

Local Market Update – December 2020

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

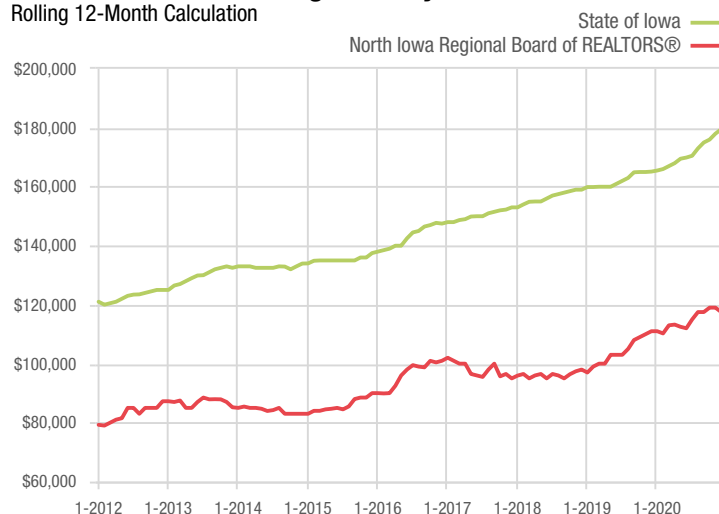
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	54	81	+ 50.0%	1,398	1,493	+ 6.8%
Pending Sales	53	44	- 17.0%	960	1,235	+ 28.6%
Closed Sales	83	106	+ 27.7%	939	1,231	+ 31.1%
Days on Market Until Sale	128	86	- 32.8%	117	105	- 10.3%
Median Sales Price*	\$119,700	\$109,750	- 8.3%	\$111,000	\$117,500	+ 5.9%
Average Sales Price*	\$155,454	\$134,882	- 13.2%	\$146,932	\$145,847	- 0.7%
Percent of List Price Received*	94.3%	95.8%	+ 1.6%	94.7%	95.3%	+ 0.6%
Inventory of Homes for Sale	445	339	- 23.8%	—	—	—
Months Supply of Inventory	5.6	3.3	- 41.1%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	3	2	- 33.3%	125	61	- 51.2%
Pending Sales	6	0	- 100.0%	82	50	- 39.0%
Closed Sales	5	3	- 40.0%	76	57	- 25.0%
Days on Market Until Sale	194	238	+ 22.7%	131	191	+ 45.8%
Median Sales Price*	\$172,000	\$259,500	+ 50.9%	\$153,750	\$197,450	+ 28.4%
Average Sales Price*	\$239,999	\$242,833	+ 1.2%	\$178,307	\$210,985	+ 18.3%
Percent of List Price Received*	94.1%	98.3%	+ 4.5%	93.9%	96.5%	+ 2.8%
Inventory of Homes for Sale	45	33	- 26.7%	—	—	—
Months Supply of Inventory	6.6	7.3	+ 10.6%	—	—	—

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

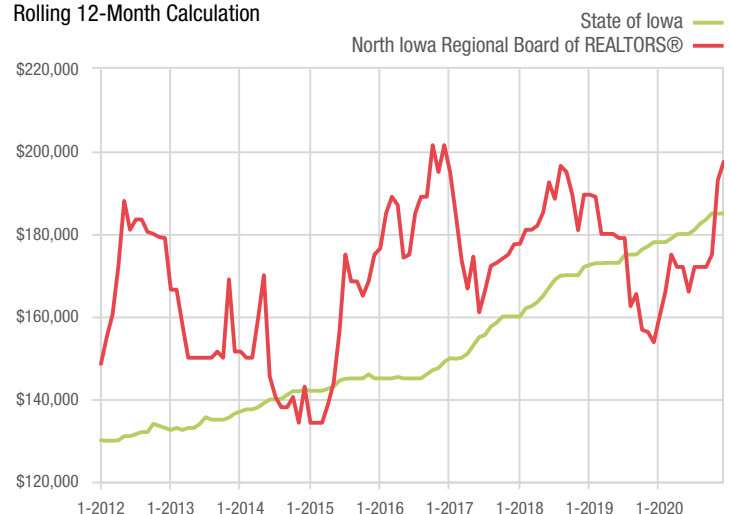
Median Sales Price - Single-Family Detached

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.