Iowa Association of REALTORS®

North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties
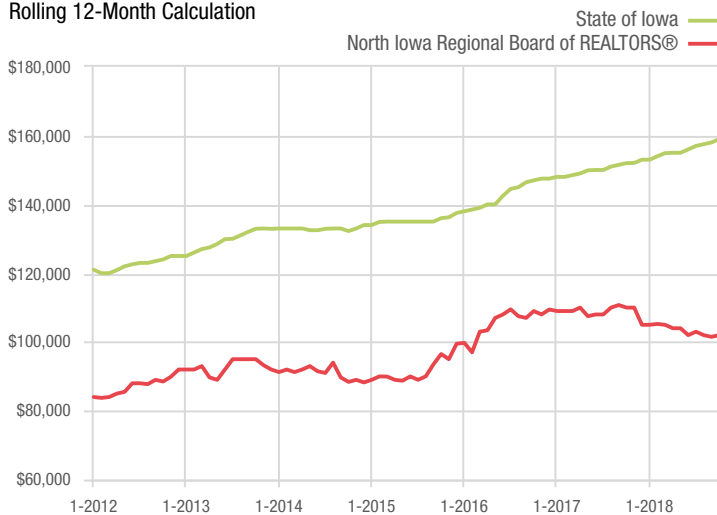
Single-Family Detached

Key Metrics	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	115	144	+ 25.2%	1,371	1,413	+ 3.1%
Pending Sales	84	64	- 23.8%	1,021	970	- 5.0%
Closed Sales	106	106	0.0%	989	967	- 2.2%
Days on Market Until Sale	107	92	- 14.0%	108	107	- 0.9%
Median Sales Price*	$102,000	$118,500	+ 16.2%	$110,000	$104,000	- 5.5%
Average Sales Price*	$134,791	$137,962	+ 2.4%	$140,171	$143,496	+ 2.4%
Percent of List Price Received*	94.2%	94.6%	+ 0.4%	94.5%	94.9%	+ 0.4%
Inventory of Homes for Sale	504	566	+ 12.3%	—	—	—
Months Supply of Inventory	5.3	6.2	+ 17.0%	—	—	—

Townhouse-Condo

Key Metrics	October			Year to Date		
	2017	2018	% Change	Thru 10-2017	Thru 10-2018	% Change
New Listings	8	12	+ 50.0%	108	138	+ 27.8%
Pending Sales	3	6	+ 100.0%	73	87	+ 19.2%
Closed Sales	13	6	- 53.8%	73	84	+ 15.1%
Days on Market Until Sale	118	235	+ 99.2%	168	127	- 24.4%
Median Sales Price*	$205,000	$199,000	- 2.9%	$173,000	$198,000	+ 14.5%
Average Sales Price*	$192,169	$176,083	- 8.4%	$170,027	$205,269	+ 20.7%
Percent of List Price Received*	95.5%	95.4%	- 0.1%	95.2%	95.6%	+ 0.4%
Inventory of Homes for Sale	66	61	- 7.6%	—	—	—
Months Supply of Inventory	9.9	7.5	- 24.2%	—	—	—

* Does not account for seller concessions; % Change may be extreme due to small sample size.
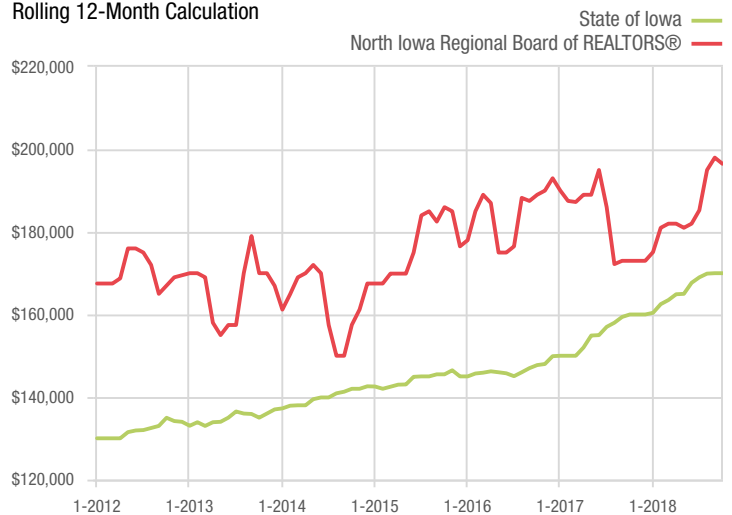
Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa —
North Iowa Regional Board of REALTORS® —

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa —
North Iowa Regional Board of REALTORS® —

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.