

Local Market Update – December 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

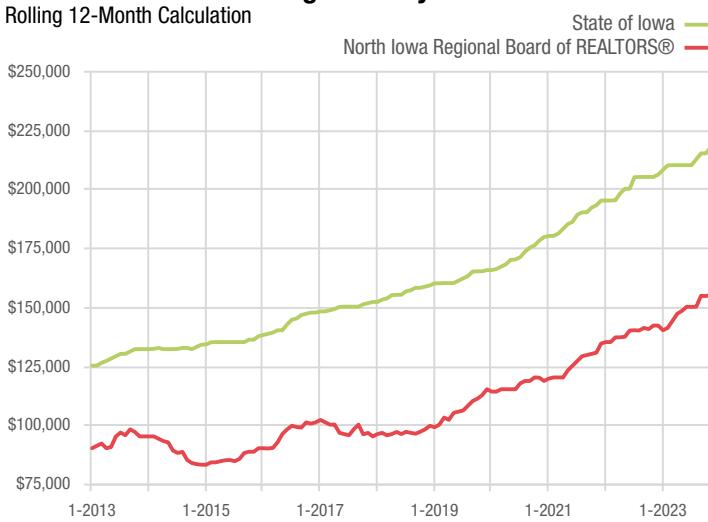
Single-Family Detached		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		61	61	0.0%	1,378	1,246	- 9.6%
Pending Sales		57	23	- 59.6%	1,303	1,102	- 15.4%
Closed Sales		78	75	- 3.8%	1,310	1,142	- 12.8%
Days on Market Until Sale		62	62	0.0%	63	58	- 7.9%
Median Sales Price*		\$134,750	\$156,400	+ 16.1%	\$142,000	\$157,900	+ 11.2%
Average Sales Price*		\$186,698	\$226,081	+ 21.1%	\$179,754	\$200,348	+ 11.5%
Percent of List Price Received*		94.3%	95.2%	+ 1.0%	97.2%	96.7%	- 0.5%
Inventory of Homes for Sale		185	276	+ 49.2%	—	—	—
Months Supply of Inventory		1.7	3.0	+ 76.5%	—	—	—

Townhouse-Condo		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		2	2	0.0%	35	35	0.0%
Pending Sales		4	0	- 100.0%	43	28	- 34.9%
Closed Sales		1	3	+ 200.0%	42	33	- 21.4%
Days on Market Until Sale		28	66	+ 135.7%	129	82	- 36.4%
Median Sales Price*		\$199,500	\$160,000	- 19.8%	\$203,500	\$230,000	+ 13.0%
Average Sales Price*		\$199,500	\$182,667	- 8.4%	\$232,809	\$240,876	+ 3.5%
Percent of List Price Received*		100.0%	96.2%	- 3.8%	99.0%	97.2%	- 1.8%
Inventory of Homes for Sale		5	9	+ 80.0%	—	—	—
Months Supply of Inventory		1.4	3.5	+ 150.0%	—	—	—

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

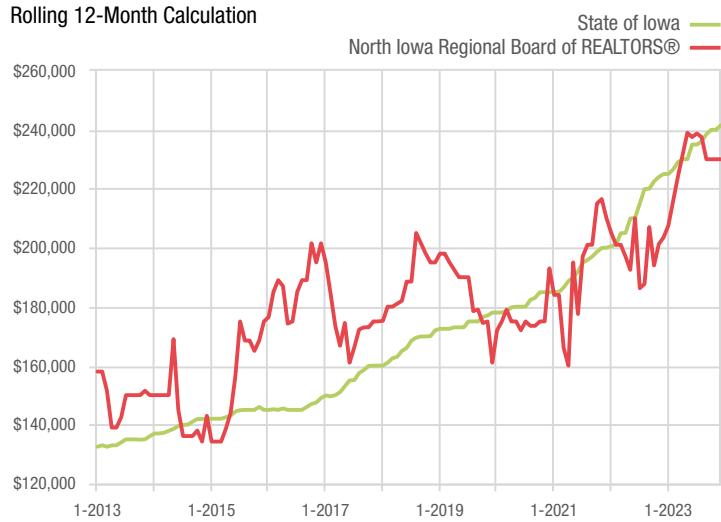
Median Sales Price - Single-Family Detached

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.