

Local Market Update – March 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

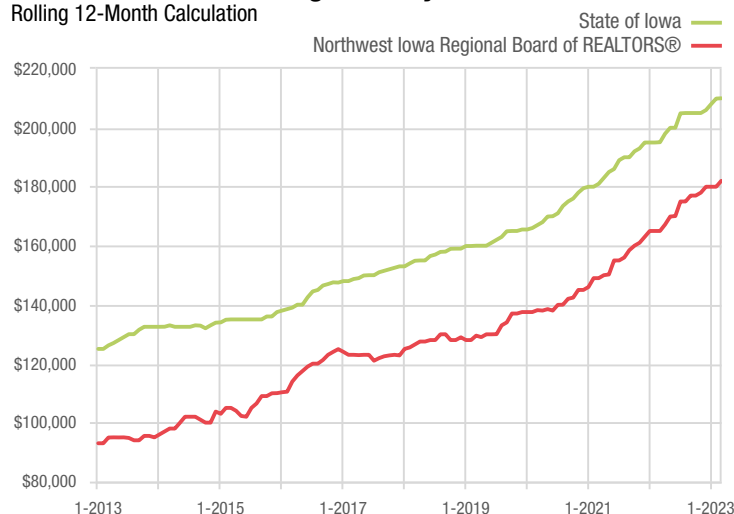
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	213	185	- 13.1%	491	453	- 7.7%
Pending Sales	182	156	- 14.3%	498	418	- 16.1%
Closed Sales	158	146	- 7.6%	437	339	- 22.4%
Days on Market Until Sale	46	46	0.0%	44	49	+ 11.4%
Median Sales Price*	\$165,000	\$187,000	+ 13.3%	\$162,750	\$175,000	+ 7.5%
Average Sales Price*	\$181,874	\$211,870	+ 16.5%	\$182,618	\$204,668	+ 12.1%
Percent of List Price Received*	98.1%	97.4%	- 0.7%	97.4%	96.4%	- 1.0%
Inventory of Homes for Sale	188	272	+ 44.7%	—	—	—
Months Supply of Inventory	0.9	1.6	+ 77.8%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	16	17	+ 6.3%	46	31	- 32.6%
Pending Sales	17	6	- 64.7%	40	21	- 47.5%
Closed Sales	9	7	- 22.2%	36	20	- 44.4%
Days on Market Until Sale	33	90	+ 172.7%	36	76	+ 111.1%
Median Sales Price*	\$210,000	\$315,000	+ 50.0%	\$199,750	\$222,500	+ 11.4%
Average Sales Price*	\$198,050	\$300,271	+ 51.6%	\$202,900	\$228,174	+ 12.5%
Percent of List Price Received*	100.7%	100.5%	- 0.2%	100.0%	98.0%	- 2.0%
Inventory of Homes for Sale	32	43	+ 34.4%	—	—	—
Months Supply of Inventory	2.1	4.5	+ 114.3%	—	—	—

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

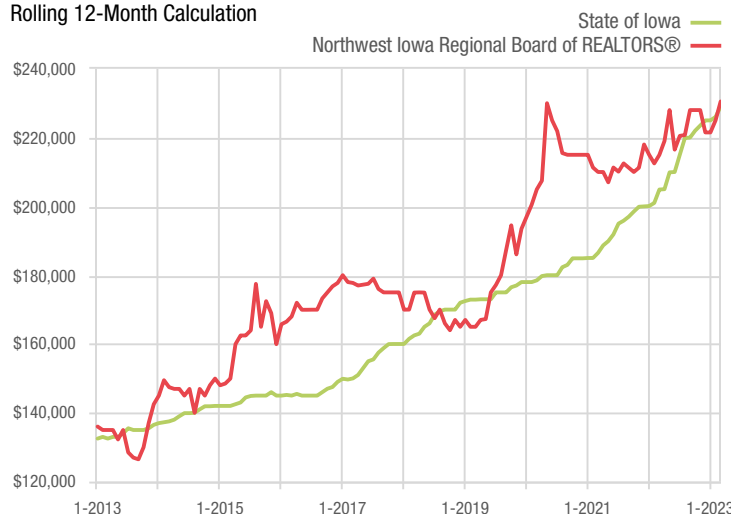
Median Sales Price - Single-Family Detached

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.