



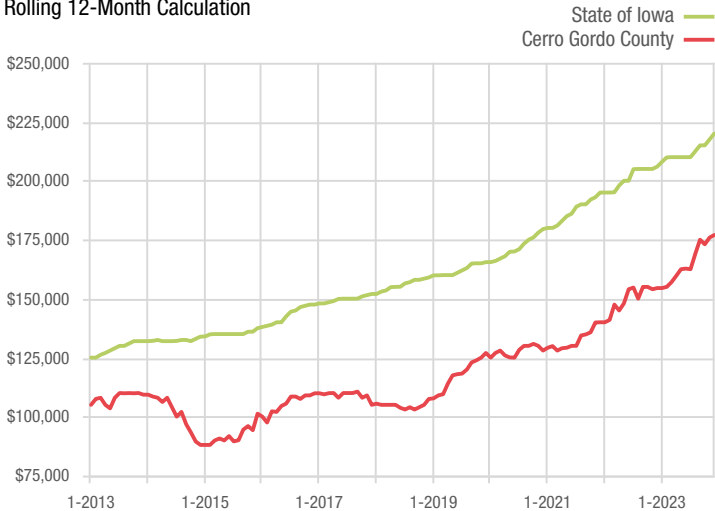
Cerro Gordo County

| Single-Family Detached | December | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 12-2022 | Thru 12-2023 | % Change |
| New Listings | 36 | 27 | - 25.0% | 804 | 760 | - 5.5% |
| Pending Sales | 27 | 9 | - 66.7% | 759 | 685 | - 9.7% |
| Closed Sales | 46 | 51 | + 10.9% | 769 | 709 | - 7.8% |
| Days on Market Until Sale | 53 | 68 | + 28.3% | 63 | 59 | - 6.3% |
| Median Sales Price* | \$139,950 | \$188,500 | + 34.7% | \$154,500 | \$177,000 | + 14.6% |
| Average Sales Price* | \$212,936 | \$275,683 | + 29.5% | \$204,716 | \$234,754 | + 14.7% |
| Percent of List Price Received* | 95.9% | 96.4% | + 0.5% | 98.1% | 97.7% | - 0.4% |
| Inventory of Homes for Sale | 109 | 141 | + 29.4% | — | — | — |
| Months Supply of Inventory | 1.7 | 2.5 | + 47.1% | — | — | — |

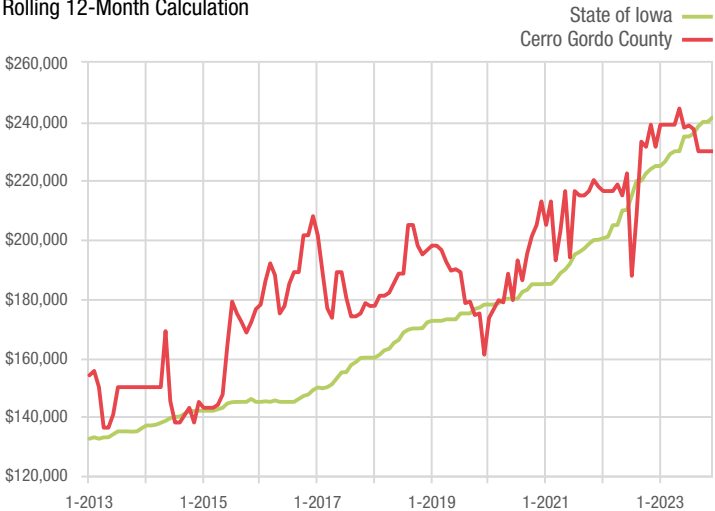
| Townhouse-Condo | December | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2022 | 2023 | % Change | Thru 12-2022 | Thru 12-2023 | % Change |
| New Listings | 2 | 2 | 0.0% | 34 | 34 | 0.0% |
| Pending Sales | 4 | 0 | - 100.0% | 40 | 27 | - 32.5% |
| Closed Sales | 1 | 3 | + 200.0% | 38 | 32 | - 15.8% |
| Days on Market Until Sale | 28 | 66 | + 135.7% | 124 | 83 | - 33.1% |
| Median Sales Price* | \$199,500 | \$160,000 | - 19.8% | \$231,500 | \$230,000 | - 0.6% |
| Average Sales Price* | \$199,500 | \$182,667 | - 8.4% | \$242,102 | \$241,075 | - 0.4% |
| Percent of List Price Received* | 100.0% | 96.2% | - 3.8% | 99.3% | 97.1% | - 2.2% |
| Inventory of Homes for Sale | 5 | 9 | + 80.0% | — | — | — |
| Months Supply of Inventory | 1.5 | 3.7 | + 146.7% | — | — | — |

* 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.