

# Local Market Update – February 2022

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

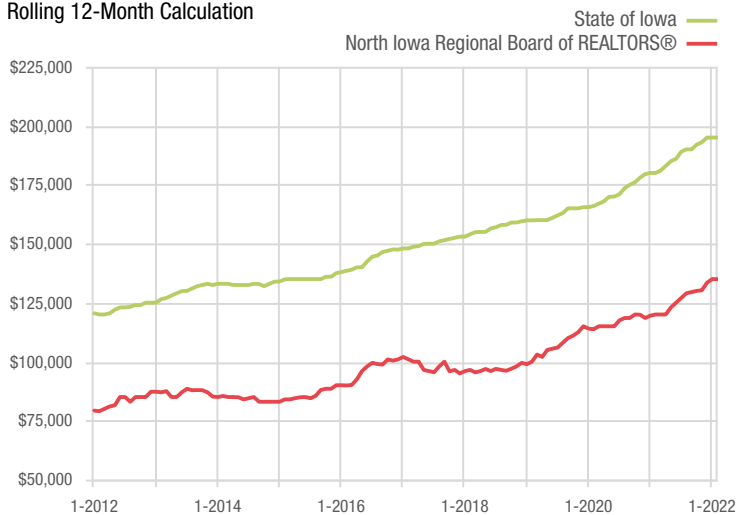
Single-Family Detached	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	62	<b>77</b>	+ 24.2%	138	<b>170</b>	+ 23.2%
Pending Sales	86	<b>51</b>	- 40.7%	177	<b>117</b>	- 33.9%
Closed Sales	69	<b>52</b>	- 24.6%	144	<b>122</b>	- 15.3%
Days on Market Until Sale	108	<b>77</b>	- 28.7%	97	<b>79</b>	- 18.6%
Median Sales Price*	\$130,000	<b>\$126,350</b>	- 2.8%	\$130,000	<b>\$129,000</b>	- 0.8%
Average Sales Price*	\$157,390	<b>\$139,794</b>	- 11.2%	\$160,683	<b>\$145,079</b>	- 9.7%
Percent of List Price Received*	95.3%	<b>96.0%</b>	+ 0.7%	95.3%	<b>94.8%</b>	- 0.5%
Inventory of Homes for Sale	217	<b>245</b>	+ 12.9%	—	—	—
Months Supply of Inventory	1.9	<b>2.1</b>	+ 10.5%	—	—	—

Townhouse-Condo	February			Year to Date		
	2021	2022	% Change	Thru 2-2021	Thru 2-2022	% Change
New Listings	1	<b>2</b>	+ 100.0%	3	<b>4</b>	+ 33.3%
Pending Sales	2	<b>1</b>	- 50.0%	3	<b>6</b>	+ 100.0%
Closed Sales	1	<b>2</b>	+ 100.0%	1	<b>5</b>	+ 400.0%
Days on Market Until Sale	90	<b>169</b>	+ 87.8%	90	<b>103</b>	+ 14.4%
Median Sales Price*	\$231,000	<b>\$202,250</b>	- 12.4%	\$231,000	<b>\$165,000</b>	- 28.6%
Average Sales Price*	\$231,000	<b>\$202,250</b>	- 12.4%	\$231,000	<b>\$222,200</b>	- 3.8%
Percent of List Price Received*	96.7%	<b>99.1%</b>	+ 2.5%	96.7%	<b>98.3%</b>	+ 1.7%
Inventory of Homes for Sale	24	<b>22</b>	- 8.3%	—	—	—
Months Supply of Inventory	6.9	<b>4.0</b>	- 42.0%	—	—	—

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

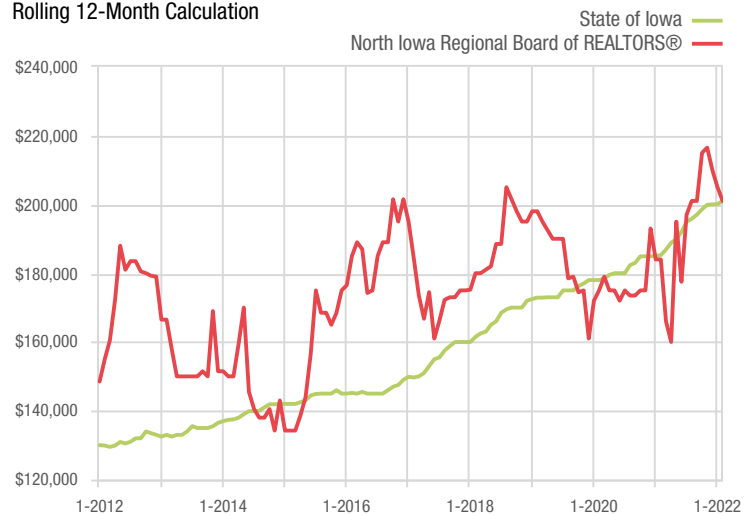
### Median Sales Price - Single-Family Detached

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.