

Local Market Update – May 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

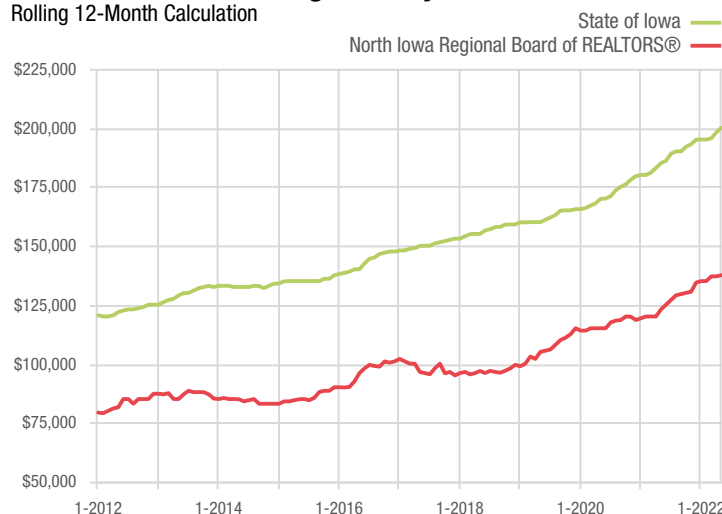
Single-Family Detached	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	153	148	- 3.3%	602	578	- 4.0%
Pending Sales	145	82	- 43.4%	581	474	- 18.4%
Closed Sales	122	127	+ 4.1%	488	459	- 5.9%
Days on Market Until Sale	78	74	- 5.1%	103	83	- 19.4%
Median Sales Price*	\$133,750	\$140,000	+ 4.7%	\$124,000	\$130,000	+ 4.8%
Average Sales Price*	\$160,515	\$159,613	- 0.6%	\$153,784	\$152,838	- 0.6%
Percent of List Price Received*	98.1%	98.8%	+ 0.7%	96.1%	96.5%	+ 0.4%
Inventory of Homes for Sale	226	265	+ 17.3%	—	—	—
Months Supply of Inventory	1.8	2.3	+ 27.8%	—	—	—

Townhouse-Condo	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	9	6	- 33.3%	37	20	- 45.9%
Pending Sales	8	1	- 87.5%	23	17	- 26.1%
Closed Sales	5	3	- 40.0%	11	14	+ 27.3%
Days on Market Until Sale	128	93	- 27.3%	160	94	- 41.3%
Median Sales Price*	\$280,000	\$170,000	- 39.3%	\$195,000	\$167,500	- 14.1%
Average Sales Price*	\$239,280	\$180,000	- 24.8%	\$193,264	\$196,464	+ 1.7%
Percent of List Price Received*	98.1%	99.4%	+ 1.3%	95.7%	98.4%	+ 2.8%
Inventory of Homes for Sale	30	26	- 13.3%	—	—	—
Months Supply of Inventory	7.7	5.5	- 28.6%	—	—	—

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

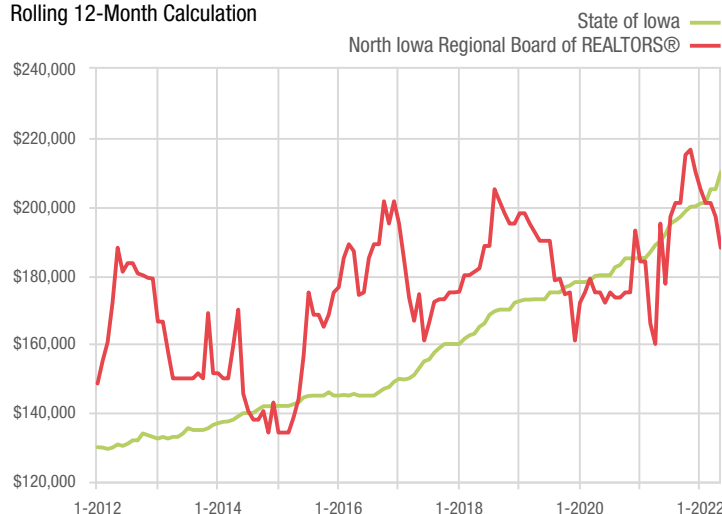
Median Sales Price - Single-Family Detached

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.