

Local Market Update – June 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

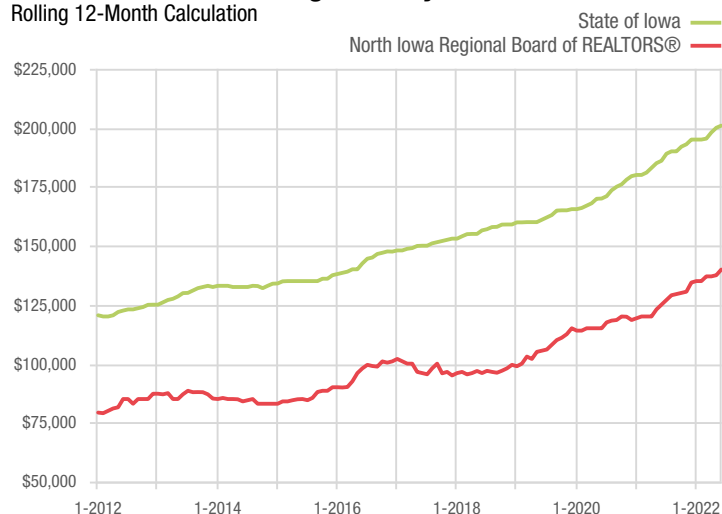
Single-Family Detached	June			Year to Date		
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	208	144	- 30.8%	810	722	- 10.9%
Pending Sales	126	44	- 65.1%	707	565	- 20.1%
Closed Sales	140	118	- 15.7%	628	577	- 8.1%
Days on Market Until Sale	70	61	- 12.9%	95	78	- 17.9%
Median Sales Price*	\$134,700	\$155,500	+ 15.4%	\$127,500	\$135,000	+ 5.9%
Average Sales Price*	\$190,876	\$209,369	+ 9.7%	\$162,066	\$164,399	+ 1.4%
Percent of List Price Received*	97.5%	99.1%	+ 1.6%	96.4%	97.0%	+ 0.6%
Inventory of Homes for Sale	290	308	+ 6.2%	—	—	—
Months Supply of Inventory	2.4	2.8	+ 16.7%	—	—	—

Townhouse-Condo	June			Year to Date		
Key Metrics	2021	2022	% Change	Thru 6-2021	Thru 6-2022	% Change
New Listings	9	5	- 44.4%	46	25	- 45.7%
Pending Sales	11	5	- 54.5%	34	25	- 26.5%
Closed Sales	10	4	- 60.0%	21	18	- 14.3%
Days on Market Until Sale	122	184	+ 50.8%	142	114	- 19.7%
Median Sales Price*	\$168,750	\$158,700	- 6.0%	\$170,000	\$163,750	- 3.7%
Average Sales Price*	\$185,540	\$185,100	- 0.2%	\$189,586	\$193,939	+ 2.3%
Percent of List Price Received*	97.0%	99.8%	+ 2.9%	96.3%	98.7%	+ 2.5%
Inventory of Homes for Sale	28	21	- 25.0%	—	—	—
Months Supply of Inventory	6.6	4.7	- 28.8%	—	—	—

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

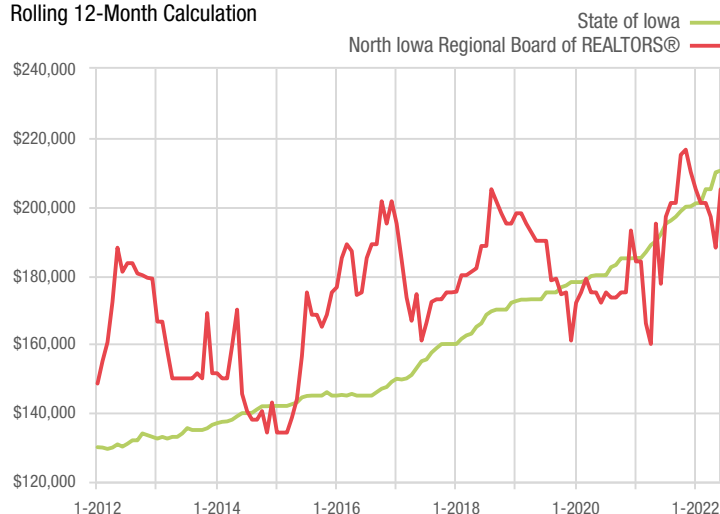
Median Sales Price - Single-Family Detached

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.