

Local Market Update – January 2022

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

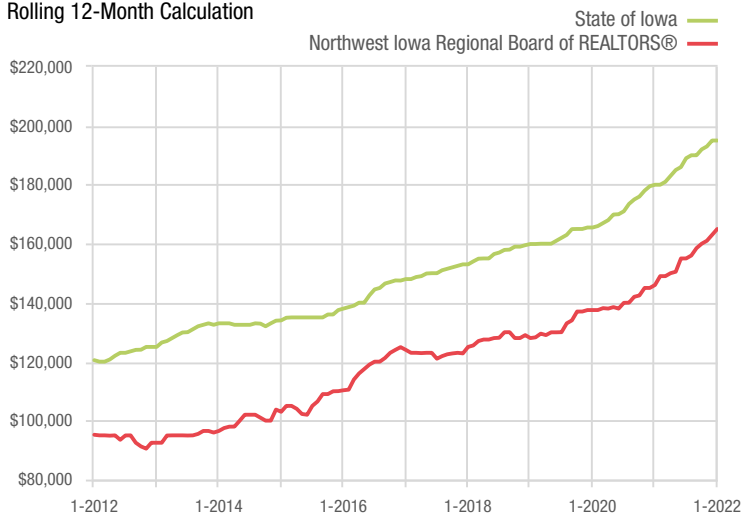
Single-Family Detached	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	151	134	- 11.3%	151	134	- 11.3%
Pending Sales	147	149	+ 1.4%	147	149	+ 1.4%
Closed Sales	185	150	- 18.9%	185	150	- 18.9%
Days on Market Until Sale	61	39	- 36.1%	61	39	- 36.1%
Median Sales Price*	\$146,900	\$164,000	+ 11.6%	\$146,900	\$164,000	+ 11.6%
Average Sales Price*	\$164,482	\$184,066	+ 11.9%	\$164,482	\$184,066	+ 11.9%
Percent of List Price Received*	96.1%	97.5%	+ 1.5%	96.1%	97.5%	+ 1.5%
Inventory of Homes for Sale	305	210	- 31.1%	—	—	—
Months Supply of Inventory	1.4	1.0	- 28.6%	—	—	—

Townhouse-Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	7	16	+ 128.6%	7	16	+ 128.6%
Pending Sales	5	15	+ 200.0%	5	15	+ 200.0%
Closed Sales	11	12	+ 9.1%	11	12	+ 9.1%
Days on Market Until Sale	82	43	- 47.6%	82	43	- 47.6%
Median Sales Price*	\$274,950	\$204,500	- 25.6%	\$274,950	\$204,500	- 25.6%
Average Sales Price*	\$239,994	\$202,963	- 15.4%	\$239,994	\$202,963	- 15.4%
Percent of List Price Received*	98.5%	98.9%	+ 0.4%	98.5%	98.9%	+ 0.4%
Inventory of Homes for Sale	48	26	- 45.8%	—	—	—
Months Supply of Inventory	4.0	1.6	- 60.0%	—	—	—

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

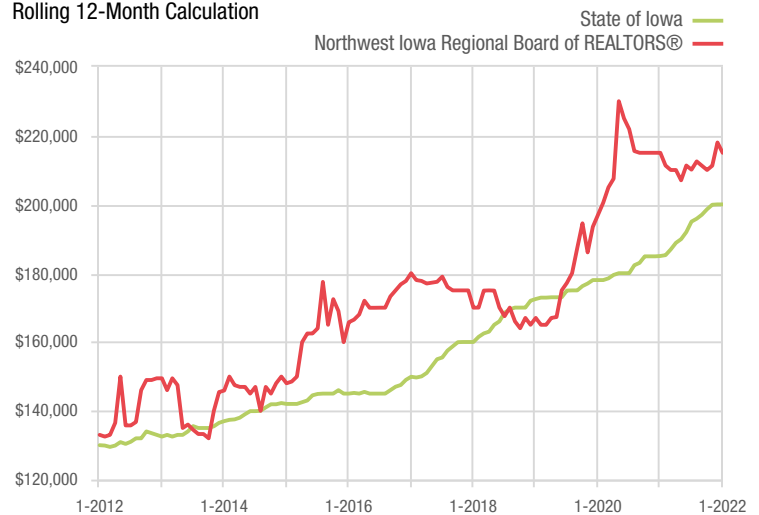
Median Sales Price - Single-Family Detached

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.