

Local Market Update – April 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

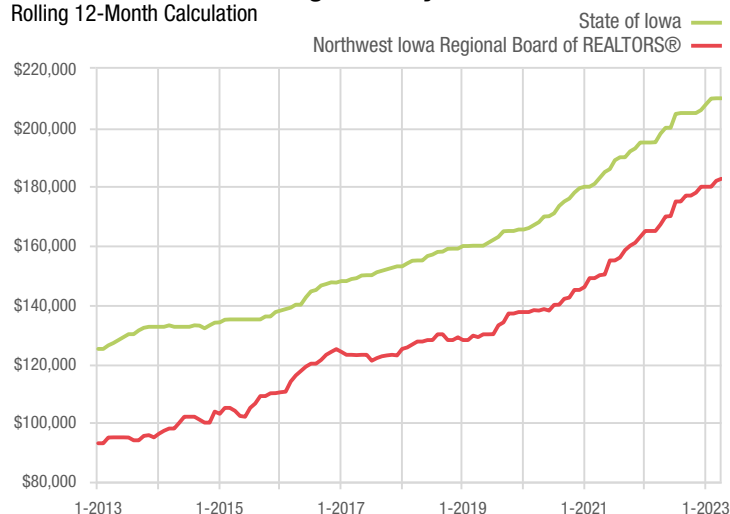
Single-Family Detached	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	223	229	+ 2.7%	714	682	- 4.5%
Pending Sales	219	192	- 12.3%	717	606	- 15.5%
Closed Sales	165	124	- 24.8%	602	467	- 22.4%
Days on Market Until Sale	32	51	+ 59.4%	40	49	+ 22.5%
Median Sales Price*	\$183,500	\$185,500	+ 1.1%	\$169,000	\$180,000	+ 6.5%
Average Sales Price*	\$208,286	\$203,589	- 2.3%	\$189,665	\$204,401	+ 7.8%
Percent of List Price Received*	98.6%	98.0%	- 0.6%	97.7%	96.9%	- 0.8%
Inventory of Homes for Sale	169	294	+ 74.0%	—	—	—
Months Supply of Inventory	0.8	1.8	+ 125.0%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	11	15	+ 36.4%	57	46	- 19.3%
Pending Sales	13	14	+ 7.7%	53	36	- 32.1%
Closed Sales	5	6	+ 20.0%	41	27	- 34.1%
Days on Market Until Sale	16	32	+ 100.0%	33	64	+ 93.9%
Median Sales Price*	\$320,000	\$229,000	- 28.4%	\$210,000	\$225,750	+ 7.5%
Average Sales Price*	\$318,180	\$226,983	- 28.7%	\$216,958	\$230,200	+ 6.1%
Percent of List Price Received*	99.8%	98.5%	- 1.3%	100.0%	98.0%	- 2.0%
Inventory of Homes for Sale	30	41	+ 36.7%	—	—	—
Months Supply of Inventory	2.2	4.2	+ 90.9%	—	—	—

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

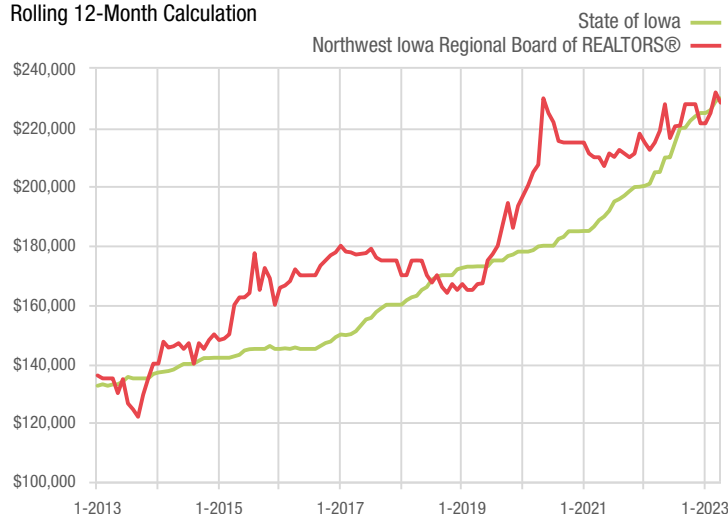
Median Sales Price - Single-Family Detached

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.