

Local Market Update – April 2024

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes the Entire MLS service area

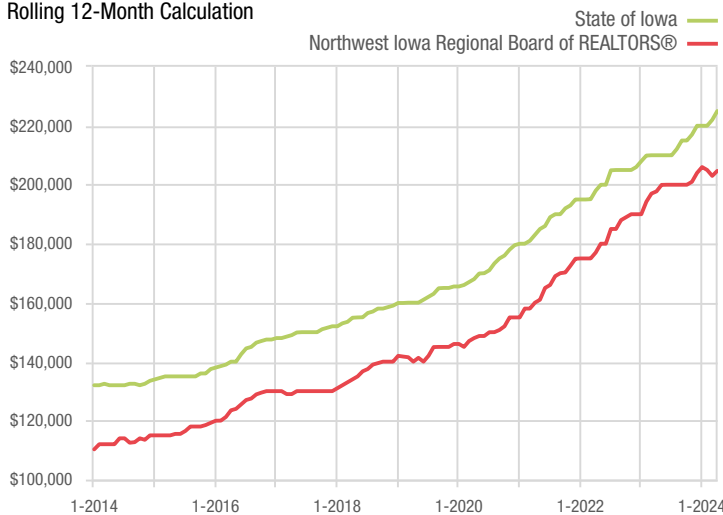
| Single-Family Detached | April | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 4-2023 | Thru 4-2024 | % Change |
| New Listings | 250 | 280 | + 12.0% | 790 | 905 | + 14.6% |
| Pending Sales | 212 | 224 | + 5.7% | 707 | 749 | + 5.9% |
| Closed Sales | 143 | 179 | + 25.2% | 546 | 578 | + 5.9% |
| Days on Market Until Sale | 46 | 47 | + 2.2% | 44 | 48 | + 9.1% |
| Median Sales Price* | \$202,500 | \$205,000 | + 1.2% | \$200,000 | \$198,000 | - 1.0% |
| Average Sales Price* | \$232,207 | \$218,683 | - 5.8% | \$235,377 | \$220,245 | - 6.4% |
| Percent of List Price Received* | 98.5% | 96.8% | - 1.7% | 97.2% | 96.5% | - 0.7% |
| Inventory of Homes for Sale | 293 | 416 | + 42.0% | — | — | — |
| Months Supply of Inventory | 1.6 | 2.2 | + 37.5% | — | — | — |

| Townhouse-Condo | April | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2023 | 2024 | % Change | Thru 4-2023 | Thru 4-2024 | % Change |
| New Listings | 25 | 21 | - 16.0% | 62 | 76 | + 22.6% |
| Pending Sales | 18 | 13 | - 27.8% | 47 | 45 | - 4.3% |
| Closed Sales | 9 | 13 | + 44.4% | 32 | 36 | + 12.5% |
| Days on Market Until Sale | 41 | 48 | + 17.1% | 61 | 52 | - 14.8% |
| Median Sales Price* | \$270,000 | \$196,000 | - 27.4% | \$232,000 | \$255,000 | + 9.9% |
| Average Sales Price* | \$316,606 | \$241,962 | - 23.6% | \$257,702 | \$264,194 | + 2.5% |
| Percent of List Price Received* | 99.1% | 96.7% | - 2.4% | 98.4% | 97.3% | - 1.1% |
| Inventory of Homes for Sale | 50 | 77 | + 54.0% | — | — | — |
| Months Supply of Inventory | 4.1 | 6.6 | + 61.0% | — | — | — |

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

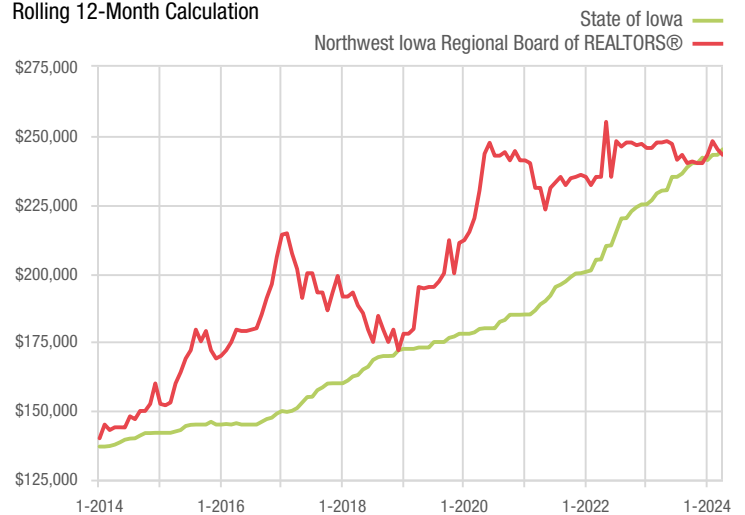
Median Sales Price - Single-Family Detached

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.