

# Local Market Update – February 2023

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

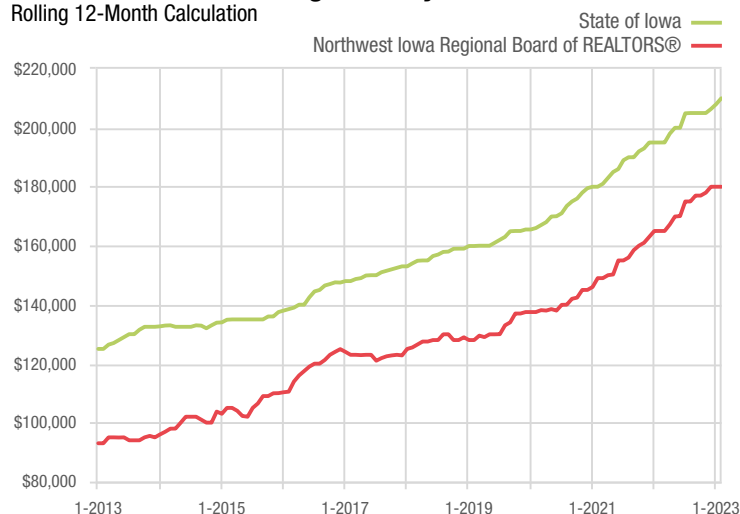
Single-Family Detached	February			Year to Date		
Key Metrics	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
New Listings	141	145	+ 2.8%	278	268	- 3.6%
Pending Sales	161	136	- 15.5%	316	261	- 17.4%
Closed Sales	127	95	- 25.2%	279	192	- 31.2%
Days on Market Until Sale	46	54	+ 17.4%	42	51	+ 21.4%
Median Sales Price*	\$158,500	\$170,000	+ 7.3%	\$160,000	\$169,950	+ 6.2%
Average Sales Price*	\$181,526	\$203,558	+ 12.1%	\$183,037	\$197,068	+ 7.7%
Percent of List Price Received*	96.5%	96.0%	- 0.5%	97.0%	95.7%	- 1.3%
Inventory of Homes for Sale	168	259	+ 54.2%	—	—	—
Months Supply of Inventory	0.8	1.5	+ 87.5%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
New Listings	15	6	- 60.0%	30	14	- 53.3%
Pending Sales	8	4	- 50.0%	23	15	- 34.8%
Closed Sales	15	6	- 60.0%	27	13	- 51.9%
Days on Market Until Sale	32	78	+ 143.8%	37	69	+ 86.5%
Median Sales Price*	\$187,500	\$207,750	+ 10.8%	\$190,000	\$182,500	- 3.9%
Average Sales Price*	\$205,759	\$199,250	- 3.2%	\$204,516	\$186,117	- 9.0%
Percent of List Price Received*	100.6%	97.6%	- 3.0%	99.8%	96.6%	- 3.2%
Inventory of Homes for Sale	33	35	+ 6.1%	—	—	—
Months Supply of Inventory	2.1	3.3	+ 57.1%	—	—	—

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

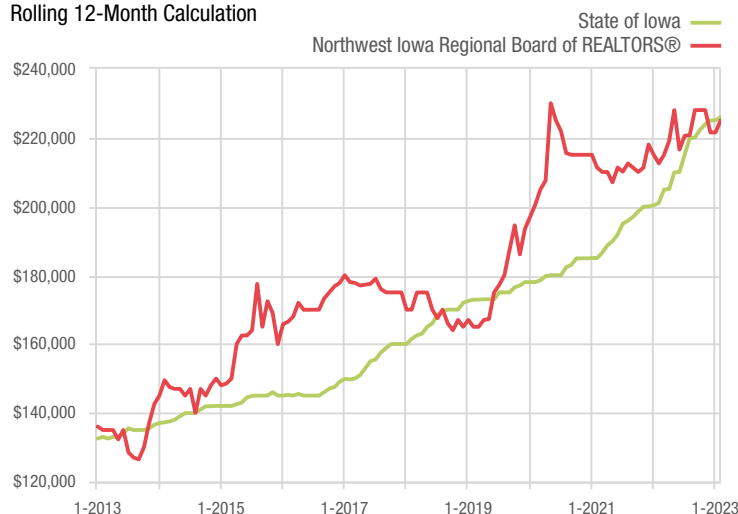
### Median Sales Price - Single-Family Detached

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.