

# Local Market Update – October 2024

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

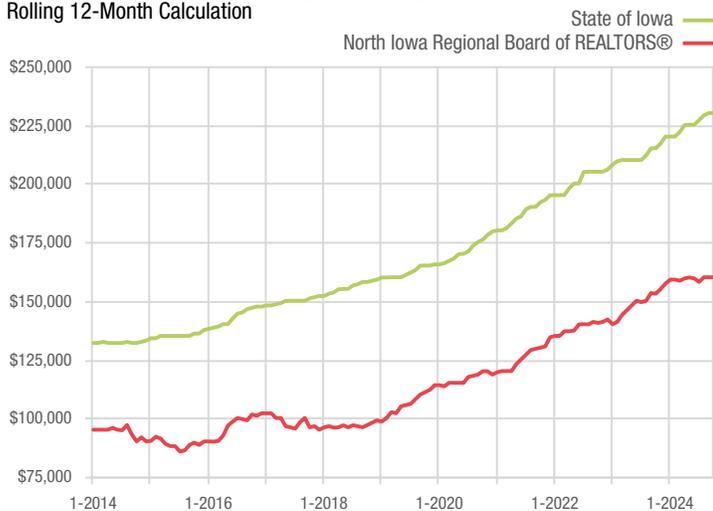
Single-Family Detached	October			Year to Date		
	2023	2024	% Change	Thru 10-2023	Thru 10-2024	% Change
New Listings	143	<b>143</b>	0.0%	1,089	<b>1,322</b>	+ 21.4%
Pending Sales	99	<b>58</b>	- 41.4%	1,023	<b>1,027</b>	+ 0.4%
Closed Sales	104	<b>112</b>	+ 7.7%	978	<b>1,005</b>	+ 2.8%
Days on Market Until Sale	52	<b>57</b>	+ 9.6%	58	<b>66</b>	+ 13.8%
Median Sales Price*	\$150,000	<b>\$165,000</b>	+ 10.0%	\$156,500	<b>\$160,000</b>	+ 2.2%
Average Sales Price*	\$177,880	<b>\$233,373</b>	+ 31.2%	\$197,102	<b>\$209,610</b>	+ 6.3%
Percent of List Price Received*	96.2%	<b>95.2%</b>	- 1.0%	96.7%	<b>96.0%</b>	- 0.7%
Inventory of Homes for Sale	211	<b>431</b>	+ 104.3%	—	—	—
Months Supply of Inventory	2.2	<b>4.5</b>	+ 104.5%	—	—	—

Townhouse-Condo	October			Year to Date		
	2023	2024	% Change	Thru 10-2023	Thru 10-2024	% Change
New Listings	4	<b>2</b>	- 50.0%	30	<b>20</b>	- 33.3%
Pending Sales	3	<b>2</b>	- 33.3%	26	<b>18</b>	- 30.8%
Closed Sales	3	<b>2</b>	- 33.3%	29	<b>17</b>	- 41.4%
Days on Market Until Sale	90	<b>67</b>	- 25.6%	85	<b>80</b>	- 5.9%
Median Sales Price*	\$309,000	<b>\$150,950</b>	- 51.1%	\$230,000	<b>\$218,000</b>	- 5.2%
Average Sales Price*	\$288,000	<b>\$150,950</b>	- 47.6%	\$245,721	<b>\$214,155</b>	- 12.8%
Percent of List Price Received*	92.8%	<b>88.2%</b>	- 5.0%	97.3%	<b>97.5%</b>	+ 0.2%
Inventory of Homes for Sale	6	<b>5</b>	- 16.7%	—	—	—
Months Supply of Inventory	2.3	<b>2.0</b>	- 13.0%	—	—	—

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

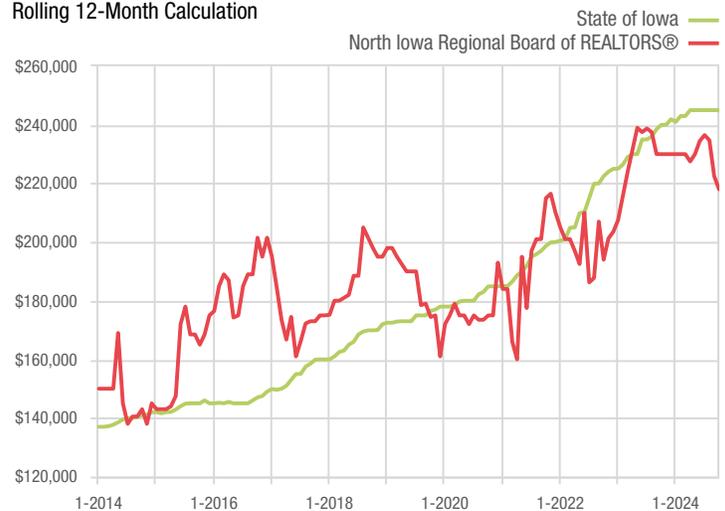
### Median Sales Price - Single-Family Detached

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.