

# Local Market Update – January 2022

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

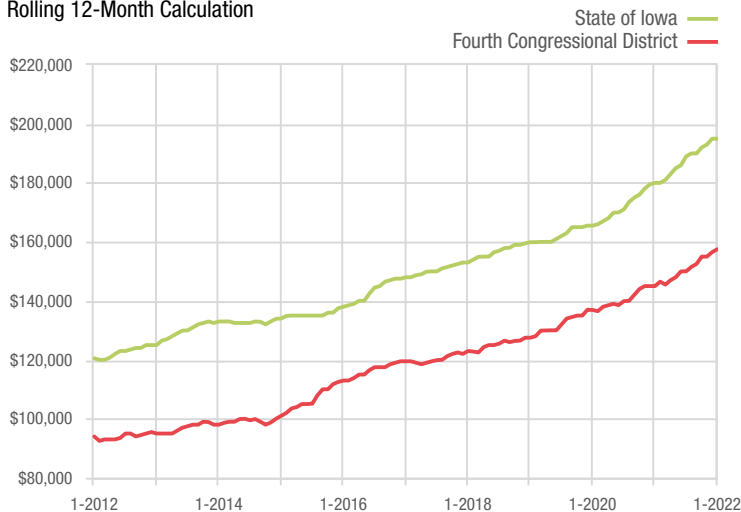
Single-Family Detached	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	499	556	+ 11.4%	499	556	+ 11.4%
Pending Sales	542	457	- 15.7%	542	457	- 15.7%
Closed Sales	530	494	- 6.8%	530	494	- 6.8%
Days on Market Until Sale	68	48	- 29.4%	68	48	- 29.4%
Median Sales Price*	\$143,000	\$150,000	+ 4.9%	\$143,000	\$150,000	+ 4.9%
Average Sales Price*	\$165,566	\$181,473	+ 9.6%	\$165,566	\$181,473	+ 9.6%
Percent of List Price Received*	95.7%	96.0%	+ 0.3%	95.7%	96.0%	+ 0.3%
Inventory of Homes for Sale	1,425	1,114	- 21.8%	—	—	—
Months Supply of Inventory	1.9	1.4	- 26.3%	—	—	—

Townhouse-Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	30	36	+ 20.0%	30	36	+ 20.0%
Pending Sales	30	34	+ 13.3%	30	34	+ 13.3%
Closed Sales	25	29	+ 16.0%	25	29	+ 16.0%
Days on Market Until Sale	99	51	- 48.5%	99	51	- 48.5%
Median Sales Price*	\$215,000	\$195,000	- 9.3%	\$215,000	\$195,000	- 9.3%
Average Sales Price*	\$235,897	\$266,302	+ 12.9%	\$235,897	\$266,302	+ 12.9%
Percent of List Price Received*	97.1%	97.9%	+ 0.8%	97.1%	97.9%	+ 0.8%
Inventory of Homes for Sale	147	139	- 5.4%	—	—	—
Months Supply of Inventory	3.1	2.8	- 9.7%	—	—	—

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

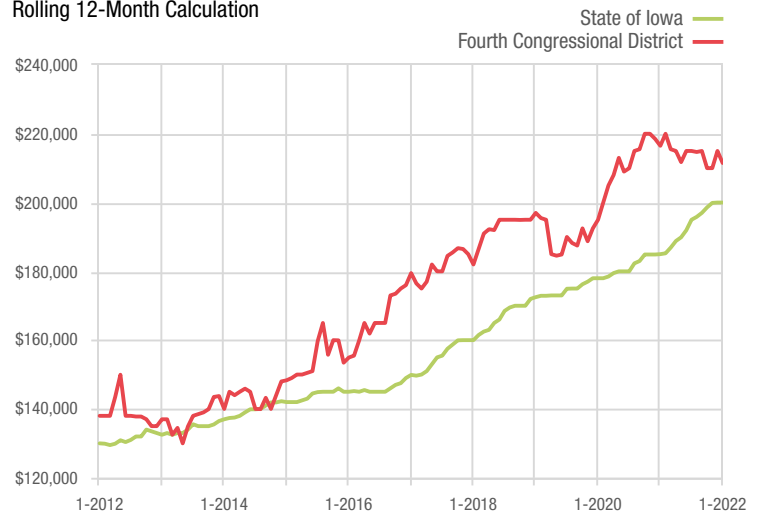
### Median Sales Price - Single-Family Detached

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.