

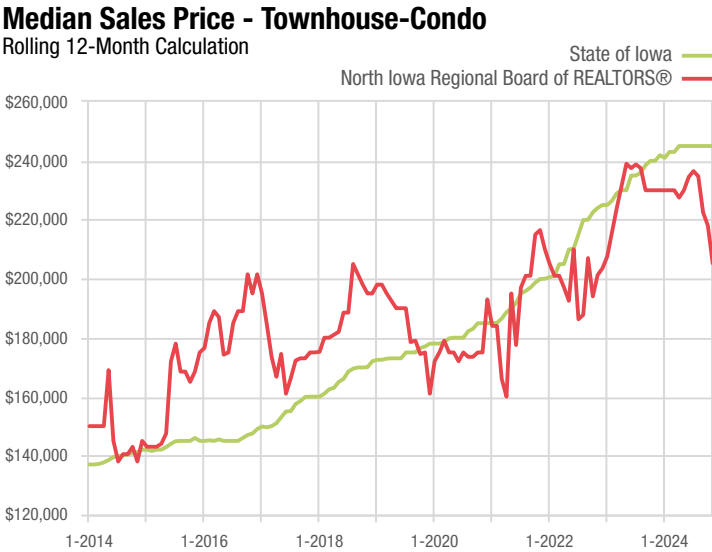
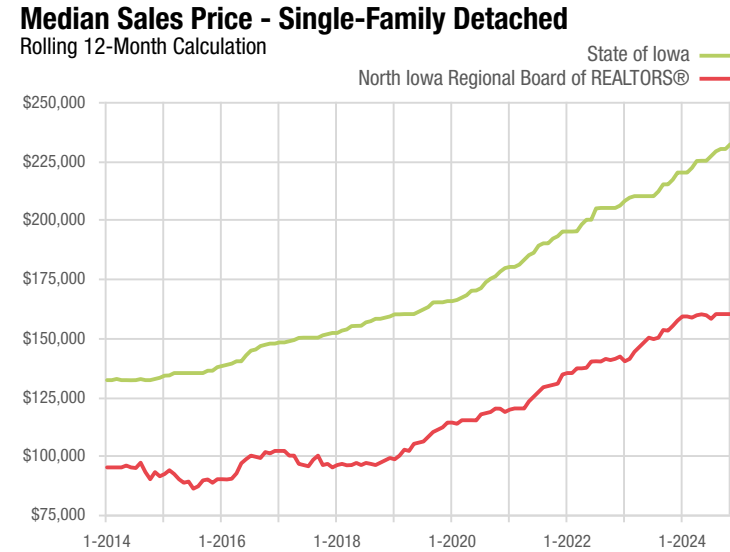
North Iowa Regional Board of REALTORS®

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

| Single-Family Detached          | November  |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                     | 2023      | 2024      | % Change | Thru 11-2023 | Thru 11-2024 | % Change |
| New Listings                    | 73        | 82        | + 12.3%  | 1,161        | 1,395        | + 20.2%  |
| Pending Sales                   | 70        | 41        | - 41.4%  | 1,093        | 1,118        | + 2.3%   |
| Closed Sales                    | 93        | 105       | + 12.9%  | 1,071        | 1,110        | + 3.6%   |
| Days on Market Until Sale       | 48        | 60        | + 25.0%  | 57           | 65           | + 14.0%  |
| Median Sales Price*             | \$167,000 | \$153,000 | - 8.4%   | \$157,250    | \$160,000    | + 1.7%   |
| Average Sales Price*            | \$209,210 | \$191,578 | - 8.4%   | \$198,156    | \$207,899    | + 4.9%   |
| Percent of List Price Received* | 97.0%     | 96.1%     | - 0.9%   | 96.7%        | 96.0%        | - 0.7%   |
| Inventory of Homes for Sale     | 206       | 406       | + 97.1%  | —            | —            | —        |
| Months Supply of Inventory      | 2.1       | 4.2       | + 100.0% | —            | —            | —        |

| Townhouse-Condo                 | November  |           |          | Year to Date |              |          |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics                     | 2023      | 2024      | % Change | Thru 11-2023 | Thru 11-2024 | % Change |
| New Listings                    | 2         | 0         | - 100.0% | 32           | 20           | - 37.5%  |
| Pending Sales                   | 2         | 0         | - 100.0% | 28           | 18           | - 35.7%  |
| Closed Sales                    | 1         | 1         | 0.0%     | 30           | 18           | - 40.0%  |
| Days on Market Until Sale       | 41        | 94        | + 129.3% | 84           | 81           | - 3.6%   |
| Median Sales Price*             | \$275,000 | \$145,000 | - 47.3%  | \$232,250    | \$211,618    | - 8.9%   |
| Average Sales Price*            | \$275,000 | \$145,000 | - 47.3%  | \$246,697    | \$210,313    | - 14.7%  |
| Percent of List Price Received* | 95.7%     | 91.8%     | - 4.1%   | 97.3%        | 97.2%        | - 0.1%   |
| Inventory of Homes for Sale     | 6         | 5         | - 16.7%  | —            | —            | —        |
| Months Supply of Inventory      | 2.3       | 1.9       | - 17.4%  | —            | —            | —        |

\* 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.