

# Local Market Update – April 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

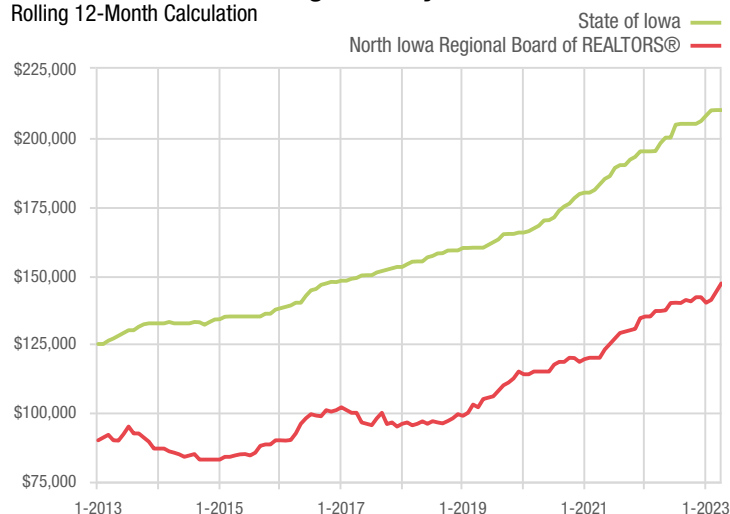
Single-Family Detached	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	132	96	- 27.3%	417	332	- 20.4%
Pending Sales	143	29	- 79.7%	423	283	- 33.1%
Closed Sales	111	79	- 28.8%	336	298	- 11.3%
Days on Market Until Sale	90	65	- 27.8%	85	66	- 22.4%
Median Sales Price*	\$123,000	<b>\$157,500</b>	+ 28.0%	\$127,700	<b>\$145,000</b>	+ 13.5%
Average Sales Price*	\$134,924	<b>\$181,616</b>	+ 34.6%	\$150,169	<b>\$185,283</b>	+ 23.4%
Percent of List Price Received*	97.4%	97.4%	0.0%	95.6%	96.1%	+ 0.5%
Inventory of Homes for Sale	167	239	+ 43.1%	—	—	—
Months Supply of Inventory	1.4	2.5	+ 78.6%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	5	2	- 60.0%	10	5	- 50.0%
Pending Sales	9	0	- 100.0%	20	3	- 85.0%
Closed Sales	2	1	- 50.0%	11	7	- 36.4%
Days on Market Until Sale	61	169	+ 177.0%	94	99	+ 5.3%
Median Sales Price*	\$167,500	<b>\$145,000</b>	- 13.4%	\$165,000	<b>\$150,000</b>	- 9.1%
Average Sales Price*	\$167,500	<b>\$145,000</b>	- 13.4%	\$200,955	<b>\$261,857</b>	+ 30.3%
Percent of List Price Received*	97.8%	82.9%	- 15.2%	98.1%	94.8%	- 3.4%
Inventory of Homes for Sale	5	7	+ 40.0%	—	—	—
Months Supply of Inventory	0.9	3.0	+ 233.3%	—	—	—

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

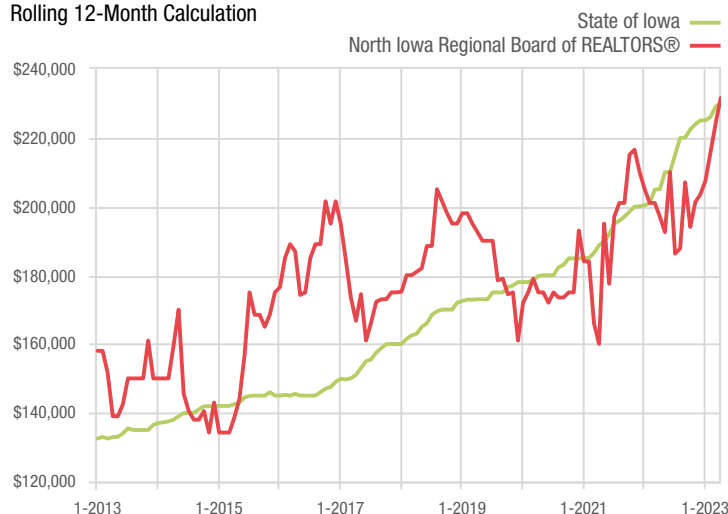
### Median Sales Price - Single-Family Detached

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.