

Local Market Update – February 2023

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

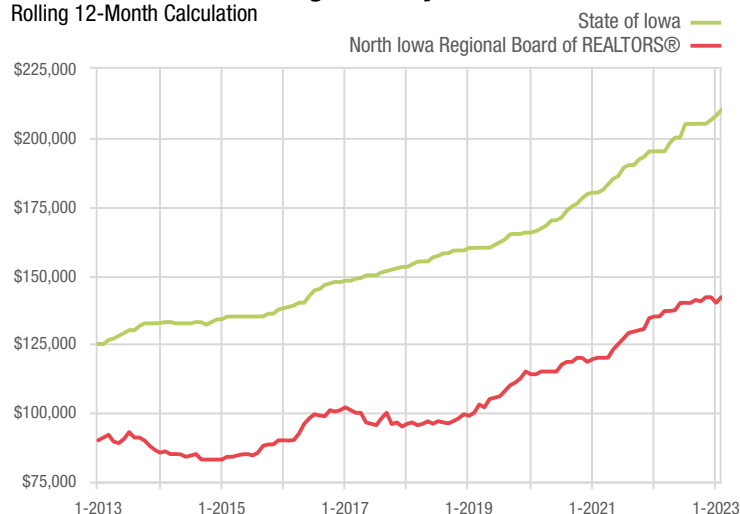
Single-Family Detached	February			Year to Date		
Key Metrics	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
New Listings	80	67	- 16.3%	170	131	- 22.9%
Pending Sales	83	45	- 45.8%	156	116	- 25.6%
Closed Sales	56	50	- 10.7%	126	115	- 8.7%
Days on Market Until Sale	77	48	- 37.7%	79	57	- 27.8%
Median Sales Price*	\$126,350	\$139,500	+ 10.4%	\$129,000	\$134,250	+ 4.1%
Average Sales Price*	\$137,525	\$183,402	+ 33.4%	\$143,902	\$178,488	+ 24.0%
Percent of List Price Received*	95.9%	94.1%	- 1.9%	94.8%	95.1%	+ 0.3%
Inventory of Homes for Sale	203	225	+ 10.8%	—	—	—
Months Supply of Inventory	1.7	2.1	+ 23.5%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2022	2023	% Change	Thru 2-2022	Thru 2-2023	% Change
New Listings	0	1	—	2	1	- 50.0%
Pending Sales	1	0	- 100.0%	6	1	- 83.3%
Closed Sales	2	3	+ 50.0%	5	5	0.0%
Days on Market Until Sale	169	104	- 38.5%	103	81	- 21.4%
Median Sales Price*	\$202,250	\$255,000	+ 26.1%	\$165,000	\$255,000	+ 54.5%
Average Sales Price*	\$202,250	\$252,500	+ 24.8%	\$222,200	\$307,600	+ 38.4%
Percent of List Price Received*	99.1%	96.0%	- 3.1%	98.3%	97.3%	- 1.0%
Inventory of Homes for Sale	12	6	- 50.0%	—	—	—
Months Supply of Inventory	2.2	1.8	- 18.2%	—	—	—

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

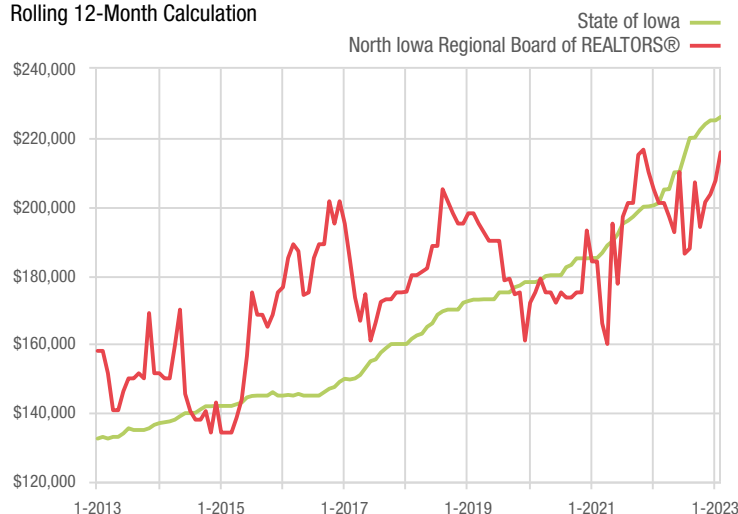
Median Sales Price - Single-Family Detached

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.