

Local Market Update – December 2021

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

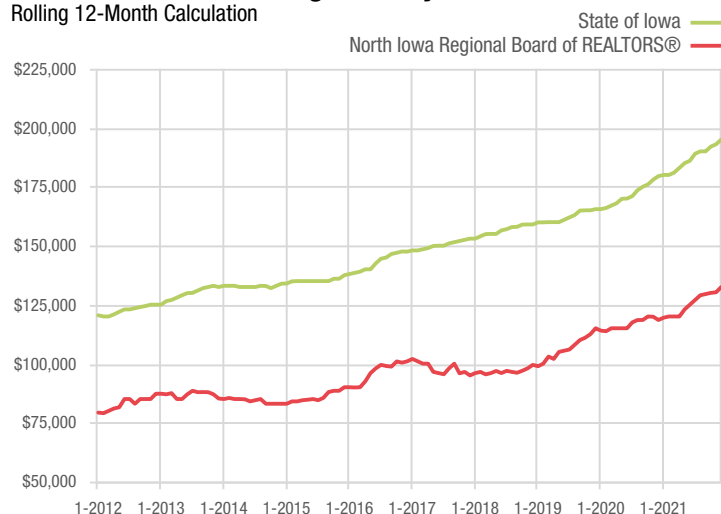
Single-Family Detached	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	85	69	- 18.8%	1,517	1,599	+ 5.4%
Pending Sales	90	56	- 37.8%	1,332	1,438	+ 8.0%
Closed Sales	117	122	+ 4.3%	1,281	1,486	+ 16.0%
Days on Market Until Sale	90	80	- 11.1%	110	83	- 24.5%
Median Sales Price*	\$111,000	\$122,500	+ 10.4%	\$118,500	\$132,500	+ 11.8%
Average Sales Price*	\$132,614	\$162,976	+ 22.9%	\$147,843	\$173,995	+ 17.7%
Percent of List Price Received*	95.7%	96.7%	+ 1.0%	95.3%	96.9%	+ 1.7%
Inventory of Homes for Sale	297	246	- 17.2%	—	—	—
Months Supply of Inventory	2.7	2.1	- 22.2%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2020	2021	% Change	Thru 12-2020	Thru 12-2021	% Change
New Listings	2	7	+ 250.0%	54	87	+ 61.1%
Pending Sales	1	1	0.0%	43	63	+ 46.5%
Closed Sales	3	1	- 66.7%	49	60	+ 22.4%
Days on Market Until Sale	238	62	- 73.9%	198	128	- 35.4%
Median Sales Price*	\$259,500	\$188,000	- 27.6%	\$193,000	\$210,000	+ 8.8%
Average Sales Price*	\$242,833	\$188,000	- 22.6%	\$206,843	\$238,043	+ 15.1%
Percent of List Price Received*	98.3%	101.6%	+ 3.4%	96.9%	97.3%	+ 0.4%
Inventory of Homes for Sale	27	34	+ 25.9%	—	—	—
Months Supply of Inventory	7.5	6.5	- 13.3%	—	—	—

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

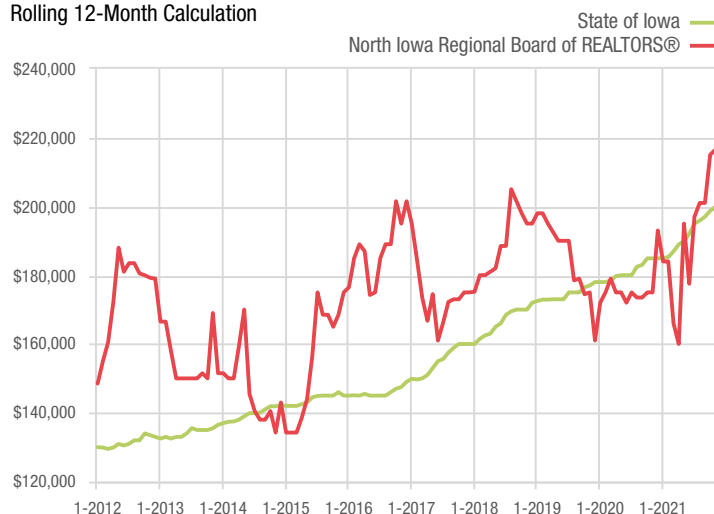
Median Sales Price - Single-Family Detached

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.