

Local Market Update – October 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

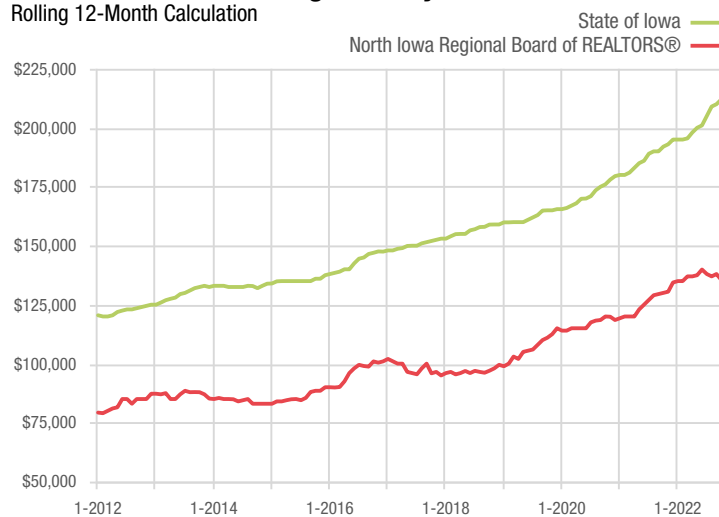
Single-Family Detached	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	117	57	- 51.3%	1,416	968	- 31.6%
Pending Sales	131	13	- 90.1%	1,294	767	- 40.7%
Closed Sales	128	52	- 59.4%	1,208	784	- 35.1%
Days on Market Until Sale	66	72	+ 9.1%	83	75	- 9.6%
Median Sales Price*	\$155,000	\$148,500	- 4.2%	\$134,804	\$137,250	+ 1.8%
Average Sales Price*	\$181,034	\$204,809	+ 13.1%	\$174,071	\$168,811	- 3.0%
Percent of List Price Received*	97.2%	97.2%	0.0%	96.9%	97.4%	+ 0.5%
Inventory of Homes for Sale	252	335	+ 32.9%	—	—	—
Months Supply of Inventory	2.1	4.2	+ 100.0%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	16	3	- 81.3%	78	37	- 52.6%
Pending Sales	3	3	0.0%	59	43	- 27.1%
Closed Sales	6	5	- 16.7%	55	37	- 32.7%
Days on Market Until Sale	115	130	+ 13.0%	134	136	+ 1.5%
Median Sales Price*	\$232,250	\$239,000	+ 2.9%	\$215,000	\$194,000	- 9.8%
Average Sales Price*	\$222,250	\$231,913	+ 4.3%	\$221,860	\$232,418	+ 4.8%
Percent of List Price Received*	98.3%	97.5%	- 0.8%	97.2%	99.2%	+ 2.1%
Inventory of Homes for Sale	33	15	- 54.5%	—	—	—
Months Supply of Inventory	6.4	3.5	- 45.3%	—	—	—

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

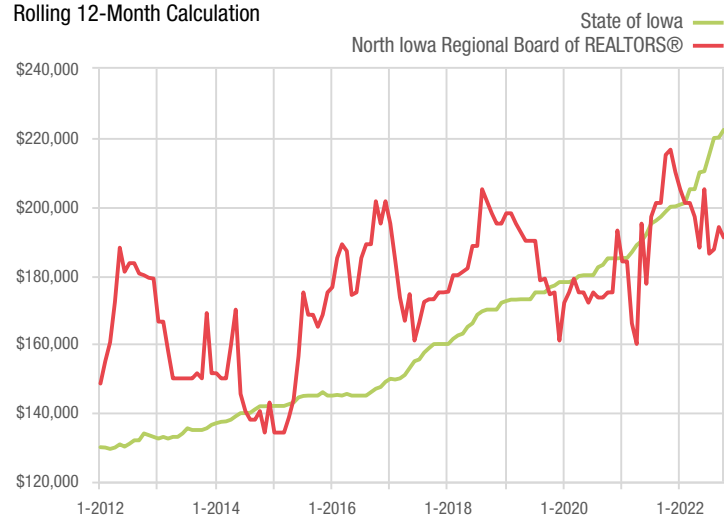
Median Sales Price - Single-Family Detached

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.