

Local Market Update – July 2019

A Research Tool Provided by Iowa Association of REALTORS®



Cerro Gordo County

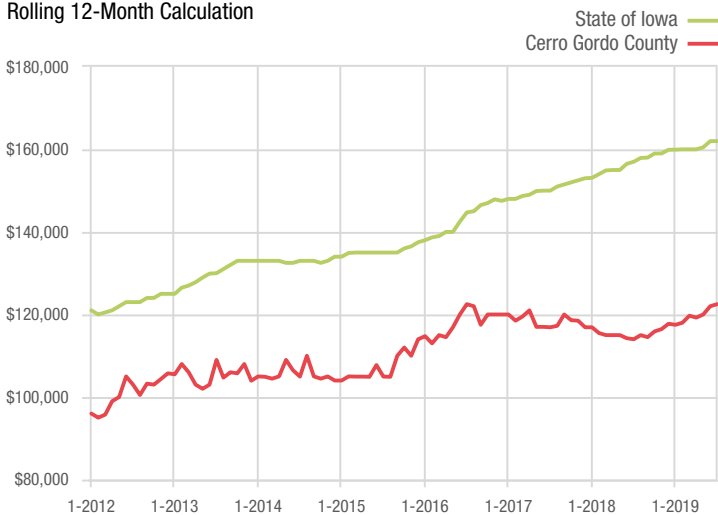
Single-Family Detached	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	113	135	+ 19.5%	647	687	+ 6.2%
Pending Sales	74	45	- 39.2%	454	423	- 6.8%
Closed Sales	60	88	+ 46.7%	395	408	+ 3.3%
Days on Market Until Sale	98	92	- 6.1%	108	101	- 6.5%
Median Sales Price*	\$124,930	\$135,000	+ 8.1%	\$114,000	\$125,000	+ 9.6%
Average Sales Price*	\$203,188	\$172,075	- 15.3%	\$150,318	\$162,850	+ 8.3%
Percent of List Price Received*	97.9%	95.1%	- 2.9%	95.5%	96.0%	+ 0.5%
Inventory of Homes for Sale	304	416	+ 36.8%	—	—	—
Months Supply of Inventory	5.1	6.9	+ 35.3%	—	—	—

Townhouse-Condo	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	8	7	- 12.5%	43	58	+ 34.9%
Pending Sales	9	4	- 55.6%	43	41	- 4.7%
Closed Sales	9	10	+ 11.1%	38	37	- 2.6%
Days on Market Until Sale	117	202	+ 72.6%	143	195	+ 36.4%
Median Sales Price*	\$227,500	\$172,500	- 24.2%	\$199,000	\$200,000	+ 0.5%
Average Sales Price*	\$220,911	\$187,670	- 15.0%	\$208,818	\$201,623	- 3.4%
Percent of List Price Received*	97.5%	96.7%	- 0.8%	97.0%	96.7%	- 0.3%
Inventory of Homes for Sale	30	47	+ 56.7%	—	—	—
Months Supply of Inventory	5.4	8.2	+ 51.9%	—	—	—

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

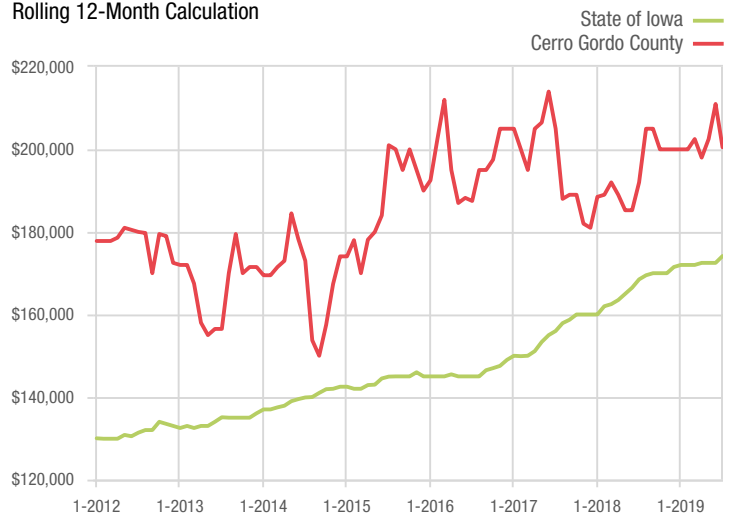
Median Sales Price - Single-Family Detached

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.