

Local Market Update – April 2020

A Research Tool Provided by Iowa Association of REALTORS®



Cass County

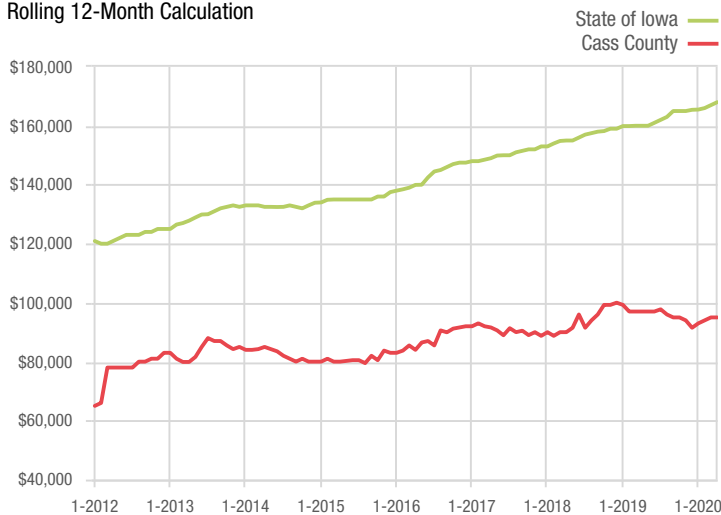
Single-Family Detached	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	18	13	- 27.8%	49	55	+ 12.2%
Pending Sales	12	12	0.0%	33	49	+ 48.5%
Closed Sales	10	14	+ 40.0%	21	47	+ 123.8%
Days on Market Until Sale	178	118	- 33.7%	147	139	- 5.4%
Median Sales Price*	\$99,000	\$119,000	+ 20.2%	\$95,000	\$104,000	+ 9.5%
Average Sales Price*	\$104,940	\$122,750	+ 17.0%	\$97,024	\$108,219	+ 11.5%
Percent of List Price Received*	96.5%	89.6%	- 7.2%	96.6%	92.3%	- 4.5%
Inventory of Homes for Sale	66	57	- 13.6%	—	—	—
Months Supply of Inventory	7.3	4.6	- 37.0%	—	—	—

Townhouse-Condo	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	1	0	- 100.0%	2	1	- 50.0%
Pending Sales	0	1	—	0	3	—
Closed Sales	0	1	—	0	3	—
Days on Market Until Sale	—	367	—	—	263	—
Median Sales Price*	—	\$93,500	—	—	\$93,500	—
Average Sales Price*	—	\$93,500	—	—	\$101,000	—
Percent of List Price Received*	—	85.1%	—	—	90.5%	—
Inventory of Homes for Sale	4	1	- 75.0%	—	—	—
Months Supply of Inventory	—	1.0	—	—	—	—

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

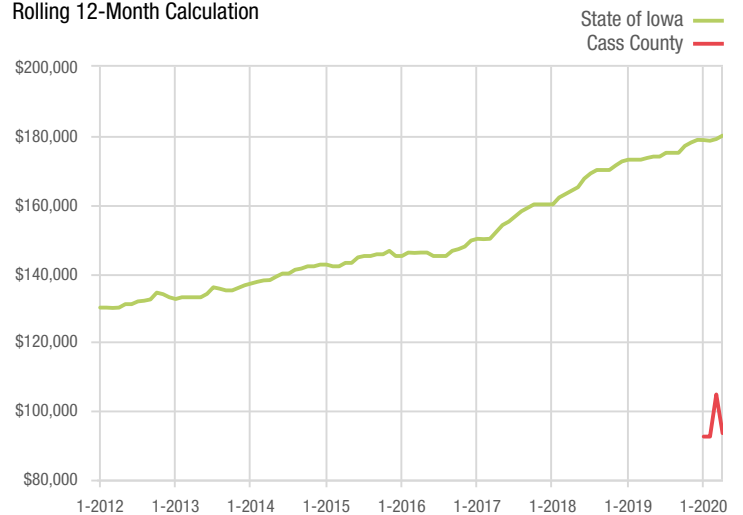
Median Sales Price - Single-Family Detached

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.