

Local Market Update – April 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

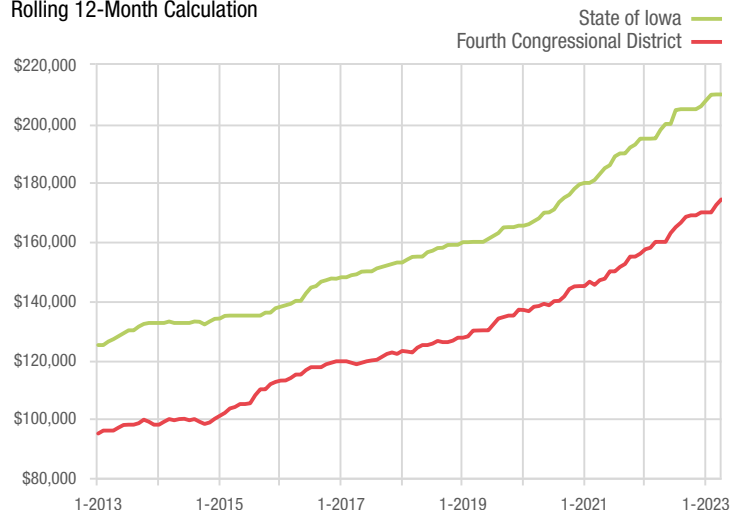
Single-Family Detached	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	838	756	- 9.8%	2,736	2,425	- 11.4%
Pending Sales	870	561	- 35.5%	2,642	2,113	- 20.0%
Closed Sales	673	493	- 26.7%	2,157	1,717	- 20.4%
Days on Market Until Sale	48	52	+ 8.3%	52	55	+ 5.8%
Median Sales Price*	\$160,000	\$172,000	+ 7.5%	\$156,000	\$169,000	+ 8.3%
Average Sales Price*	\$193,795	\$197,731	+ 2.0%	\$187,090	\$205,186	+ 9.7%
Percent of List Price Received*	97.9%	97.7%	- 0.2%	96.9%	96.4%	- 0.5%
Inventory of Homes for Sale	893	1,232	+ 38.0%	—	—	—
Months Supply of Inventory	1.2	2.0	+ 66.7%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	44	53	+ 20.5%	169	139	- 17.8%
Pending Sales	58	39	- 32.8%	180	118	- 34.4%
Closed Sales	26	22	- 15.4%	126	88	- 30.2%
Days on Market Until Sale	49	131	+ 167.3%	62	100	+ 61.3%
Median Sales Price*	\$252,250	\$229,000	- 9.2%	\$199,950	\$235,000	+ 17.5%
Average Sales Price*	\$242,758	\$215,482	- 11.2%	\$238,293	\$246,694	+ 3.5%
Percent of List Price Received*	99.3%	97.3%	- 2.0%	98.9%	97.6%	- 1.3%
Inventory of Homes for Sale	94	146	+ 55.3%	—	—	—
Months Supply of Inventory	1.9	4.2	+ 121.1%	—	—	—

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

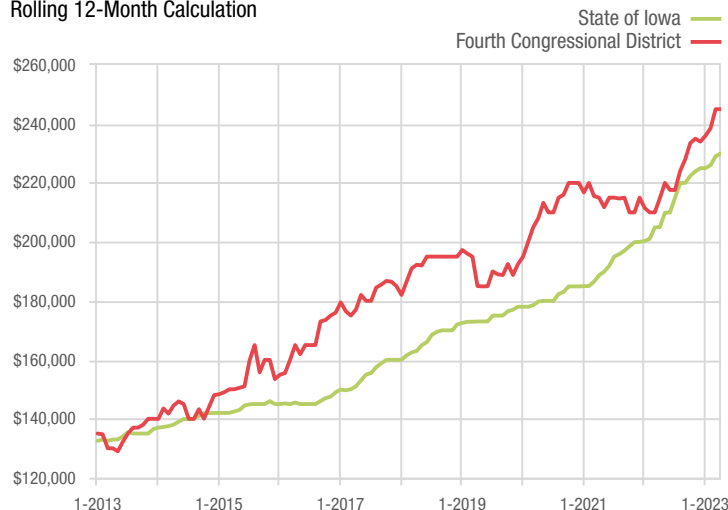
Median Sales Price - Single-Family Detached

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.