

Local Market Update – September 2024

A Research Tool Provided by Iowa Association of REALTORS®



Northwest Iowa Regional Board of REALTORS®

Includes the Entire MLS service area

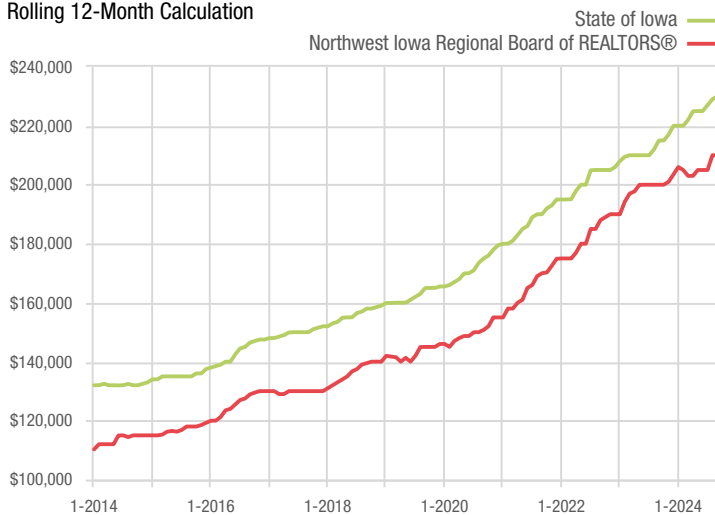
Single-Family Detached	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
New Listings	250	251	+ 0.4%	2,155	2,246	+ 4.2%
Pending Sales	168	209	+ 24.4%	1,766	1,792	+ 1.5%
Closed Sales	194	182	- 6.2%	1,682	1,668	- 0.8%
Days on Market Until Sale	32	40	+ 25.0%	34	41	+ 20.6%
Median Sales Price*	\$188,000	\$216,200	+ 15.0%	\$205,000	\$215,000	+ 4.9%
Average Sales Price*	\$230,401	\$236,250	+ 2.5%	\$242,417	\$246,499	+ 1.7%
Percent of List Price Received*	97.0%	97.4%	+ 0.4%	97.8%	97.1%	- 0.7%
Inventory of Homes for Sale	463	499	+ 7.8%	—	—	—
Months Supply of Inventory	2.5	2.6	+ 4.0%	—	—	—

Townhouse-Condo	September			Year to Date		
	2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
New Listings	21	25	+ 19.0%	161	239	+ 48.4%
Pending Sales	12	16	+ 33.3%	116	150	+ 29.3%
Closed Sales	20	19	- 5.0%	114	130	+ 14.0%
Days on Market Until Sale	47	66	+ 40.4%	55	72	+ 30.9%
Median Sales Price*	\$228,950	\$236,000	+ 3.1%	\$238,000	\$261,500	+ 9.9%
Average Sales Price*	\$265,276	\$255,600	- 3.6%	\$253,793	\$279,861	+ 10.3%
Percent of List Price Received*	97.2%	98.7%	+ 1.5%	98.5%	98.2%	- 0.3%
Inventory of Homes for Sale	71	109	+ 53.5%	—	—	—
Months Supply of Inventory	5.9	7.4	+ 25.4%	—	—	—

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

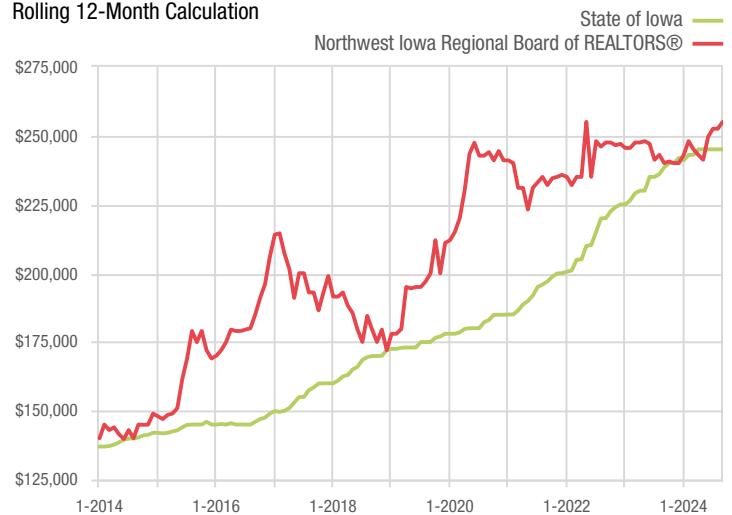
Median Sales Price - Single-Family Detached

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.