

Local Market Update – August 2023

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes the Entire MLS service area

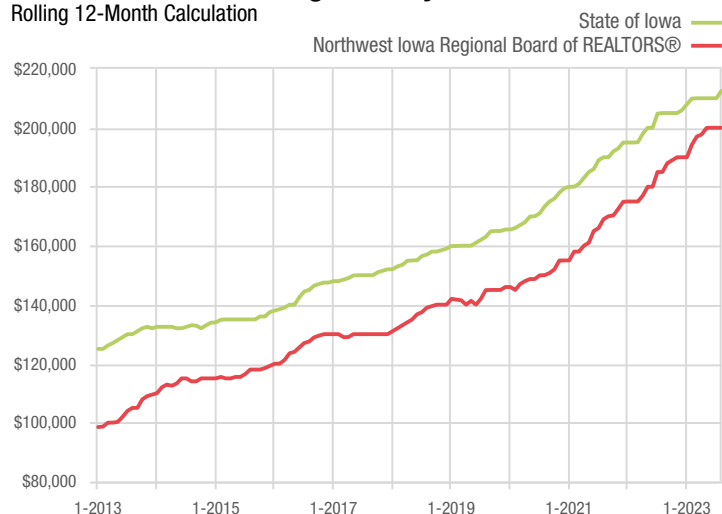
Single-Family Detached	August			Year to Date		
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	270	259	- 4.1%	1,949	1,901	- 2.5%
Pending Sales	214	196	- 8.4%	1,675	1,594	- 4.8%
Closed Sales	253	214	- 15.4%	1,591	1,472	- 7.5%
Days on Market Until Sale	22	35	+ 59.1%	26	34	+ 30.8%
Median Sales Price*	\$199,000	\$196,000	- 1.5%	\$192,000	\$209,000	+ 8.9%
Average Sales Price*	\$241,434	\$248,476	+ 2.9%	\$224,676	\$244,218	+ 8.7%
Percent of List Price Received*	99.3%	97.5%	- 1.8%	99.1%	97.9%	- 1.2%
Inventory of Homes for Sale	347	412	+ 18.7%	—	—	—
Months Supply of Inventory	1.6	2.2	+ 37.5%	—	—	—

Townhouse-Condo	August			Year to Date		
Key Metrics	2022	2023	% Change	Thru 8-2022	Thru 8-2023	% Change
New Listings	19	20	+ 5.3%	147	141	- 4.1%
Pending Sales	18	15	- 16.7%	123	105	- 14.6%
Closed Sales	20	14	- 30.0%	123	94	- 23.6%
Days on Market Until Sale	74	38	- 48.6%	45	56	+ 24.4%
Median Sales Price*	\$247,000	\$275,000	+ 11.3%	\$246,000	\$238,000	- 3.3%
Average Sales Price*	\$256,834	\$267,004	+ 4.0%	\$255,204	\$250,291	- 1.9%
Percent of List Price Received*	100.6%	100.2%	- 0.4%	99.9%	98.8%	- 1.1%
Inventory of Homes for Sale	43	60	+ 39.5%	—	—	—
Months Supply of Inventory	2.8	4.9	+ 75.0%	—	—	—

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

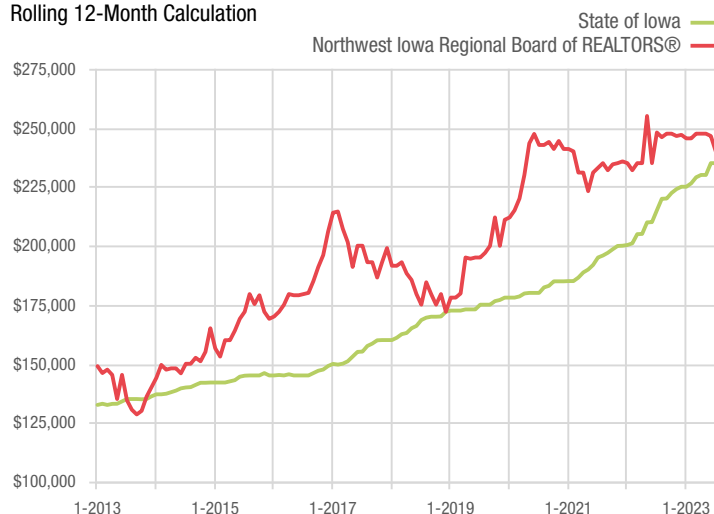
Median Sales Price - Single-Family Detached

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.