

Local Market Update – July 2023

A Research Tool Provided by ITSO.



Waterloo

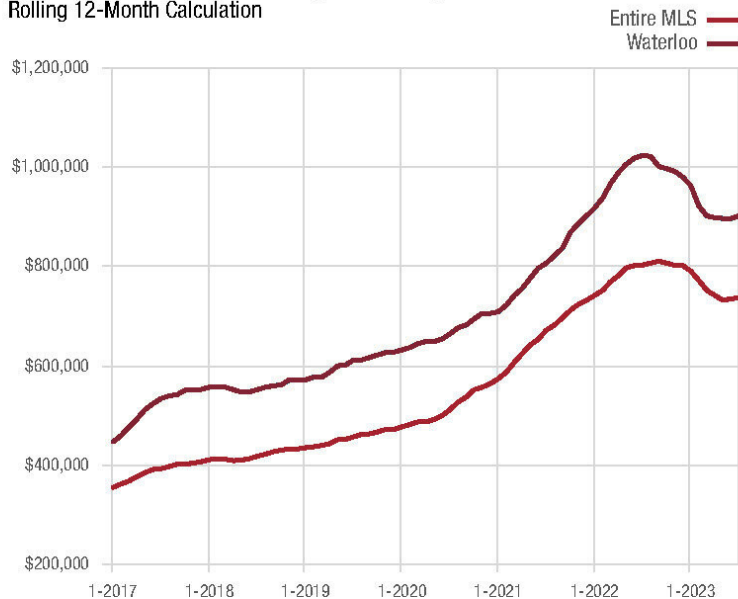
Single Family	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
Key Metrics						
New Listings	110	106	- 3.6%	935	671	- 28.2%
Sales	50	56	+ 12.0%	516	437	- 15.3%
Days on Market Until Sale	15	11	- 26.7%	10	12	+ 20.0%
Median Sales Price*	\$841,000	\$923,500	+ 9.8%	\$1,075,000	\$919,000	- 14.5%
Average Sales Price*	\$1,020,251	\$1,003,399	- 1.7%	\$1,140,048	\$1,029,571	- 9.7%
Percent of List Price Received*	101.9%	108.1%	+ 6.1%	117.4%	108.0%	- 8.0%
Inventory of Homes for Sale	116	90	- 22.4%	—	—	—
Months Supply of Inventory	1.6	1.6	0.0%	—	—	—

Townhouse/Condo	July			Year to Date		
	2022	2023	% Change	Thru 7-2022	Thru 7-2023	% Change
Key Metrics						
New Listings	104	110	+ 5.8%	874	704	- 19.5%
Sales	71	55	- 22.5%	487	436	- 10.5%
Days on Market Until Sale	24	21	- 12.5%	13	23	+ 76.9%
Median Sales Price*	\$570,000	\$600,000	+ 5.3%	\$630,000	\$566,250	- 10.1%
Average Sales Price*	\$610,763	\$613,240	+ 0.4%	\$659,816	\$599,234	- 9.2%
Percent of List Price Received*	101.9%	103.5%	+ 1.6%	114.3%	102.8%	- 10.1%
Inventory of Homes for Sale	134	128	- 4.5%	—	—	—
Months Supply of Inventory	1.9	2.3	+ 21.1%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

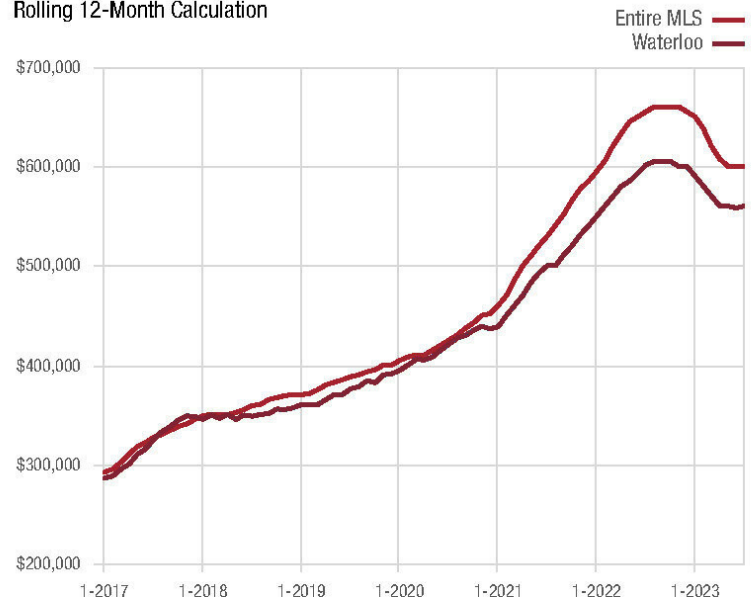
Median Sales Price - Single-Family

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.