

North Iowa Regional Board of REALTORS®

Includes Cerro Gordo (Except Greater Mason City Area), Hancock, Kossuth, Winnebago and Worth Counties

Single-Family Detached		September			Year to Date		
Key Metrics		2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
New Listings		104	122	+ 17.3%	945	1,185	+ 25.4%
Pending Sales		87	55	- 36.8%	924	909	- 1.6%
Closed Sales		128	116	- 9.4%	874	892	+ 2.1%
Days on Market Until Sale		47	63	+ 34.0%	59	67	+ 13.6%
Median Sales Price*		\$185,000	\$197,675	+ 6.9%	\$156,750	\$160,000	+ 2.1%
Average Sales Price*		\$239,030	\$242,882	+ 1.6%	\$199,372	\$206,669	+ 3.7%
Percent of List Price Received*		97.3%	96.6%	- 0.7%	96.8%	96.1%	- 0.7%
Inventory of Homes for Sale		178	417	+ 134.3%	—	—	—
Months Supply of Inventory		1.8	4.4	+ 144.4%	—	—	—

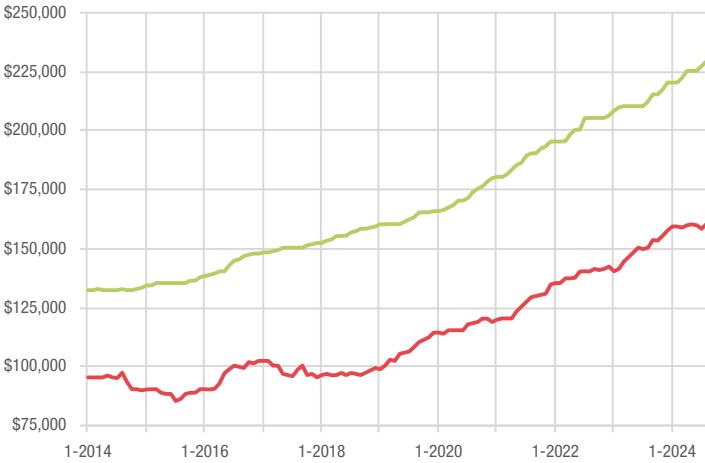
Townhouse-Condo		September			Year to Date		
Key Metrics		2023	2024	% Change	Thru 9-2023	Thru 9-2024	% Change
New Listings		2	3	+ 50.0%	26	20	- 23.1%
Pending Sales		2	1	- 50.0%	23	17	- 26.1%
Closed Sales		4	2	- 50.0%	26	15	- 42.3%
Days on Market Until Sale		47	54	+ 14.9%	85	82	- 3.5%
Median Sales Price*		\$259,250	\$175,118	- 32.5%	\$230,000	\$220,000	- 4.3%
Average Sales Price*		\$250,875	\$175,118	- 30.2%	\$240,842	\$222,582	- 7.6%
Percent of List Price Received*		99.4%	98.0%	- 1.4%	97.8%	98.8%	+ 1.0%
Inventory of Homes for Sale		6	6	0.0%	—	—	—
Months Supply of Inventory		2.3	2.5	+ 8.7%	—	—	—

* 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

State of Iowa —
North Iowa Regional Board of REALTORS® —



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation

State of Iowa —
North Iowa Regional Board of REALTORS® —



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.