

# Local Market Update – May 2021

A Research Tool Provided by Iowa Association of REALTORS®



## North Iowa Regional Board of REALTORS®

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

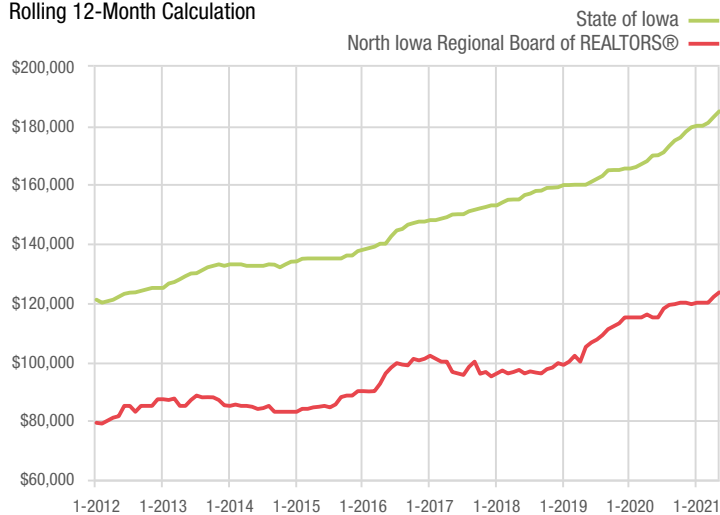
Single-Family Detached	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	157	148	- 5.7%	540	590	+ 9.3%
Pending Sales	124	77	- 37.9%	416	483	+ 16.1%
Closed Sales	56	118	+ 110.7%	295	474	+ 60.7%
Days on Market Until Sale	143	80	- 44.1%	139	102	- 26.6%
Median Sales Price*	\$104,000	\$133,750	+ 28.6%	\$104,300	\$124,000	+ 18.9%
Average Sales Price*	\$142,534	\$162,668	+ 14.1%	\$130,896	\$155,331	+ 18.7%
Percent of List Price Received*	95.2%	98.2%	+ 3.2%	94.1%	96.2%	+ 2.2%
Inventory of Homes for Sale	411	306	- 25.5%	—	—	—
Months Supply of Inventory	4.9	2.8	- 42.9%	—	—	—

Townhouse-Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	6	2	- 66.7%	18	27	+ 50.0%
Pending Sales	6	4	- 33.3%	18	18	0.0%
Closed Sales	2	5	+ 150.0%	17	11	- 35.3%
Days on Market Until Sale	234	128	- 45.3%	275	166	- 39.6%
Median Sales Price*	\$153,500	\$280,000	+ 82.4%	\$197,450	\$195,000	- 1.2%
Average Sales Price*	\$153,500	\$239,280	+ 55.9%	\$189,668	\$192,127	+ 1.3%
Percent of List Price Received*	96.1%	98.1%	+ 2.1%	96.4%	95.7%	- 0.7%
Inventory of Homes for Sale	28	26	- 7.1%	—	—	—
Months Supply of Inventory	7.8	7.4	- 5.1%	—	—	—

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

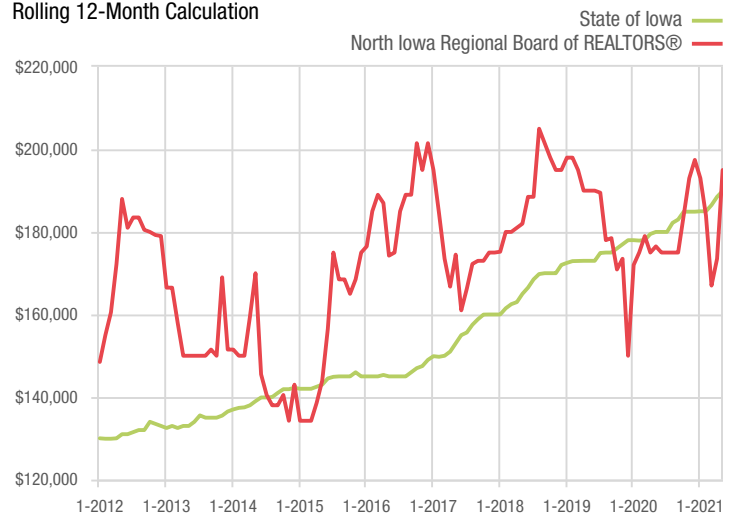
### Median Sales Price - Single-Family Detached

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.