

# Local Market Update – August 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

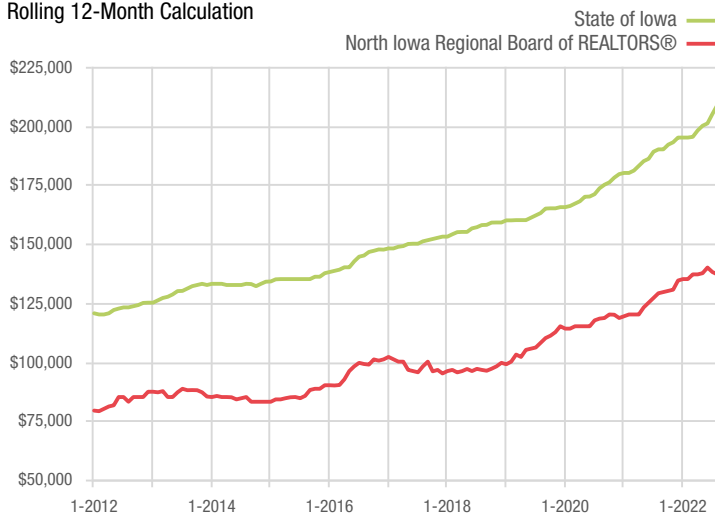
Single-Family Detached	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
New Listings	154	71	- 53.9%	1,132	859	- 24.1%
Pending Sales	143	23	- 83.9%	1,025	676	- 34.0%
Closed Sales	145	60	- 58.6%	933	677	- 27.4%
Days on Market Until Sale	64	62	- 3.1%	87	76	- 12.6%
Median Sales Price*	\$147,950	\$133,750	- 9.6%	\$130,000	\$135,500	+ 4.2%
Average Sales Price*	\$182,183	\$156,890	- 13.9%	\$172,879	\$165,852	- 4.1%
Percent of List Price Received*	97.2%	99.4%	+ 2.3%	96.8%	97.3%	+ 0.5%
Inventory of Homes for Sale	260	326	+ 25.4%	—	—	—
Months Supply of Inventory	2.1	3.5	+ 66.7%	—	—	—

Townhouse-Condo	August			Year to Date		
	2021	2022	% Change	Thru 8-2021	Thru 8-2022	% Change
New Listings	2	4	+ 100.0%	56	29	- 48.2%
Pending Sales	5	0	- 100.0%	49	30	- 38.8%
Closed Sales	12	3	- 75.0%	43	28	- 34.9%
Days on Market Until Sale	97	239	+ 146.4%	146	118	- 19.2%
Median Sales Price*	\$201,500	\$349,000	+ 73.2%	\$197,000	\$182,500	- 7.4%
Average Sales Price*	\$231,792	\$351,333	+ 51.6%	\$221,984	\$217,925	- 1.8%
Percent of List Price Received*	96.7%	101.6%	+ 5.1%	96.8%	99.0%	+ 2.3%
Inventory of Homes for Sale	22	20	- 9.1%	—	—	—
Months Supply of Inventory	4.5	4.5	0.0%	—	—	—

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

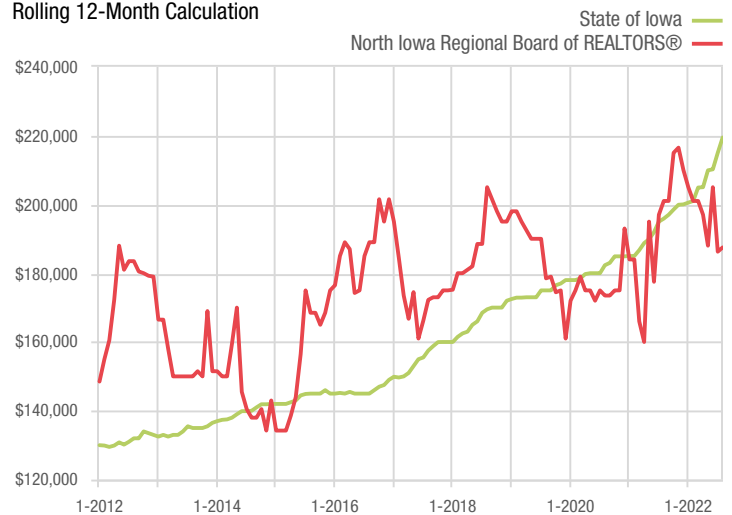
### Median Sales Price - Single-Family Detached

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.