

Northwest Iowa Regional Board of REALTORS®

Includes the Entire MLS service area

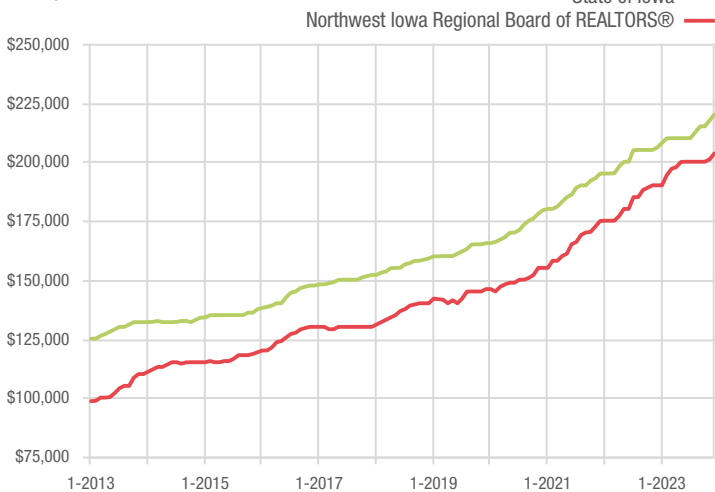
Single-Family Detached	December			Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	103	144	+ 39.8%	2,683	2,732	+ 1.8%
Pending Sales	105	141	+ 34.3%	2,300	2,263	- 1.6%
Closed Sales	163	166	+ 1.8%	2,377	2,205	- 7.2%
Days on Market Until Sale	32	38	+ 18.8%	27	35	+ 29.6%
Median Sales Price*	\$182,000	\$195,000	+ 7.1%	\$190,000	\$203,500	+ 7.1%
Average Sales Price*	\$209,728	\$228,239	+ 8.8%	\$223,632	\$239,520	+ 7.1%
Percent of List Price Received*	96.2%	96.3%	+ 0.1%	98.6%	97.5%	- 1.1%
Inventory of Homes for Sale	319	410	+ 28.5%	—	—	—
Months Supply of Inventory	1.7	2.2	+ 29.4%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	6	12	+ 100.0%	201	197	- 2.0%
Pending Sales	8	3	- 62.5%	165	143	- 13.3%
Closed Sales	12	10	- 16.7%	182	143	- 21.4%
Days on Market Until Sale	39	22	- 43.6%	51	60	+ 17.6%
Median Sales Price*	\$258,750	\$206,500	- 20.2%	\$247,000	\$240,000	- 2.8%
Average Sales Price*	\$265,826	\$246,570	- 7.2%	\$260,976	\$254,760	- 2.4%
Percent of List Price Received*	97.8%	97.7%	- 0.1%	99.8%	98.4%	- 1.4%
Inventory of Homes for Sale	46	61	+ 32.6%	—	—	—
Months Supply of Inventory	3.3	5.1	+ 54.5%	—	—	—

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

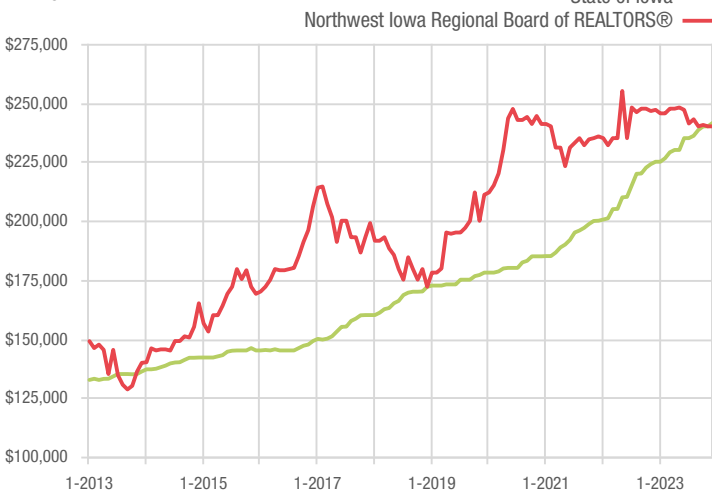
Median Sales Price - Single-Family Detached

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.