

Local Market Update – June 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

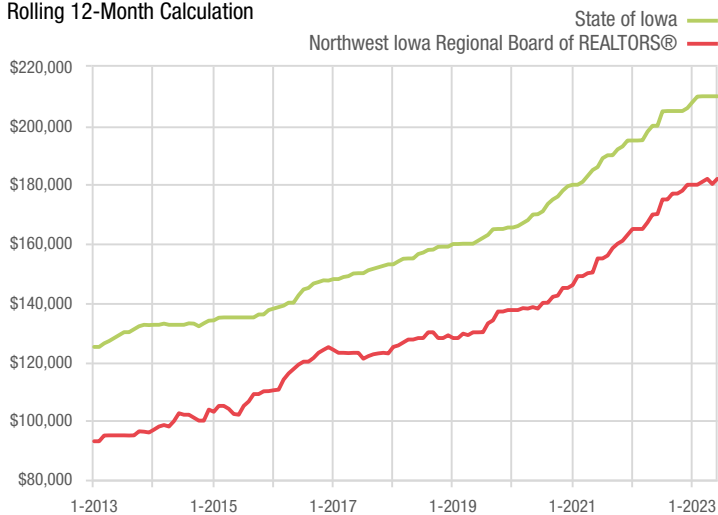
| Single-Family Detached | June | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 6-2022 | Thru 6-2023 | % Change |
| New Listings | 322 | 271 | - 15.8% | 1,298 | 1,269 | - 2.2% |
| Pending Sales | 231 | 222 | - 3.9% | 1,147 | 1,078 | - 6.0% |
| Closed Sales | 231 | 248 | + 7.4% | 1,031 | 906 | - 12.1% |
| Days on Market Until Sale | 24 | 32 | + 33.3% | 35 | 42 | + 20.0% |
| Median Sales Price* | \$195,000 | \$195,000 | 0.0% | \$176,750 | \$185,000 | + 4.7% |
| Average Sales Price* | \$221,389 | \$225,776 | + 2.0% | \$201,698 | \$207,333 | + 2.8% |
| Percent of List Price Received* | 99.6% | 98.5% | - 1.1% | 98.6% | 97.7% | - 0.9% |
| Inventory of Homes for Sale | 300 | 359 | + 19.7% | — | — | — |
| Months Supply of Inventory | 1.5 | 2.1 | + 40.0% | — | — | — |

| Townhouse-Condo | June | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2022 | 2023 | % Change | Thru 6-2022 | Thru 6-2023 | % Change |
| New Listings | 18 | 18 | 0.0% | 83 | 84 | + 1.2% |
| Pending Sales | 10 | 16 | + 60.0% | 73 | 64 | - 12.3% |
| Closed Sales | 16 | 16 | 0.0% | 70 | 50 | - 28.6% |
| Days on Market Until Sale | 62 | 45 | - 27.4% | 44 | 65 | + 47.7% |
| Median Sales Price* | \$202,125 | \$234,000 | + 15.8% | \$212,475 | \$232,000 | + 9.2% |
| Average Sales Price* | \$190,704 | \$239,080 | + 25.4% | \$219,443 | \$238,566 | + 8.7% |
| Percent of List Price Received* | 96.8% | 98.6% | + 1.9% | 99.3% | 98.5% | - 0.8% |
| Inventory of Homes for Sale | 32 | 43 | + 34.4% | — | — | — |
| Months Supply of Inventory | 2.5 | 4.1 | + 64.0% | — | — | — |

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

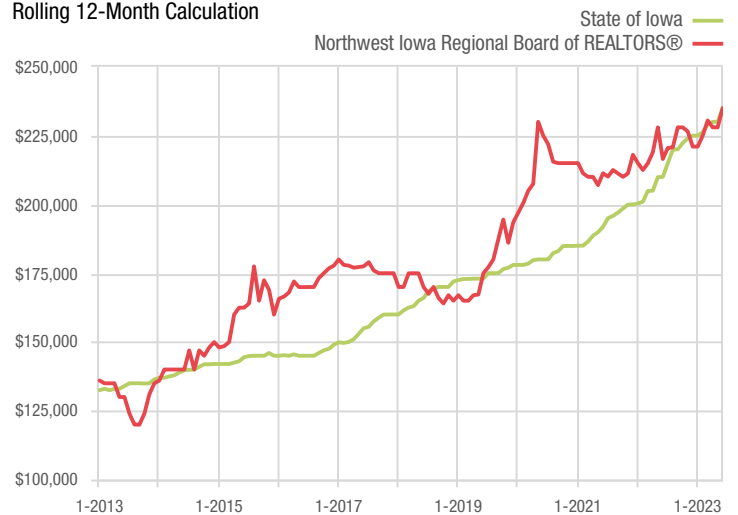
Median Sales Price - Single-Family Detached

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.