

Local Market Update – July 2023

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes the Entire MLS service area

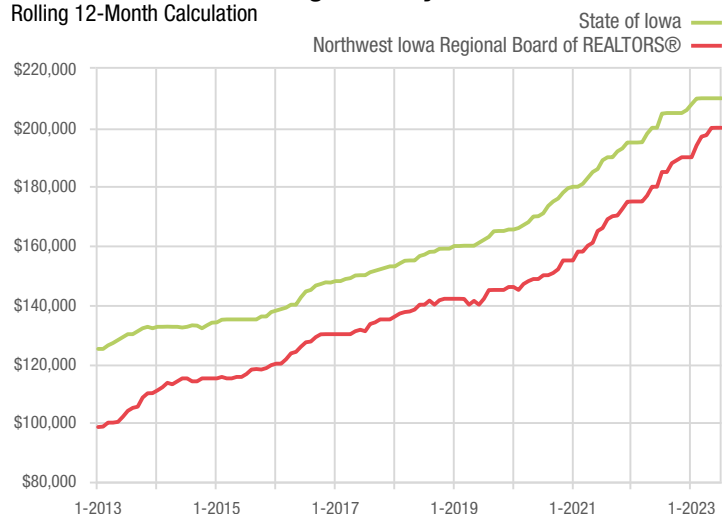
Single-Family Detached	July			Year to Date		
Key Metrics	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	268	233	- 13.1%	1,679	1,641	- 2.3%
Pending Sales	216	206	- 4.6%	1,461	1,404	- 3.9%
Closed Sales	221	225	+ 1.8%	1,338	1,252	- 6.4%
Days on Market Until Sale	16	27	+ 68.8%	27	34	+ 25.9%
Median Sales Price*	\$215,000	\$225,000	+ 4.7%	\$190,000	\$210,000	+ 10.5%
Average Sales Price*	\$246,610	\$264,547	+ 7.3%	\$221,505	\$243,622	+ 10.0%
Percent of List Price Received*	100.1%	97.8%	- 2.3%	99.1%	98.0%	- 1.1%
Inventory of Homes for Sale	331	368	+ 11.2%	—	—	—
Months Supply of Inventory	1.5	2.0	+ 33.3%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
New Listings	25	17	- 32.0%	128	121	- 5.5%
Pending Sales	16	12	- 25.0%	105	89	- 15.2%
Closed Sales	18	13	- 27.8%	103	80	- 22.3%
Days on Market Until Sale	38	11	- 71.1%	40	60	+ 50.0%
Median Sales Price*	\$248,000	\$180,500	- 27.2%	\$245,000	\$232,000	- 5.3%
Average Sales Price*	\$262,494	\$189,600	- 27.8%	\$254,887	\$247,329	- 3.0%
Percent of List Price Received*	101.2%	97.9%	- 3.3%	99.8%	98.6%	- 1.2%
Inventory of Homes for Sale	42	58	+ 38.1%	—	—	—
Months Supply of Inventory	2.7	4.7	+ 74.1%	—	—	—

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

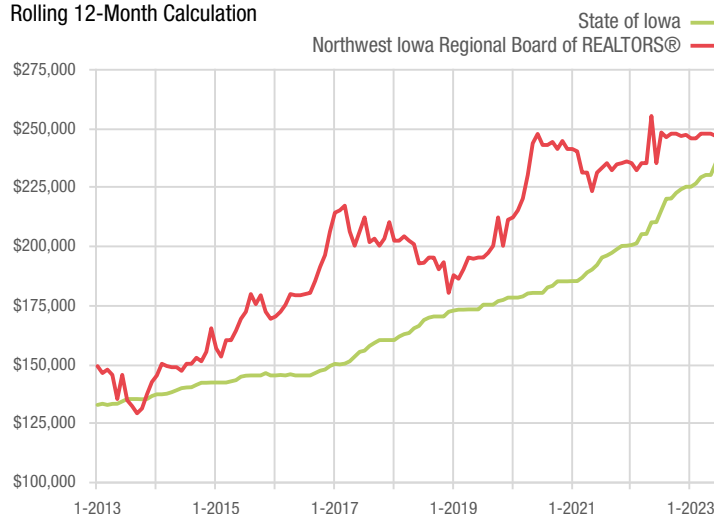
Median Sales Price - Single-Family Detached

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.