

Local Market Update – March 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

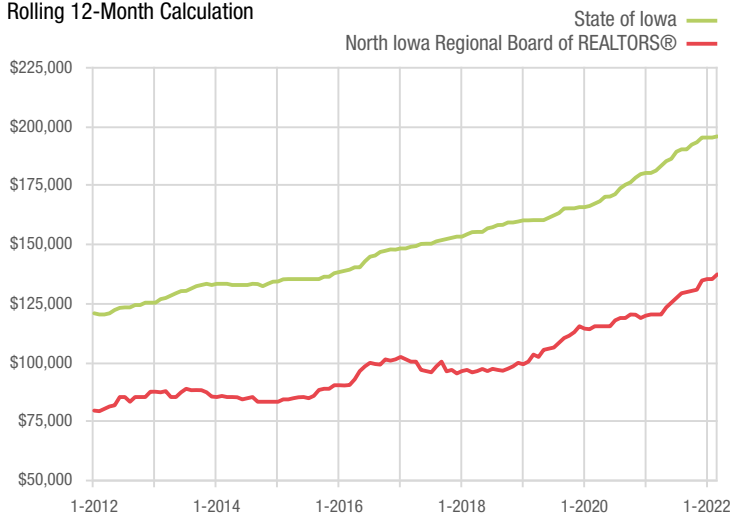
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	146	121	- 17.1%	284	293	+ 3.2%
Pending Sales	114	73	- 36.0%	291	226	- 22.3%
Closed Sales	121	96	- 20.7%	265	220	- 17.0%
Days on Market Until Sale	117	90	- 23.1%	106	83	- 21.7%
Median Sales Price*	\$115,500	\$130,750	+ 13.2%	\$121,999	\$130,000	+ 6.6%
Average Sales Price*	\$134,049	\$177,692	+ 32.6%	\$148,476	\$159,210	+ 7.2%
Percent of List Price Received*	94.6%	94.9%	+ 0.3%	95.0%	94.8%	- 0.2%
Inventory of Homes for Sale	229	247	+ 7.9%	—	—	—
Months Supply of Inventory	2.0	2.1	+ 5.0%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	9	4	- 55.6%	12	7	- 41.7%
Pending Sales	3	1	- 66.7%	6	7	+ 16.7%
Closed Sales	2	4	+ 100.0%	3	9	+ 200.0%
Days on Market Until Sale	152	101	- 33.6%	131	102	- 22.1%
Median Sales Price*	\$123,250	\$169,250	+ 37.3%	\$137,500	\$165,000	+ 20.0%
Average Sales Price*	\$123,250	\$191,125	+ 55.1%	\$159,167	\$208,389	+ 30.9%
Percent of List Price Received*	93.6%	98.0%	+ 4.7%	94.6%	98.2%	+ 3.8%
Inventory of Homes for Sale	29	23	- 20.7%	—	—	—
Months Supply of Inventory	8.9	4.3	- 51.7%	—	—	—

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

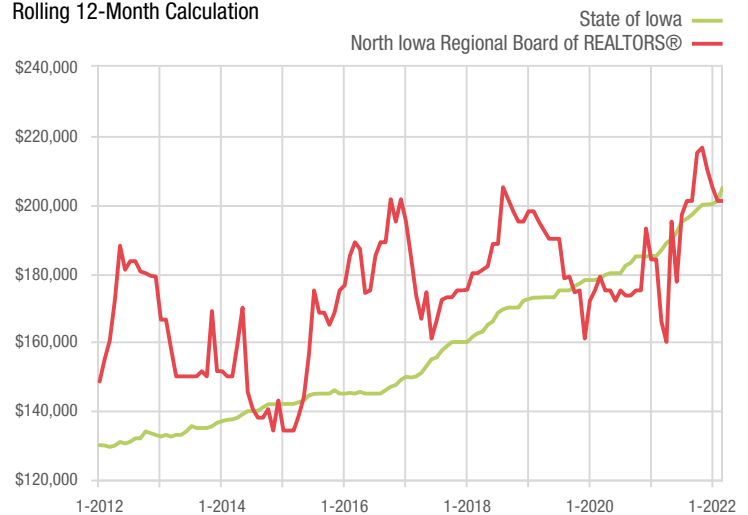
Median Sales Price - Single-Family Detached

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.