,882	- 18.5%
Closed Sales	257	169	- 34.2%	2,230	1,833	- 17.8%
Days on Market Until Sale	30	35	+ 16.7%	38	31	- 18.4%
Median Sales Price*	\$169,900	\$168,250	- 1.0%	\$163,000	\$180,000	+ 10.4%
Average Sales Price*	\$199,857	\$192,762	- 3.6%	\$183,334	\$207,204	+ 13.0%
Percent of List Price Received*	97.6%	98.0%	+ 0.4%	98.0%	98.7%	+ 0.7%
Inventory of Homes for Sale	341	323	- 5.3%	—	—	—
Months Supply of Inventory	1.5	1.8	+ 20.0%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	20	20	0.0%	178	153	- 14.0%
Pending Sales	13	8	- 38.5%	160	119	- 25.6%
Closed Sales	10	10	0.0%	146	127	- 13.0%
Days on Market Until Sale	55	95	+ 72.7%	75	50	- 33.3%
Median Sales Price*	\$182,500	\$189,500	+ 3.8%	\$207,950	\$221,500	+ 6.5%
Average Sales Price*	\$190,500	\$200,940	+ 5.5%	\$215,441	\$233,799	+ 8.5%
Percent of List Price Received*	96.7%	98.8%	+ 2.2%	99.2%	99.6%	+ 0.4%
Inventory of Homes for Sale	39	49	+ 25.6%	—	—	—
Months Supply of Inventory	2.6	4.2	+ 61.5%	—	—	—

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

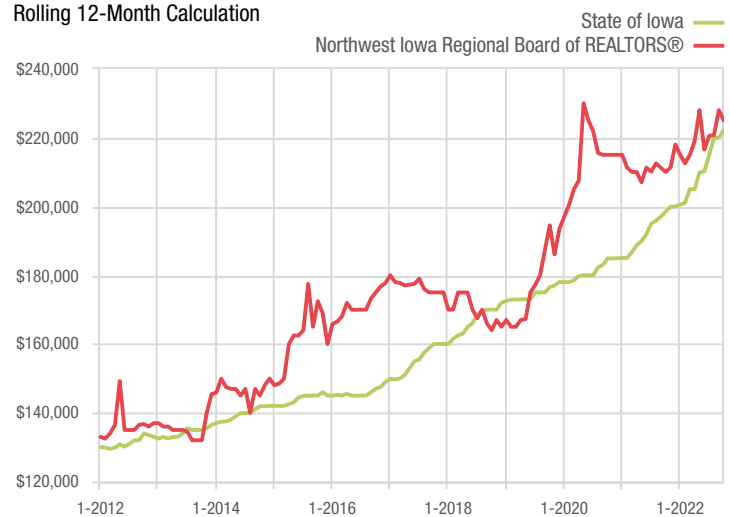
Median Sales Price - Single-Family Detached

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.