

Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



Greater Mason City Board of REALTORS®

Includes Mason City and Surrounding Area

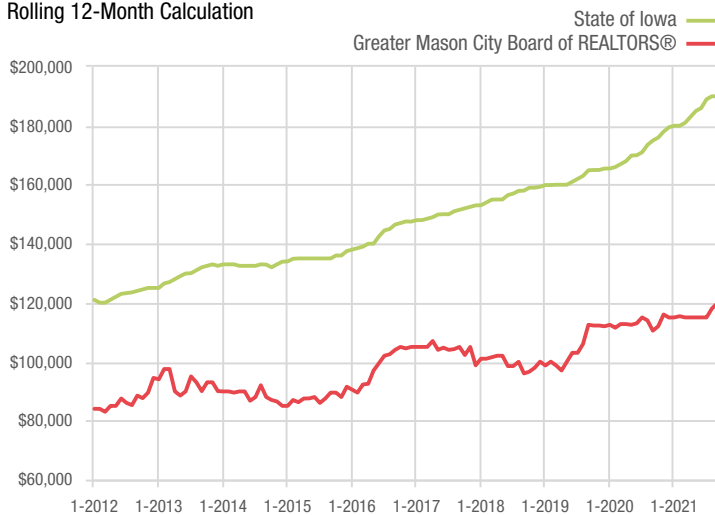
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	68	83	+ 22.1%	523	561	+ 7.3%
Pending Sales	42	23	- 45.2%	507	469	- 7.5%
Closed Sales	70	65	- 7.1%	471	481	+ 2.1%
Days on Market Until Sale	85	65	- 23.5%	112	84	- 25.0%
Median Sales Price*	\$104,000	\$120,500	+ 15.9%	\$115,500	\$121,250	+ 5.0%
Average Sales Price*	\$123,023	\$142,916	+ 16.2%	\$133,928	\$147,639	+ 10.2%
Percent of List Price Received*	96.5%	97.7%	+ 1.2%	95.7%	98.0%	+ 2.4%
Inventory of Homes for Sale	129	154	+ 19.4%	—	—	—
Months Supply of Inventory	2.4	3.0	+ 25.0%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	5	1	- 80.0%	25	31	+ 24.0%
Pending Sales	1	2	+ 100.0%	19	37	+ 94.7%
Closed Sales	3	4	+ 33.3%	24	37	+ 54.2%
Days on Market Until Sale	76	72	- 5.3%	250	150	- 40.0%
Median Sales Price*	\$140,000	\$202,000	+ 44.3%	\$209,000	\$188,000	- 10.0%
Average Sales Price*	\$165,967	\$195,125	+ 17.6%	\$203,760	\$206,443	+ 1.3%
Percent of List Price Received*	97.7%	97.0%	- 0.7%	96.3%	96.6%	+ 0.3%
Inventory of Homes for Sale	20	8	- 60.0%	—	—	—
Months Supply of Inventory	7.9	2.1	- 73.4%	—	—	—

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

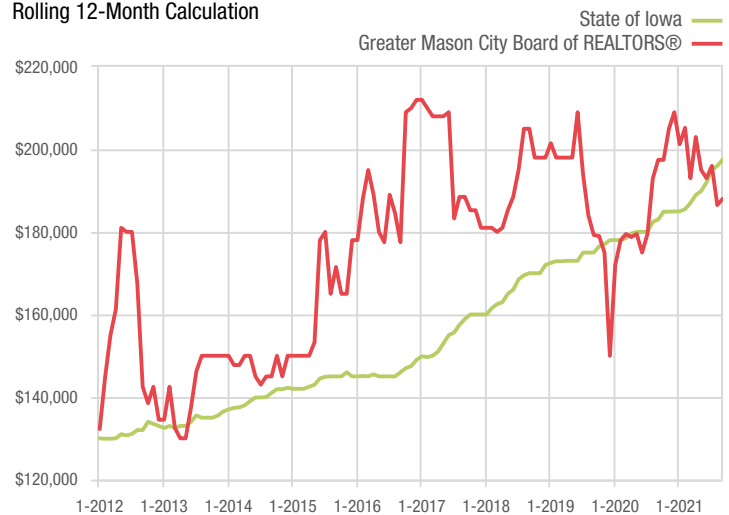
Median Sales Price - Single-Family Detached

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.