

Local Market Update – January 2022

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

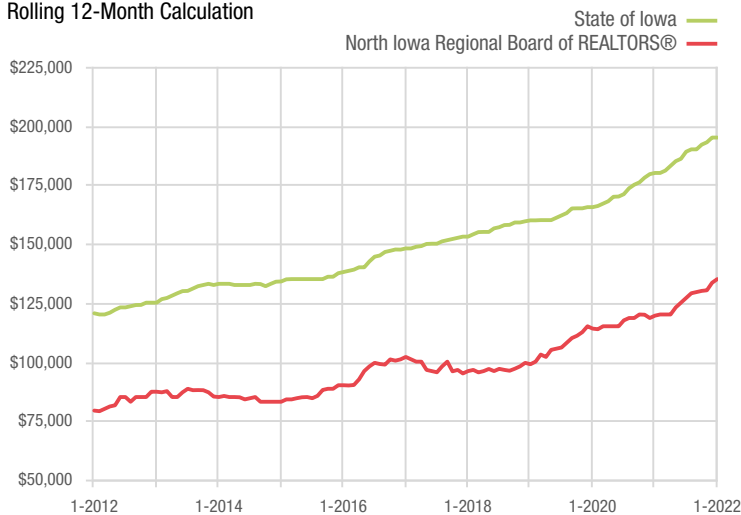
Single-Family Detached	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	76	94	+ 23.7%	76	94	+ 23.7%
Pending Sales	91	32	- 64.8%	91	32	- 64.8%
Closed Sales	75	69	- 8.0%	75	69	- 8.0%
Days on Market Until Sale	87	81	- 6.9%	87	81	- 6.9%
Median Sales Price*	\$118,000	\$141,000	+ 19.5%	\$118,000	\$141,000	+ 19.5%
Average Sales Price*	\$163,669	\$149,874	- 8.4%	\$163,669	\$149,874	- 8.4%
Percent of List Price Received*	95.2%	93.8%	- 1.5%	95.2%	93.8%	- 1.5%
Inventory of Homes for Sale	255	263	+ 3.1%	—	—	—
Months Supply of Inventory	2.3	2.2	- 4.3%	—	—	—

Townhouse-Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
New Listings	2	2	0.0%	2	2	0.0%
Pending Sales	1	3	+ 200.0%	1	3	+ 200.0%
Closed Sales	0	3	—	0	3	—
Days on Market Until Sale	—	59	—	—	59	—
Median Sales Price*	—	\$165,000	—	—	\$165,000	—
Average Sales Price*	—	\$235,500	—	—	\$235,500	—
Percent of List Price Received*	—	97.8%	—	—	97.8%	—
Inventory of Homes for Sale	25	31	+ 24.0%	—	—	—
Months Supply of Inventory	7.0	5.6	- 20.0%	—	—	—

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

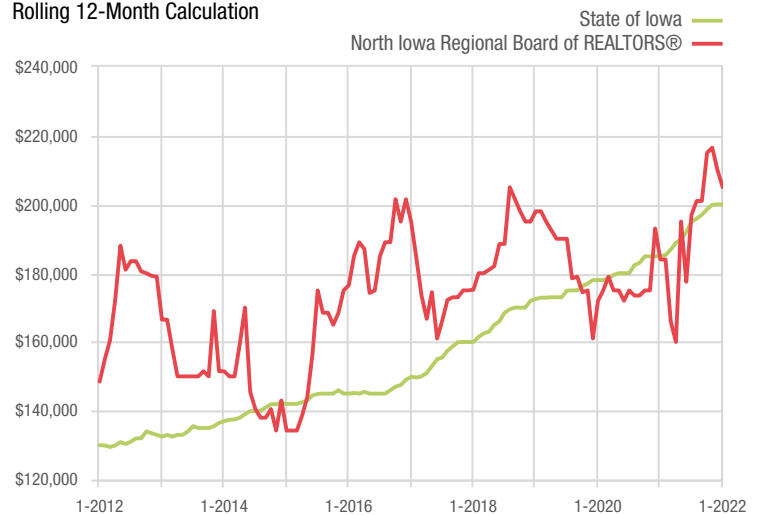
Median Sales Price - Single-Family Detached

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.