

# Local Market Update – January 2022

A Research Tool Provided by Iowa Association of REALTORS®



## Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

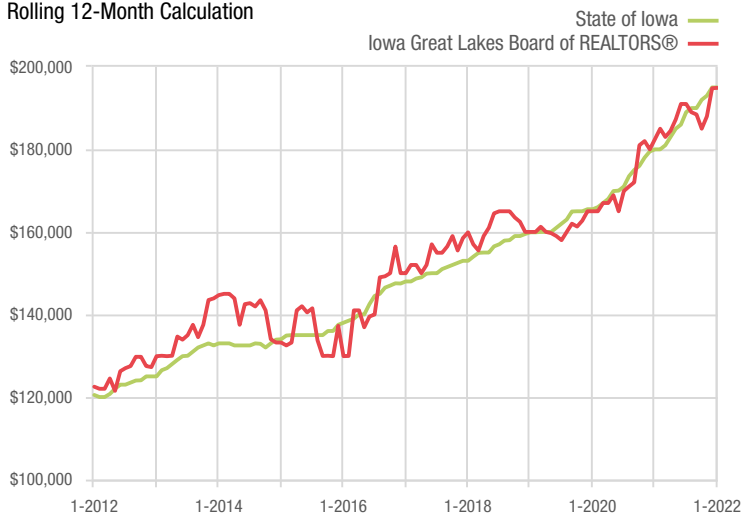
Single-Family Detached	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	40	<b>48</b>	+ 20.0%	40	<b>48</b>	+ 20.0%
Pending Sales	45	<b>37</b>	- 17.8%	45	<b>37</b>	- 17.8%
Closed Sales	40	<b>39</b>	- 2.5%	40	<b>39</b>	- 2.5%
Days on Market Until Sale	84	<b>75</b>	- 10.7%	84	<b>75</b>	- 10.7%
Median Sales Price*	\$166,000	<b>\$175,950</b>	+ 6.0%	\$166,000	<b>\$175,950</b>	+ 6.0%
Average Sales Price*	\$219,214	<b>\$294,313</b>	+ 34.3%	\$219,214	<b>\$294,313</b>	+ 34.3%
Percent of List Price Received*	96.0%	<b>96.0%</b>	0.0%	96.0%	<b>96.0%</b>	0.0%
Inventory of Homes for Sale	118	<b>82</b>	- 30.5%	—	—	—
Months Supply of Inventory	1.5	<b>1.1</b>	- 26.7%	—	—	—

Townhouse-Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
<b>Key Metrics</b>						
New Listings	5	<b>5</b>	0.0%	5	<b>5</b>	0.0%
Pending Sales	10	<b>7</b>	- 30.0%	10	<b>7</b>	- 30.0%
Closed Sales	7	<b>7</b>	0.0%	7	<b>7</b>	0.0%
Days on Market Until Sale	137	<b>65</b>	- 52.6%	137	<b>65</b>	- 52.6%
Median Sales Price*	\$235,000	<b>\$420,000</b>	+ 78.7%	\$235,000	<b>\$420,000</b>	+ 78.7%
Average Sales Price*	\$261,929	<b>\$480,872</b>	+ 83.6%	\$261,929	<b>\$480,872</b>	+ 83.6%
Percent of List Price Received*	95.2%	<b>96.3%</b>	+ 1.2%	95.2%	<b>96.3%</b>	+ 1.2%
Inventory of Homes for Sale	22	<b>36</b>	+ 63.6%	—	—	—
Months Supply of Inventory	1.6	<b>2.8</b>	+ 75.0%	—	—	—

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

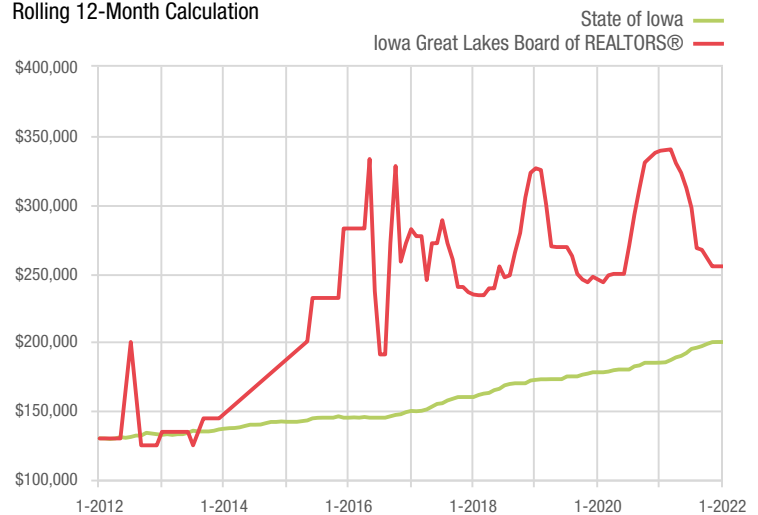
### Median Sales Price - Single-Family Detached

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.