

# Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



## Cass County

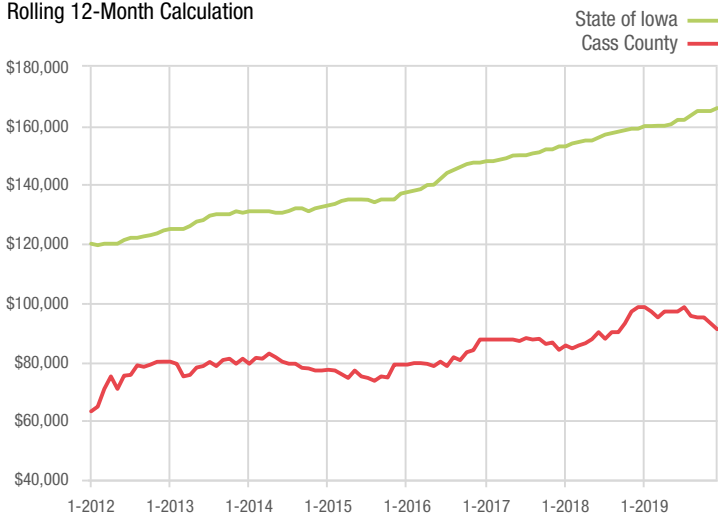
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	6	8	+ 33.3%	150	172	+ 14.7%
Pending Sales	4	10	+ 150.0%	102	126	+ 23.5%
Closed Sales	10	12	+ 20.0%	109	123	+ 12.8%
Days on Market Until Sale	117	114	- 2.6%	117	115	- 1.7%
Median Sales Price*	\$100,750	<b>\$68,500</b>	- 32.0%	\$98,500	<b>\$91,000</b>	- 7.6%
Average Sales Price*	\$102,460	<b>\$110,391</b>	+ 7.7%	\$116,581	<b>\$97,663</b>	- 16.2%
Percent of List Price Received*	97.6%	<b>89.4%</b>	- 8.4%	94.2%	<b>93.4%</b>	- 0.8%
Inventory of Homes for Sale	66	<b>69</b>	+ 4.5%	—	—	—
Months Supply of Inventory	7.8	<b>6.6</b>	- 15.4%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1	0	- 100.0%	14	12	- 14.3%
Pending Sales	0	1	—	10	8	- 20.0%
Closed Sales	1	1	0.0%	11	6	- 45.5%
Days on Market Until Sale	310	554	+ 78.7%	188	138	- 26.6%
Median Sales Price*	\$80,000	<b>\$85,000</b>	+ 6.3%	\$115,000	<b>\$128,500</b>	+ 11.7%
Average Sales Price*	\$80,000	<b>\$85,000</b>	+ 6.3%	\$149,323	<b>\$123,417</b>	- 17.3%
Percent of List Price Received*	80.1%	<b>94.4%</b>	+ 17.9%	95.2%	<b>96.8%</b>	+ 1.7%
Inventory of Homes for Sale	7	8	+ 14.3%	—	—	—
Months Supply of Inventory	4.2	<b>7.0</b>	+ 66.7%	—	—	—

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

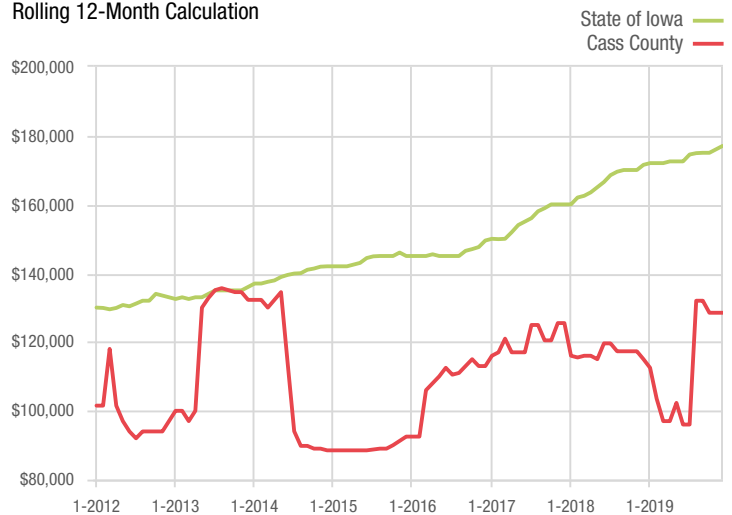
### Median Sales Price - Single-Family Detached

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.