

Local Market Update – July 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

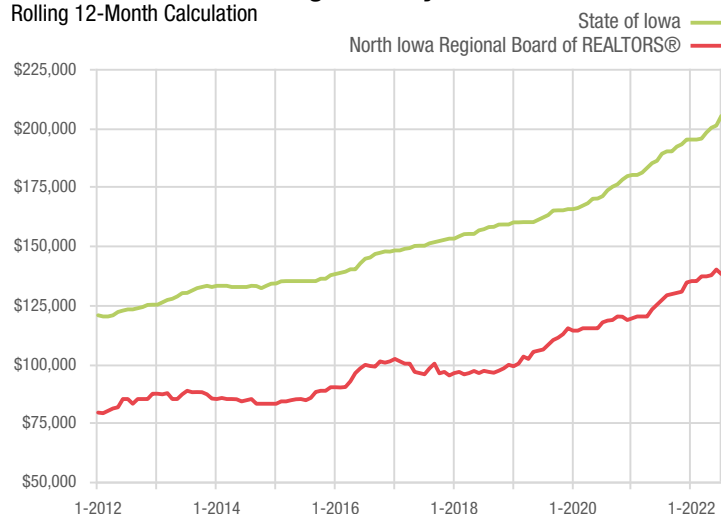
Single-Family Detached	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	168	65	- 61.3%	978	787	- 19.5%
Pending Sales	175	22	- 87.4%	882	625	- 29.1%
Closed Sales	160	40	- 75.0%	788	617	- 21.7%
Days on Market Until Sale	74	66	- 10.8%	91	77	- 15.4%
Median Sales Price*	\$154,650	\$158,995	+ 2.8%	\$130,000	\$137,000	+ 5.4%
Average Sales Price*	\$206,822	\$200,250	- 3.2%	\$171,165	\$166,723	- 2.6%
Percent of List Price Received*	97.9%	97.5%	- 0.4%	96.7%	97.1%	+ 0.4%
Inventory of Homes for Sale	268	310	+ 15.7%	—	—	—
Months Supply of Inventory	2.2	3.1	+ 40.9%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	8	0	- 100.0%	54	25	- 53.7%
Pending Sales	10	0	- 100.0%	44	28	- 36.4%
Closed Sales	10	7	- 30.0%	31	25	- 19.4%
Days on Market Until Sale	220	76	- 65.5%	165	103	- 37.6%
Median Sales Price*	\$280,000	\$187,500	- 33.0%	\$197,000	\$170,000	- 13.7%
Average Sales Price*	\$278,250	\$222,429	- 20.1%	\$218,187	\$201,916	- 7.5%
Percent of List Price Received*	98.0%	98.8%	+ 0.8%	96.9%	98.7%	+ 1.9%
Inventory of Homes for Sale	25	18	- 28.0%	—	—	—
Months Supply of Inventory	5.4	4.2	- 22.2%	—	—	—

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

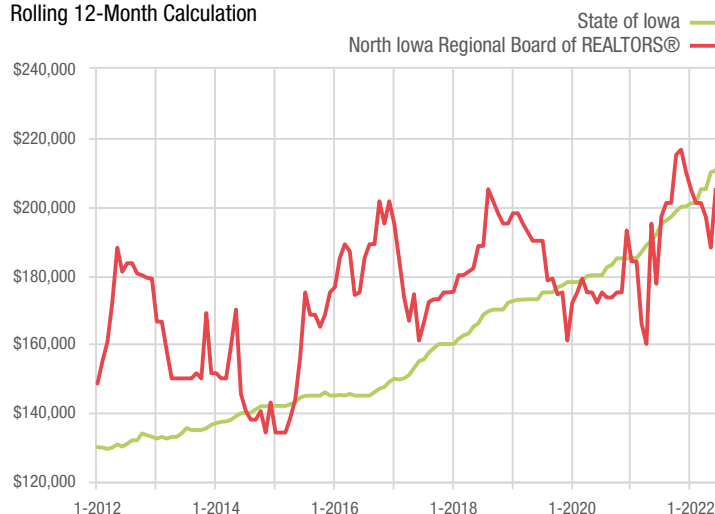
Median Sales Price - Single-Family Detached

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.