

## Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

Single-Family Detached		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		29	44	+ 51.7%	914	865	- 5.4%
Pending Sales		35	35	0.0%	780	740	- 5.1%
Closed Sales		42	36	- 14.3%	794	735	- 7.4%
Days on Market Until Sale		75	64	- 14.7%	66	78	+ 18.2%
Median Sales Price*		\$190,000	\$215,000	+ 13.2%	\$215,000	\$245,000	+ 14.0%
Average Sales Price*		\$259,803	\$229,461	- 11.7%	\$341,673	\$359,035	+ 5.1%
Percent of List Price Received*		97.3%	98.4%	+ 1.1%	98.0%	97.3%	- 0.7%
Inventory of Homes for Sale		127	156	+ 22.8%	—	—	—
Months Supply of Inventory		2.0	2.5	+ 25.0%	—	—	—

Townhouse-Condo		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		12	12	0.0%	159	154	- 3.1%
Pending Sales		6	5	- 16.7%	128	128	0.0%
Closed Sales		8	10	+ 25.0%	145	133	- 8.3%
Days on Market Until Sale		108	91	- 15.7%	161	149	- 7.5%
Median Sales Price*		\$360,295	\$291,450	- 19.1%	\$339,000	\$361,196	+ 6.5%
Average Sales Price*		\$388,699	\$383,690	- 1.3%	\$380,120	\$403,593	+ 6.2%
Percent of List Price Received*		99.3%	96.8%	- 2.5%	101.6%	98.5%	- 3.1%
Inventory of Homes for Sale		64	75	+ 17.2%	—	—	—
Months Supply of Inventory		6.0	7.0	+ 16.7%	—	—	—

\* 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

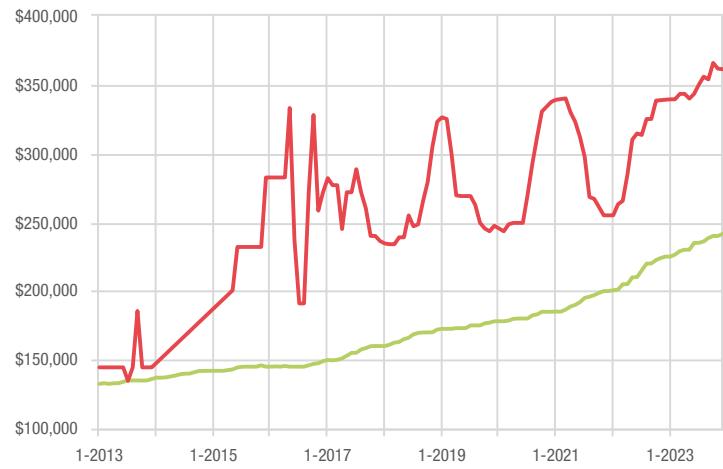
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### Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

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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.