

Local Market Update – November 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

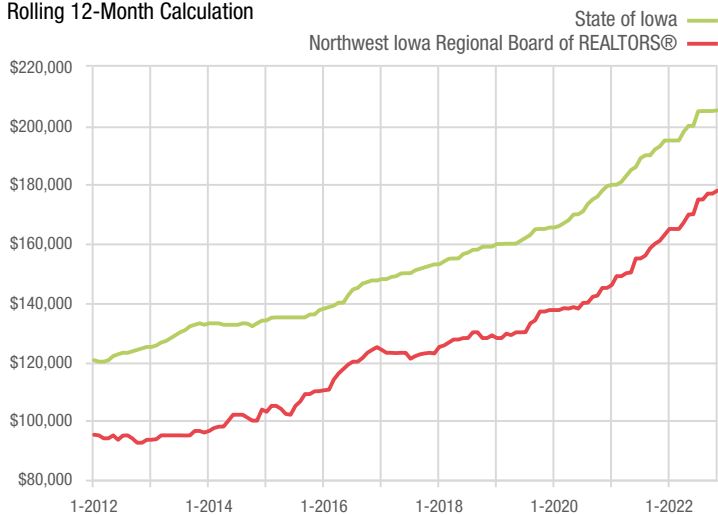
Single-Family Detached	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	174	133	- 23.6%	2,688	2,342	- 12.9%
Pending Sales	190	116	- 38.9%	2,498	2,028	- 18.8%
Closed Sales	233	155	- 33.5%	2,463	2,020	- 18.0%
Days on Market Until Sale	32	33	+ 3.1%	37	31	- 16.2%
Median Sales Price*	\$172,000	\$175,700	+ 2.2%	\$164,000	\$180,000	+ 9.8%
Average Sales Price*	\$188,107	\$200,303	+ 6.5%	\$183,785	\$205,746	+ 11.9%
Percent of List Price Received*	97.5%	98.0%	+ 0.5%	98.0%	98.6%	+ 0.6%
Inventory of Homes for Sale	301	324	+ 7.6%	—	—	—
Months Supply of Inventory	1.4	1.8	+ 28.6%	—	—	—

Townhouse-Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
Key Metrics						
New Listings	8	6	- 25.0%	186	159	- 14.5%
Pending Sales	12	7	- 41.7%	172	128	- 25.6%
Closed Sales	16	8	- 50.0%	162	139	- 14.2%
Days on Market Until Sale	26	74	+ 184.6%	70	53	- 24.3%
Median Sales Price*	\$277,500	\$250,000	- 9.9%	\$209,000	\$226,500	+ 8.4%
Average Sales Price*	\$250,575	\$246,500	- 1.6%	\$218,911	\$238,633	+ 9.0%
Percent of List Price Received*	100.2%	98.7%	- 1.5%	99.3%	99.8%	+ 0.5%
Inventory of Homes for Sale	33	45	+ 36.4%	—	—	—
Months Supply of Inventory	2.2	3.9	+ 77.3%	—	—	—

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

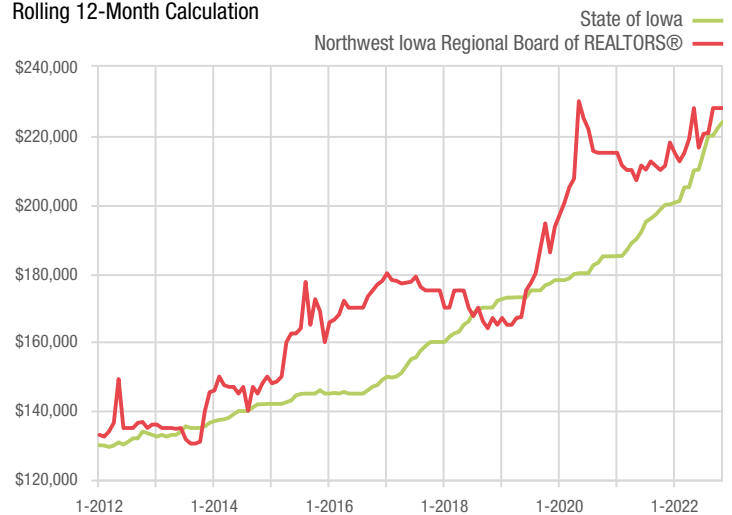
Median Sales Price - Single-Family Detached

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.