

Local Market Update – September 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

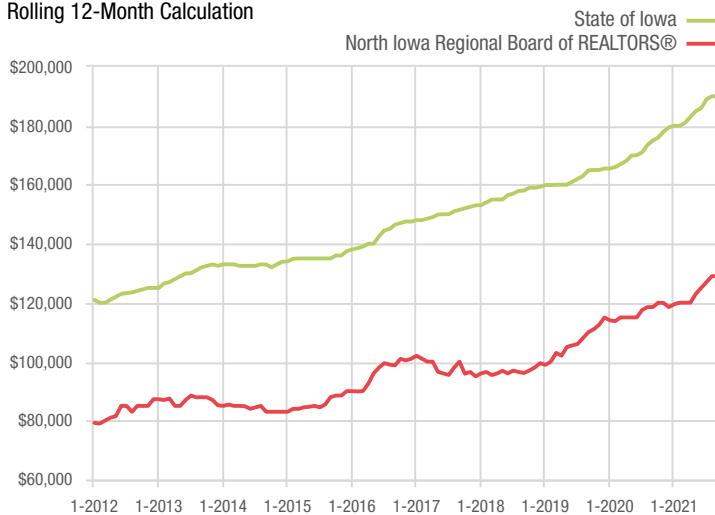
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	153	164	+ 7.2%	1,224	1,293	+ 5.6%
Pending Sales	125	82	- 34.4%	1,014	1,087	+ 7.2%
Closed Sales	151	145	- 4.0%	896	1,076	+ 20.1%
Days on Market Until Sale	104	77	- 26.0%	119	86	- 27.7%
Median Sales Price*	\$125,000	\$130,000	+ 4.0%	\$117,750	\$130,000	+ 10.4%
Average Sales Price*	\$144,779	\$174,969	+ 20.9%	\$148,039	\$173,180	+ 17.0%
Percent of List Price Received*	95.7%	97.7%	+ 2.1%	95.0%	96.9%	+ 2.0%
Inventory of Homes for Sale	387	348	- 10.1%	—	—	—
Months Supply of Inventory	3.7	3.0	- 18.9%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	6	5	- 16.7%	44	60	+ 36.4%
Pending Sales	2	6	+ 200.0%	35	54	+ 54.3%
Closed Sales	4	6	+ 50.0%	40	49	+ 22.5%
Days on Market Until Sale	155	59	- 61.9%	205	137	- 33.2%
Median Sales Price*	\$182,500	\$202,000	+ 10.7%	\$184,000	\$197,000	+ 7.1%
Average Sales Price*	\$228,225	\$220,583	- 3.3%	\$195,198	\$221,812	+ 13.6%
Percent of List Price Received*	97.7%	98.6%	+ 0.9%	96.9%	97.0%	+ 0.1%
Inventory of Homes for Sale	27	20	- 25.9%	—	—	—
Months Supply of Inventory	7.0	3.9	- 44.3%	—	—	—

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

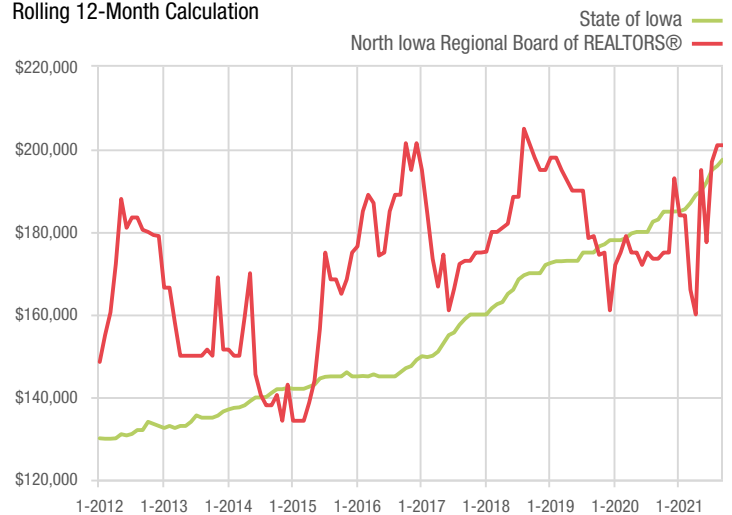
Median Sales Price - Single-Family Detached

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.