

Local Market Update – March 2022

A Research Tool Provided by Iowa Association of REALTORS®



Cerro Gordo County

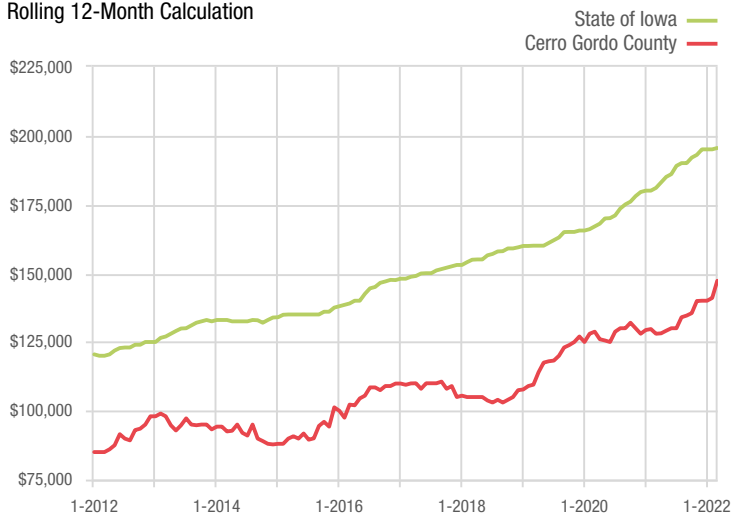
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	76	62	- 18.4%	150	141	- 6.0%
Pending Sales	74	32	- 56.8%	196	116	- 40.8%
Closed Sales	82	55	- 32.9%	172	123	- 28.5%
Days on Market Until Sale	117	88	- 24.8%	109	81	- 25.7%
Median Sales Price*	\$119,000	\$137,000	+ 15.1%	\$123,500	\$131,500	+ 6.5%
Average Sales Price*	\$138,194	\$191,810	+ 38.8%	\$157,363	\$171,920	+ 9.3%
Percent of List Price Received*	95.8%	94.9%	- 0.9%	96.0%	95.4%	- 0.6%
Inventory of Homes for Sale	98	125	+ 27.6%	—	—	—
Months Supply of Inventory	1.4	1.8	+ 28.6%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	6	2	- 66.7%	8	5	- 37.5%
Pending Sales	3	1	- 66.7%	5	5	0.0%
Closed Sales	1	3	+ 200.0%	2	7	+ 250.0%
Days on Market Until Sale	255	63	- 75.3%	173	61	- 64.7%
Median Sales Price*	\$109,000	\$180,000	+ 65.1%	\$170,000	\$180,000	+ 5.9%
Average Sales Price*	\$109,000	\$208,667	+ 91.4%	\$170,000	\$229,629	+ 35.1%
Percent of List Price Received*	94.9%	99.9%	+ 5.3%	95.8%	98.7%	+ 3.0%
Inventory of Homes for Sale	21	21	0.0%	—	—	—
Months Supply of Inventory	6.8	4.6	- 32.4%	—	—	—

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

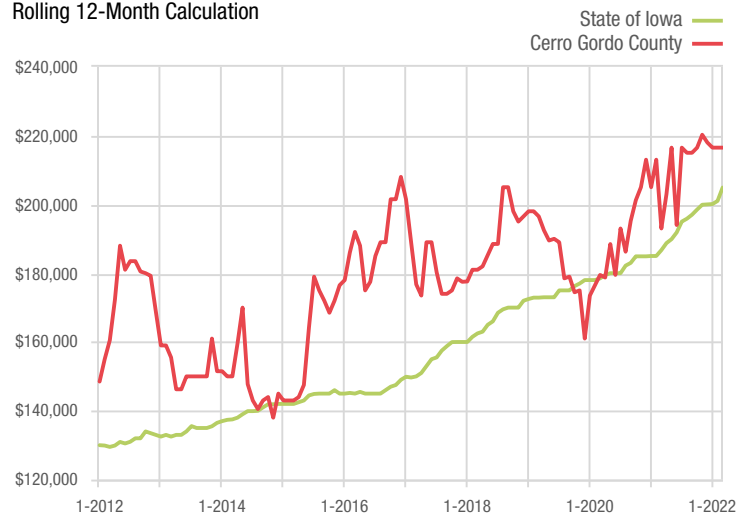
Median Sales Price - Single-Family Detached

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.