



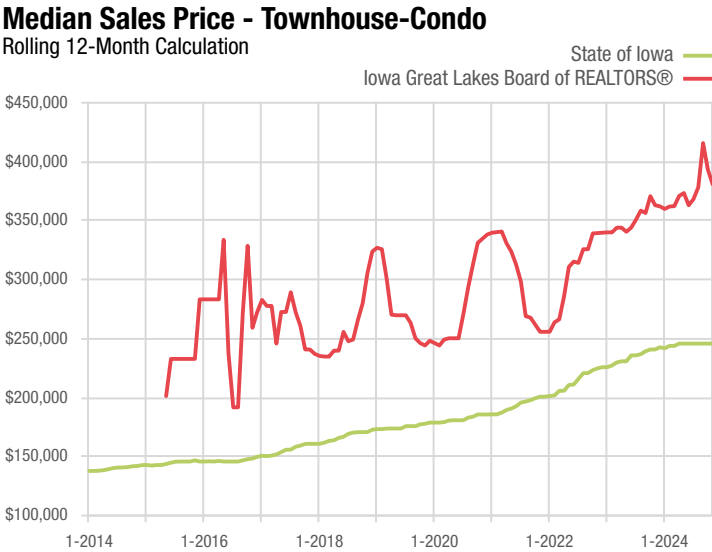
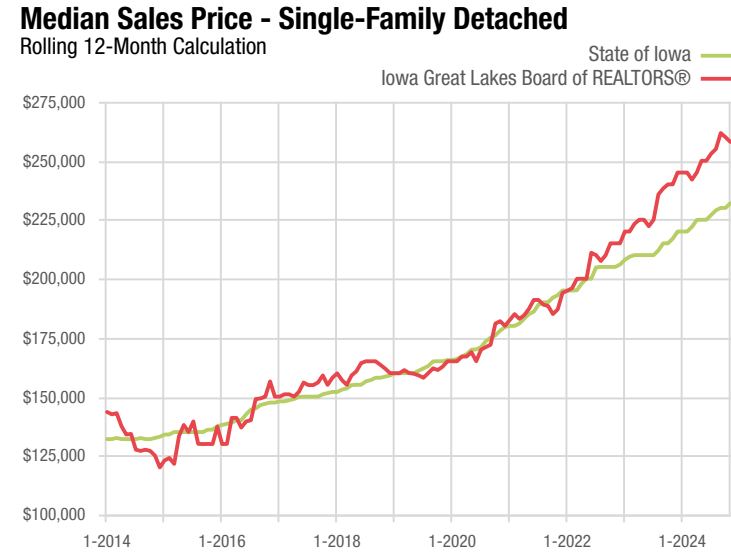
Iowa Great Lakes Board of REALTORS®

Includes Clay, Dickinson and Emmet Counties

| Single-Family Detached          | November  |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                     | 2023      | 2024      | % Change | Thru 11-2023 | Thru 11-2024 | % Change |
| New Listings                    | 31        | 53        | + 71.0%  | 824          | 876          | + 6.3%   |
| Pending Sales                   | 40        | 35        | - 12.5%  | 714          | 655          | - 8.3%   |
| Closed Sales                    | 56        | 49        | - 12.5%  | 699          | 668          | - 4.4%   |
| Days on Market Until Sale       | 84        | 80        | - 4.8%   | 79           | 90           | + 13.9%  |
| Median Sales Price*             | \$227,000 | \$215,000 | - 5.3%   | \$245,000    | \$265,000    | + 8.2%   |
| Average Sales Price*            | \$320,470 | \$363,577 | + 13.5%  | \$365,533    | \$397,155    | + 8.7%   |
| Percent of List Price Received* | 96.0%     | 96.9%     | + 0.9%   | 97.2%        | 97.0%        | - 0.2%   |
| Inventory of Homes for Sale     | 158       | 219       | + 38.6%  | —            | —            | —        |
| Months Supply of Inventory      | 2.5       | 3.8       | + 52.0%  | —            | —            | —        |

| Townhouse-Condo                 | November  |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                     | 2023      | 2024      | % Change | Thru 11-2023 | Thru 11-2024 | % Change |
| New Listings                    | 7         | 15        | + 114.3% | 143          | 215          | + 50.3%  |
| Pending Sales                   | 8         | 6         | - 25.0%  | 125          | 146          | + 16.8%  |
| Closed Sales                    | 10        | 13        | + 30.0%  | 124          | 135          | + 8.9%   |
| Days on Market Until Sale       | 111       | 159       | + 43.2%  | 154          | 173          | + 12.3%  |
| Median Sales Price*             | \$287,700 | \$332,400 | + 15.5%  | \$362,270    | \$390,000    | + 7.7%   |
| Average Sales Price*            | \$305,920 | \$391,333 | + 27.9%  | \$406,661    | \$465,154    | + 14.4%  |
| Percent of List Price Received* | 97.8%     | 101.4%    | + 3.7%   | 98.7%        | 98.1%        | - 0.6%   |
| Inventory of Homes for Sale     | 68        | 111       | + 63.2%  | —            | —            | —        |
| Months Supply of Inventory      | 6.2       | 8.8       | + 41.9%  | —            | —            | —        |

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



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.