

Local Market Update – June 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

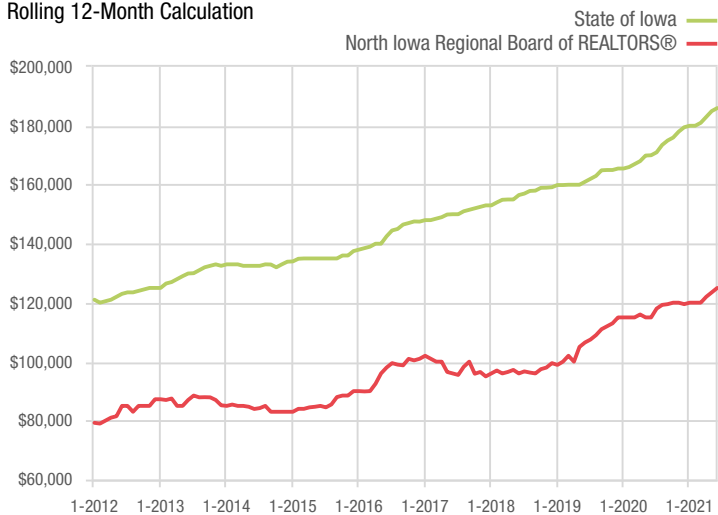
Single-Family Detached	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	148	204	+ 37.8%	688	793	+ 15.3%
Pending Sales	134	66	- 50.7%	550	620	+ 12.7%
Closed Sales	106	131	+ 23.6%	401	605	+ 50.9%
Days on Market Until Sale	132	68	- 48.5%	137	94	- 31.4%
Median Sales Price*	\$116,750	\$134,400	+ 15.1%	\$110,000	\$127,500	+ 15.9%
Average Sales Price*	\$127,849	\$191,510	+ 49.8%	\$130,087	\$163,178	+ 25.4%
Percent of List Price Received*	96.1%	97.5%	+ 1.5%	94.6%	96.5%	+ 2.0%
Inventory of Homes for Sale	404	357	- 11.6%	—	—	—
Months Supply of Inventory	4.6	3.2	- 30.4%	—	—	—

Townhouse-Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
New Listings	6	9	+ 50.0%	24	40	+ 66.7%
Pending Sales	7	5	- 28.6%	25	27	+ 8.0%
Closed Sales	3	9	+ 200.0%	20	20	0.0%
Days on Market Until Sale	236	128	- 45.8%	269	149	- 44.6%
Median Sales Price*	\$262,500	\$170,000	- 35.2%	\$201,225	\$177,500	- 11.8%
Average Sales Price*	\$219,167	\$192,822	- 12.0%	\$194,093	\$192,440	- 0.9%
Percent of List Price Received*	96.7%	97.0%	+ 0.3%	96.4%	96.3%	- 0.1%
Inventory of Homes for Sale	25	30	+ 20.0%	—	—	—
Months Supply of Inventory	6.7	8.2	+ 22.4%	—	—	—

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

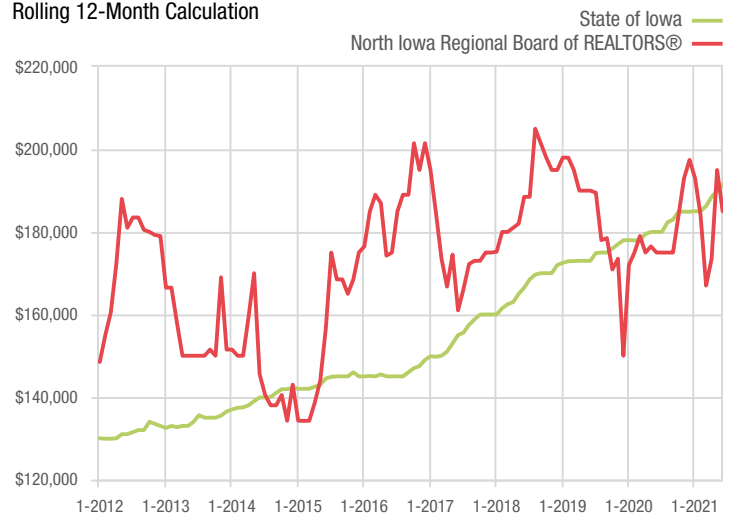
Median Sales Price - Single-Family Detached

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.