

# Local Market Update – November 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

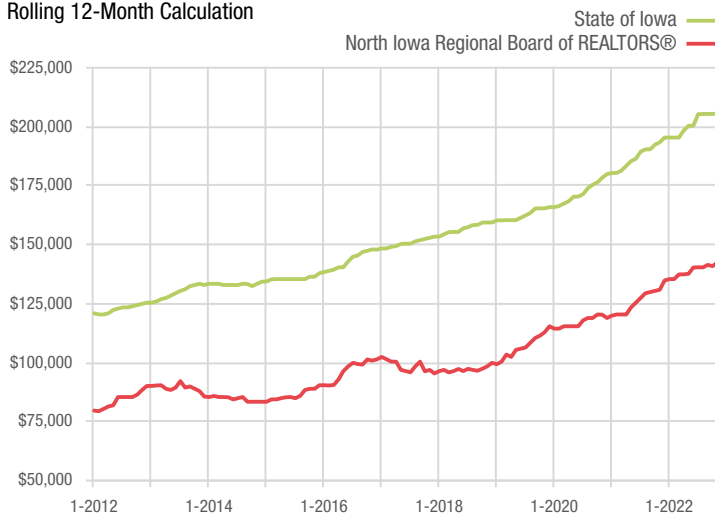
Single-Family Detached	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
<b>Key Metrics</b>						
New Listings	115	<b>85</b>	- 26.1%	1,538	<b>1,388</b>	- 9.8%
Pending Sales	94	<b>47</b>	- 50.0%	1,390	<b>1,212</b>	- 12.8%
Closed Sales	158	<b>111</b>	- 29.7%	1,369	<b>1,229</b>	- 10.2%
Days on Market Until Sale	81	<b>44</b>	- 45.7%	83	<b>63</b>	- 24.1%
Median Sales Price*	\$137,000	<b>\$140,000</b>	+ 2.2%	\$135,000	<b>\$142,050</b>	+ 5.2%
Average Sales Price*	\$182,562	<b>\$158,984</b>	- 12.9%	\$175,153	<b>\$178,303</b>	+ 1.8%
Percent of List Price Received*	97.3%	<b>97.5%</b>	+ 0.2%	97.0%	<b>97.3%</b>	+ 0.3%
Inventory of Homes for Sale	265	<b>310</b>	+ 17.0%	—	—	—
Months Supply of Inventory	2.1	<b>2.9</b>	+ 38.1%	—	—	—

Townhouse-Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
<b>Key Metrics</b>						
New Listings	2	<b>4</b>	+ 100.0%	74	<b>32</b>	- 56.8%
Pending Sales	2	<b>0</b>	- 100.0%	61	<b>36</b>	- 41.0%
Closed Sales	4	<b>6</b>	+ 50.0%	59	<b>40</b>	- 32.2%
Days on Market Until Sale	41	<b>76</b>	+ 85.4%	129	<b>134</b>	+ 3.9%
Median Sales Price*	\$409,900	<b>\$237,750</b>	- 42.0%	\$215,000	<b>\$194,500</b>	- 9.5%
Average Sales Price*	\$473,075	<b>\$245,833</b>	- 48.0%	\$238,892	<b>\$229,212</b>	- 4.1%
Percent of List Price Received*	97.7%	<b>98.0%</b>	+ 0.3%	97.2%	<b>99.0%</b>	+ 1.9%
Inventory of Homes for Sale	27	<b>11</b>	- 59.3%	—	—	—
Months Supply of Inventory	5.2	<b>2.9</b>	- 44.2%	—	—	—

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

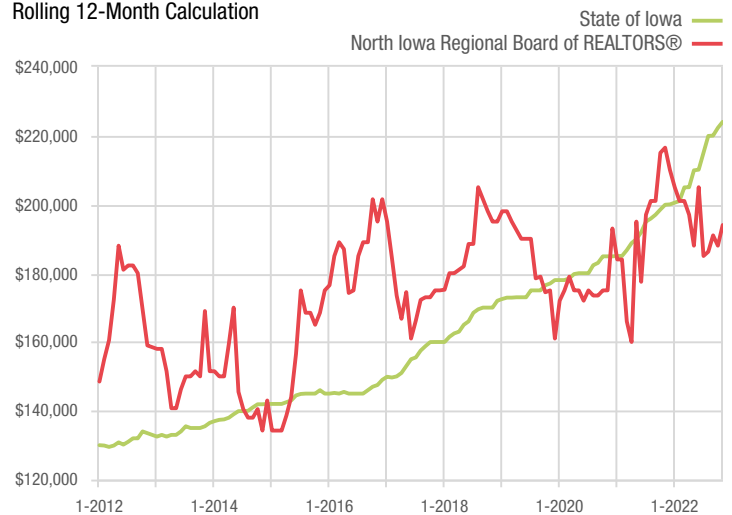
### Median Sales Price - Single-Family Detached

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.