

Local Market Update – June 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

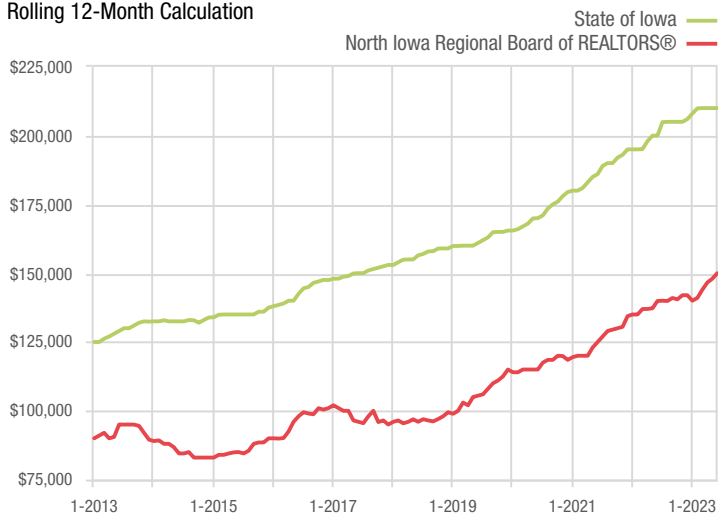
Single-Family Detached	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	151	116	- 23.2%	711	573	- 19.4%
Pending Sales	140	52	- 62.9%	706	511	- 27.6%
Closed Sales	139	125	- 10.1%	607	508	- 16.3%
Days on Market Until Sale	62	52	- 16.1%	78	65	- 16.7%
Median Sales Price*	\$154,000	\$170,000	+ 10.4%	\$135,000	\$150,000	+ 11.1%
Average Sales Price*	\$205,953	\$196,270	- 4.7%	\$164,593	\$190,129	+ 15.5%
Percent of List Price Received*	98.6%	97.0%	- 1.6%	97.0%	96.5%	- 0.5%
Inventory of Homes for Sale	149	232	+ 55.7%	—	—	—
Months Supply of Inventory	1.2	2.5	+ 108.3%	—	—	—

Townhouse-Condo	June			Year to Date		
	2022	2023	% Change	Thru 6-2022	Thru 6-2023	% Change
New Listings	1	3	+ 200.0%	15	13	- 13.3%
Pending Sales	3	0	- 100.0%	26	14	- 46.2%
Closed Sales	4	8	+ 100.0%	19	18	- 5.3%
Days on Market Until Sale	184	88	- 52.2%	110	102	- 7.3%
Median Sales Price*	\$158,700	\$206,500	+ 30.1%	\$165,000	\$206,500	+ 25.2%
Average Sales Price*	\$185,100	\$210,188	+ 13.6%	\$196,495	\$231,217	+ 17.7%
Percent of List Price Received*	99.8%	99.1%	- 0.7%	98.6%	97.2%	- 1.4%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	0.4	1.4	+ 250.0%	—	—	—

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

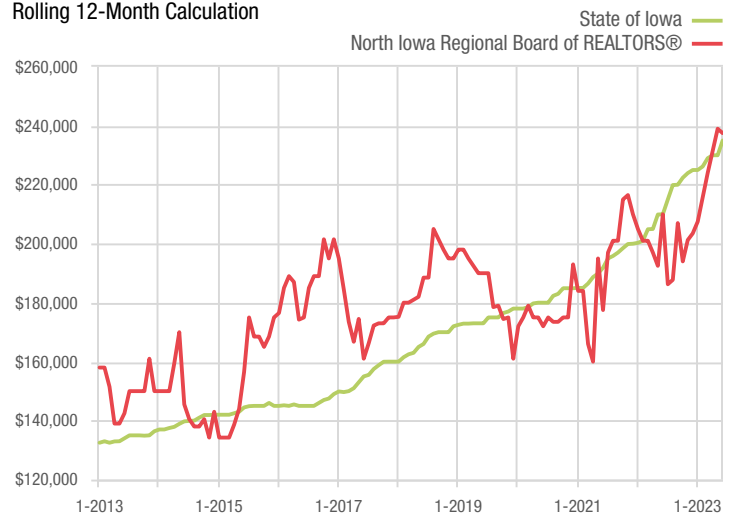
Median Sales Price - Single-Family Detached

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.