

# Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



## Cerro Gordo County

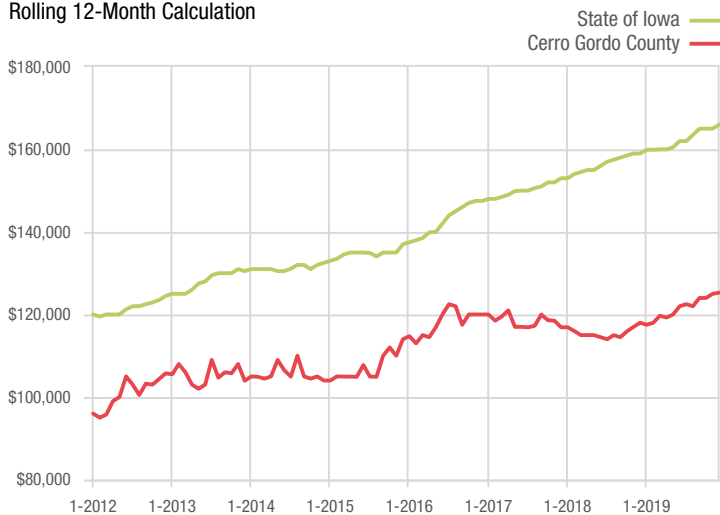
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	35	35	0.0%	1,023	1,096	+ 7.1%
Pending Sales	32	31	- 3.1%	752	807	+ 7.3%
Closed Sales	48	78	+ 62.5%	765	825	+ 7.8%
Days on Market Until Sale	98	114	+ 16.3%	101	100	- 1.0%
Median Sales Price*	\$112,000	\$134,000	+ 19.6%	\$118,000	\$125,300	+ 6.2%
Average Sales Price*	\$130,810	\$171,928	+ 31.4%	\$161,200	\$169,880	+ 5.4%
Percent of List Price Received*	94.3%	95.1%	+ 0.8%	95.3%	95.5%	+ 0.2%
Inventory of Homes for Sale	279	323	+ 15.8%	—	—	—
Months Supply of Inventory	4.5	4.8	+ 6.7%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	2	2	0.0%	76	85	+ 11.8%
Pending Sales	0	3	—	65	67	+ 3.1%
Closed Sales	4	3	- 25.0%	68	64	- 5.9%
Days on Market Until Sale	179	166	- 7.3%	154	153	- 0.6%
Median Sales Price*	\$202,500	\$265,000	+ 30.9%	\$200,000	\$177,000	- 11.5%
Average Sales Price*	\$183,375	\$237,998	+ 29.8%	\$208,500	\$198,344	- 4.9%
Percent of List Price Received*	90.9%	96.2%	+ 5.8%	96.3%	96.2%	- 0.1%
Inventory of Homes for Sale	36	41	+ 13.9%	—	—	—
Months Supply of Inventory	6.1	7.3	+ 19.7%	—	—	—

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

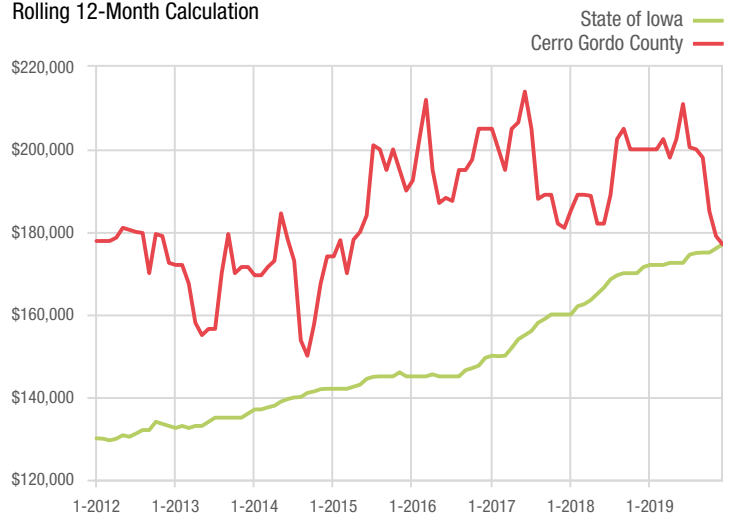
### Median Sales Price - Single-Family Detached

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.