

Local Market Update – April 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

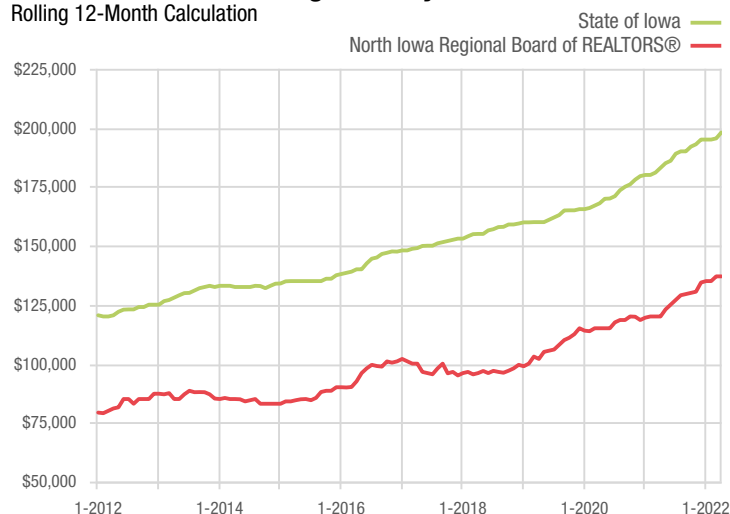
Single-Family Detached	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	165	136	- 17.6%	449	429	- 4.5%
Pending Sales	145	80	- 44.8%	436	349	- 20.0%
Closed Sales	101	108	+ 6.9%	366	331	- 9.6%
Days on Market Until Sale	123	92	- 25.2%	111	86	- 22.5%
Median Sales Price*	\$123,700	\$123,000	- 0.6%	\$122,000	\$127,700	+ 4.7%
Average Sales Price*	\$159,528	\$133,728	- 16.2%	\$151,534	\$150,283	- 0.8%
Percent of List Price Received*	96.5%	97.4%	+ 0.9%	95.4%	95.6%	+ 0.2%
Inventory of Homes for Sale	227	251	+ 10.6%	—	—	—
Months Supply of Inventory	1.9	2.2	+ 15.8%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	16	6	- 62.5%	28	13	- 53.6%
Pending Sales	9	4	- 55.6%	15	11	- 26.7%
Closed Sales	3	2	- 33.3%	6	11	+ 83.3%
Days on Market Until Sale	242	61	- 74.8%	186	94	- 49.5%
Median Sales Price*	\$139,000	\$167,500	+ 20.5%	\$138,250	\$165,000	+ 19.3%
Average Sales Price*	\$150,667	\$167,500	+ 11.2%	\$154,917	\$200,955	+ 29.7%
Percent of List Price Received*	92.7%	97.8%	+ 5.5%	93.7%	98.1%	+ 4.7%
Inventory of Homes for Sale	31	25	- 19.4%	—	—	—
Months Supply of Inventory	8.3	5.1	- 38.6%	—	—	—

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

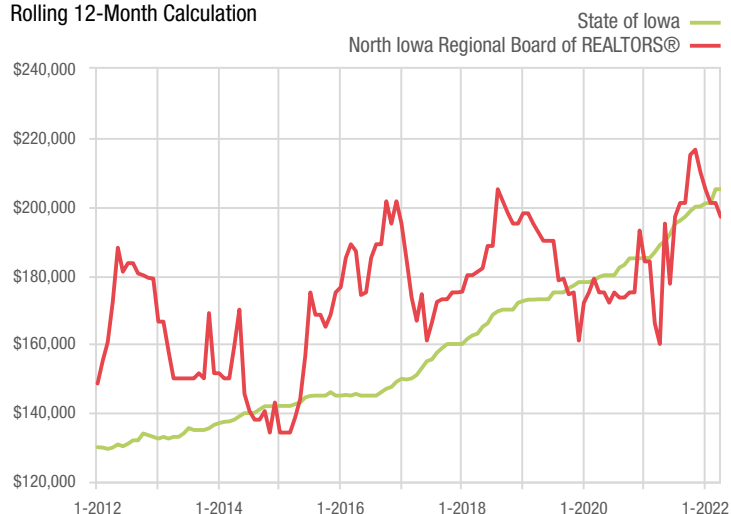
Median Sales Price - Single-Family Detached

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.