

Local Market Update – September 2024

A Research Tool Provided by Iowa Association of REALTORS®



Clay County

Single-Family Detached

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 9-2023 | Thru 9-2024 | % Change |
| New Listings | 25 | 38 | + 52.0% | 258 | 298 | + 15.5% |
| Pending Sales | 24 | 16 | - 33.3% | 243 | 204 | - 16.0% |
| Closed Sales | 30 | 13 | - 56.7% | 223 | 202 | - 9.4% |
| Days on Market Until Sale | 54 | 45 | - 16.7% | 68 | 71 | + 4.4% |
| Median Sales Price* | \$204,000 | \$135,000 | - 33.8% | \$192,500 | \$212,000 | + 10.1% |
| Average Sales Price* | \$194,633 | \$203,830 | + 4.7% | \$209,776 | \$238,155 | + 13.5% |
| Percent of List Price Received* | 97.1% | 93.9% | - 3.3% | 97.3% | 97.8% | + 0.5% |
| Inventory of Homes for Sale | 47 | 102 | + 117.0% | — | — | — |
| Months Supply of Inventory | 1.9 | 4.7 | + 147.4% | — | — | — |

Townhouse-Condo

| Key Metrics | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|------------|--------------|-------------|----------|
| | 2023 | 2024 | % Change | Thru 9-2023 | Thru 9-2024 | % Change |
| New Listings | 0 | 2 | — | 8 | 23 | + 187.5% |
| Pending Sales | 0 | 1 | — | 12 | 15 | + 25.0% |
| Closed Sales | 1 | 1 | 0.0% | 12 | 12 | 0.0% |
| Days on Market Until Sale | 2 | 42 | + 2,000.0% | 116 | 79 | - 31.9% |
| Median Sales Price* | \$229,900 | \$130,000 | - 43.5% | \$198,450 | \$230,000 | + 15.9% |
| Average Sales Price* | \$229,900 | \$130,000 | - 43.5% | \$214,492 | \$239,608 | + 11.7% |
| Percent of List Price Received* | 100.0% | 94.2% | - 5.8% | 97.2% | 97.9% | + 0.7% |
| Inventory of Homes for Sale | 5 | 15 | + 200.0% | — | — | — |
| Months Supply of Inventory | 2.5 | 10.0 | + 300.0% | — | — | — |

* 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.