Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®

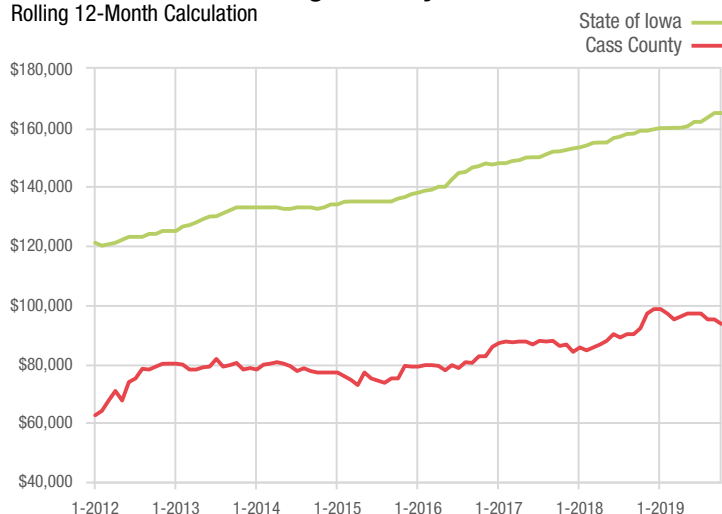**Iowa** Association of **REALTORS®**

Cass County

Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	15	13	- 13.3%	129	146	+ 13.2%
Pending Sales	5	7	+ 40.0%	83	104	+ 25.3%
Closed Sales	7	7	0.0%	88	99	+ 12.5%
Days on Market Until Sale	76	100	+ 31.6%	119	114	- 4.2%
Median Sales Price*	$110,000	$78,000	- 29.1%	$97,750	$93,000	- 4.9%
Average Sales Price*	$102,786	$77,027	- 25.1%	$117,485	$96,468	- 17.9%
Percent of List Price Received*	93.8%	97.9%	+ 4.4%	93.8%	94.5%	+ 0.7%
Inventory of Homes for Sale	66	68	+ 3.0%	—	—	—
Months Supply of Inventory	7.3	6.7	- 8.2%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1	1	0.0%	13	9	- 30.8%
Pending Sales	0	1	—	9	5	- 44.4%
Closed Sales	0	1	—	10	5	- 50.0%
Days on Market Until Sale	—	15	—	176	55	- 68.8%
Median Sales Price*	—	$125,000	—	$117,300	$132,000	+ 12.5%
Average Sales Price*	—	$125,000	—	$156,255	$131,100	- 16.1%
Percent of List Price Received*	—	100.0%	—	96.7%	97.3%	+ 0.6%
Inventory of Homes for Sale	7	9	+ 28.6%	—	—	—
Months Supply of Inventory	3.8	9.0	+ 136.8%	—	—	—

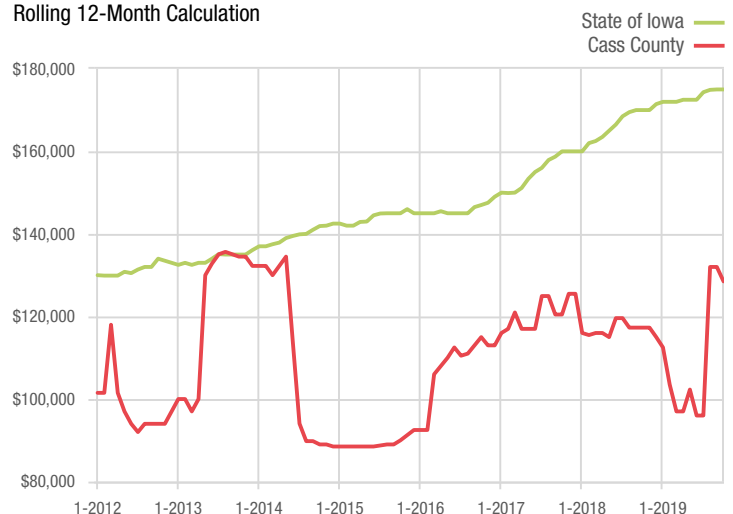* Does not account for seller concessions; % Change may be extreme due to small sample size.

Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa —
Cass County —

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa —
Cass County —

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.