

Local Market Update – July 2019

A Research Tool Provided by Iowa Association of REALTORS®



Cass County

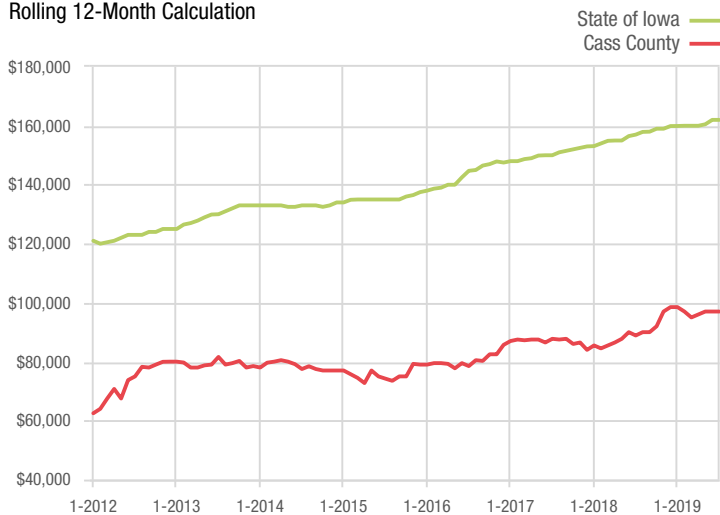
Single-Family Detached	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	17	18	+ 5.9%	88	104	+ 18.2%
Pending Sales	9	11	+ 22.2%	61	73	+ 19.7%
Closed Sales	14	15	+ 7.1%	60	65	+ 8.3%
Days on Market Until Sale	120	135	+ 12.5%	133	120	- 9.8%
Median Sales Price*	\$76,500	\$95,500	+ 24.8%	\$90,500	\$95,500	+ 5.5%
Average Sales Price*	\$99,100	\$111,410	+ 12.4%	\$116,973	\$104,395	- 10.8%
Percent of List Price Received*	93.3%	94.9%	+ 1.7%	93.7%	95.3%	+ 1.7%
Inventory of Homes for Sale	63	70	+ 11.1%	—	—	—
Months Supply of Inventory	6.0	7.5	+ 25.0%	—	—	—

Townhouse-Condo	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	1	0	- 100.0%	10	7	- 30.0%
Pending Sales	1	0	- 100.0%	8	4	- 50.0%
Closed Sales	0	0	0.0%	8	3	- 62.5%
Days on Market Until Sale	—	—	—	161	49	- 69.6%
Median Sales Price*	—	—	—	\$144,800	\$132,000	- 8.8%
Average Sales Price*	—	—	—	\$175,944	\$125,833	- 28.5%
Percent of List Price Received*	—	—	—	98.0%	96.9%	- 1.1%
Inventory of Homes for Sale	8	8	0.0%	—	—	—
Months Supply of Inventory	4.4	6.7	+ 52.3%	—	—	—

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

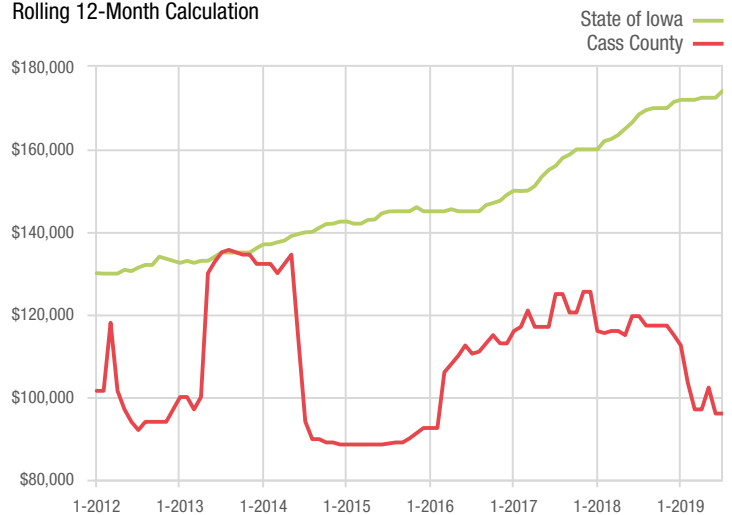
Median Sales Price - Single-Family Detached

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.