

# Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



## Fourth Congressional District

Includes Audubon, Boone, Buena Vista, Butler, Calhoun, Carroll, Cerro Gordo, Cherokee, Chickasaw, Clay, Crawford, Dickinson, Emmet, Floyd, Franklin, Greene, Grundy, Hamilton, Hancock, Hardin, Harrison, Humboldt, Ida, Kossuth, Lyon, Monona, O'Brien, Osceola, Palo Alto, Plymouth, Pocahontas, Sac, Shelby, Sioux, Story, Webster, Winnebago, Woodbury and Wright Counties

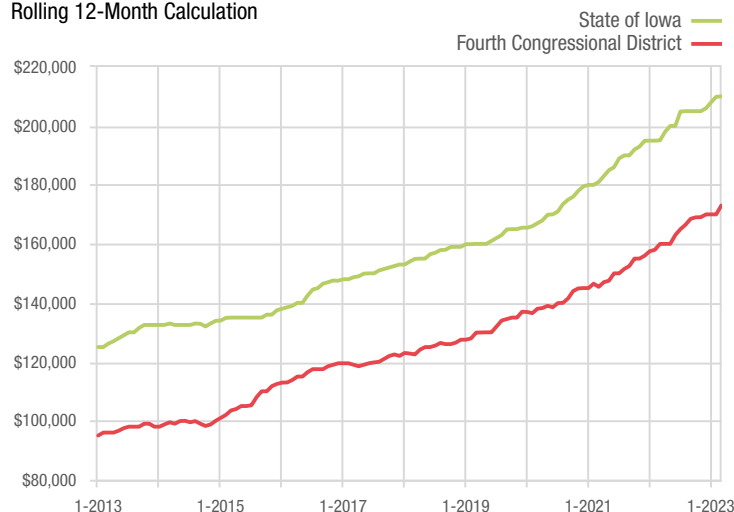
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	803	711	- 11.5%	1,899	1,662	- 12.5%
Pending Sales	697	532	- 23.7%	1,772	1,456	- 17.8%
Closed Sales	552	537	- 2.7%	1,484	1,212	- 18.3%
Days on Market Until Sale	56	61	+ 8.9%	54	57	+ 5.6%
Median Sales Price*	\$158,000	\$180,000	+ 13.9%	\$155,000	\$167,000	+ 7.7%
Average Sales Price*	\$185,202	\$214,783	+ 16.0%	\$184,064	\$208,634	+ 13.3%
Percent of List Price Received*	97.1%	96.7%	- 0.4%	96.5%	95.8%	- 0.7%
Inventory of Homes for Sale	994	1,190	+ 19.7%	—	—	—
Months Supply of Inventory	1.3	1.9	+ 46.2%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	54	43	- 20.4%	125	87	- 30.4%
Pending Sales	56	28	- 50.0%	122	76	- 37.7%
Closed Sales	38	22	- 42.1%	100	65	- 35.0%
Days on Market Until Sale	78	85	+ 9.0%	65	91	+ 40.0%
Median Sales Price*	\$199,950	\$252,750	+ 26.4%	\$197,750	\$233,500	+ 18.1%
Average Sales Price*	\$236,929	\$268,582	+ 13.4%	\$237,132	\$256,778	+ 8.3%
Percent of List Price Received*	99.1%	98.3%	- 0.8%	98.8%	97.8%	- 1.0%
Inventory of Homes for Sale	112	134	+ 19.6%	—	—	—
Months Supply of Inventory	2.2	3.7	+ 68.2%	—	—	—

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

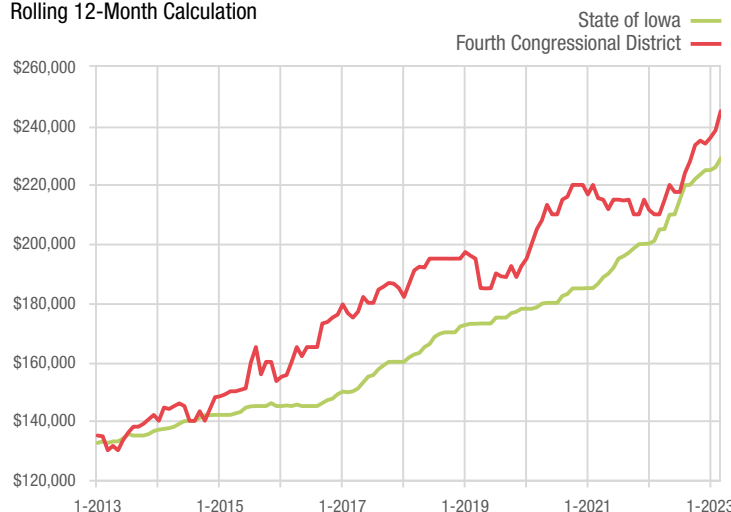
### Median Sales Price - Single-Family Detached

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.