

Local Market Update – November 2023

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes the Entire MLS service area

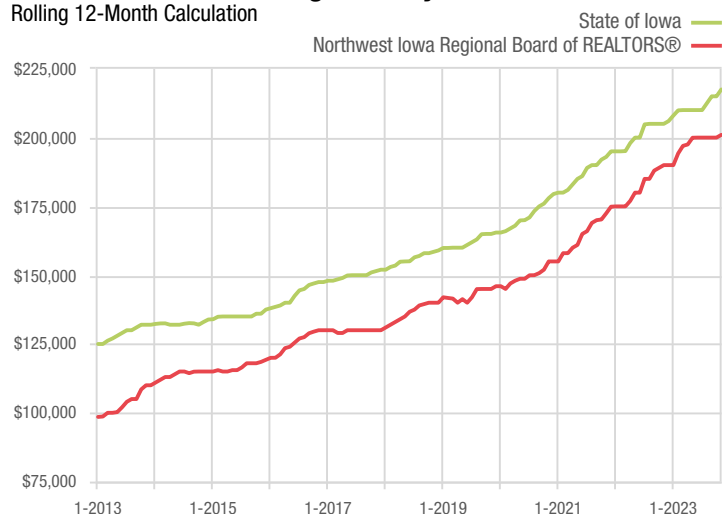
Single-Family Detached	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	161	188	+ 16.8%	2,580	2,585	+ 0.2%
Pending Sales	130	159	+ 22.3%	2,195	2,113	- 3.7%
Closed Sales	178	184	+ 3.4%	2,214	2,021	- 8.7%
Days on Market Until Sale	33	37	+ 12.1%	26	34	+ 30.8%
Median Sales Price*	\$190,000	\$210,750	+ 10.9%	\$190,700	\$205,000	+ 7.5%
Average Sales Price*	\$225,851	\$239,350	+ 6.0%	\$224,657	\$240,394	+ 7.0%
Percent of List Price Received*	97.7%	97.0%	- 0.7%	98.7%	97.6%	- 1.1%
Inventory of Homes for Sale	355	452	+ 27.3%	—	—	—
Months Supply of Inventory	1.8	2.4	+ 33.3%	—	—	—

Townhouse-Condo	November			Year to Date		
Key Metrics	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	10	12	+ 20.0%	195	186	- 4.6%
Pending Sales	10	7	- 30.0%	157	139	- 11.5%
Closed Sales	12	13	+ 8.3%	170	133	- 21.8%
Days on Market Until Sale	67	79	+ 17.9%	51	62	+ 21.6%
Median Sales Price*	\$292,000	\$215,000	- 26.4%	\$247,000	\$239,000	- 3.2%
Average Sales Price*	\$269,227	\$266,135	- 1.1%	\$260,632	\$254,653	- 2.3%
Percent of List Price Received*	100.7%	97.1%	- 3.6%	100.0%	98.4%	- 1.6%
Inventory of Homes for Sale	51	57	+ 11.8%	—	—	—
Months Supply of Inventory	3.6	4.7	+ 30.6%	—	—	—

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

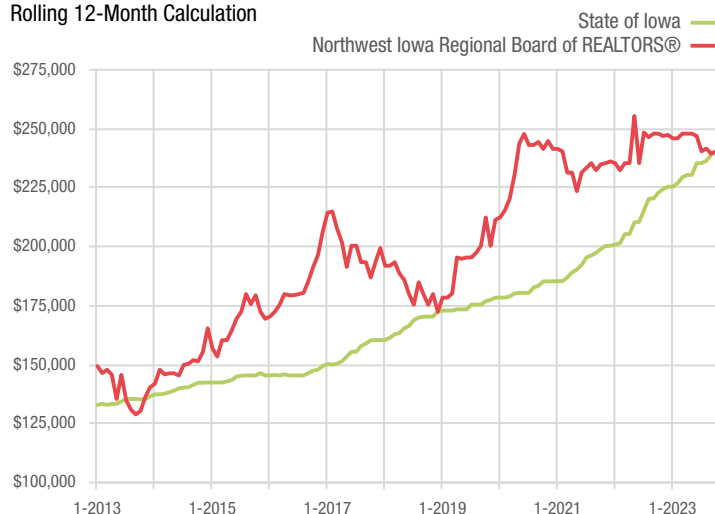
Median Sales Price - Single-Family Detached

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.