

Local Market Update – April 2023

A Research Tool Provided by Iowa Association of REALTORS®



Cerro Gordo County

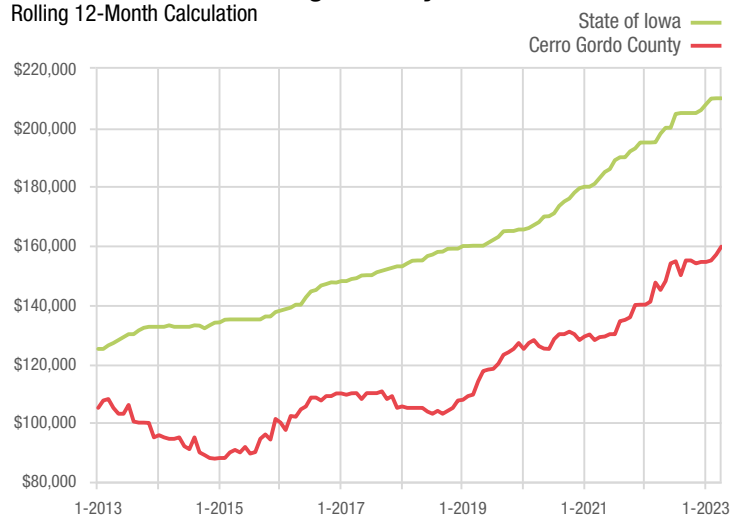
Single-Family Detached	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	89	59	- 33.7%	229	202	- 11.8%
Pending Sales	89	8	- 91.0%	250	172	- 31.2%
Closed Sales	67	51	- 23.9%	190	180	- 5.3%
Days on Market Until Sale	100	63	- 37.0%	87	70	- 19.5%
Median Sales Price*	\$127,968	\$169,000	+ 32.1%	\$129,500	\$164,000	+ 26.6%
Average Sales Price*	\$142,549	\$204,227	+ 43.3%	\$161,563	\$220,641	+ 36.6%
Percent of List Price Received*	97.5%	98.8%	+ 1.3%	96.2%	97.3%	+ 1.1%
Inventory of Homes for Sale	82	139	+ 69.5%	—	—	—
Months Supply of Inventory	1.1	2.4	+ 118.2%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	5	2	- 60.0%	9	5	- 44.4%
Pending Sales	9	0	- 100.0%	18	3	- 83.3%
Closed Sales	1	1	0.0%	8	7	- 12.5%
Days on Market Until Sale	15	169	+ 1,026.7%	55	99	+ 80.0%
Median Sales Price*	\$150,000	\$145,000	- 3.3%	\$172,500	\$150,000	- 13.0%
Average Sales Price*	\$150,000	\$145,000	- 3.3%	\$219,675	\$261,857	+ 19.2%
Percent of List Price Received*	100.7%	82.9%	- 17.7%	99.0%	94.8%	- 4.2%
Inventory of Homes for Sale	4	7	+ 75.0%	—	—	—
Months Supply of Inventory	0.8	3.1	+ 287.5%	—	—	—

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

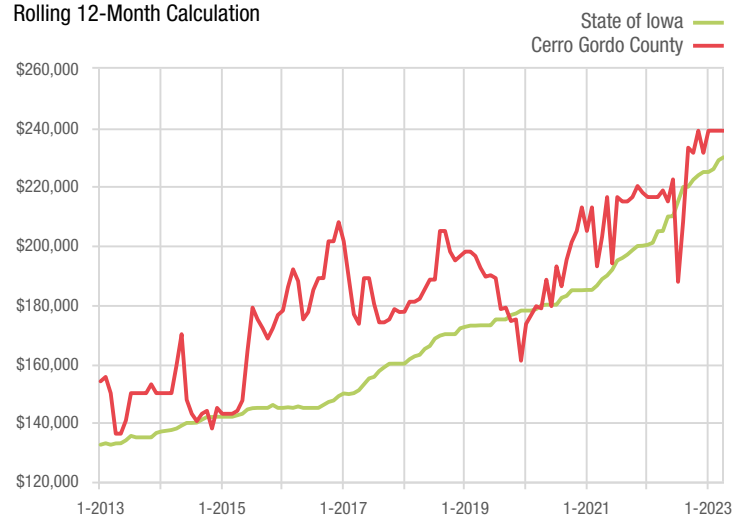
Median Sales Price - Single-Family Detached

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.