

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Cass County

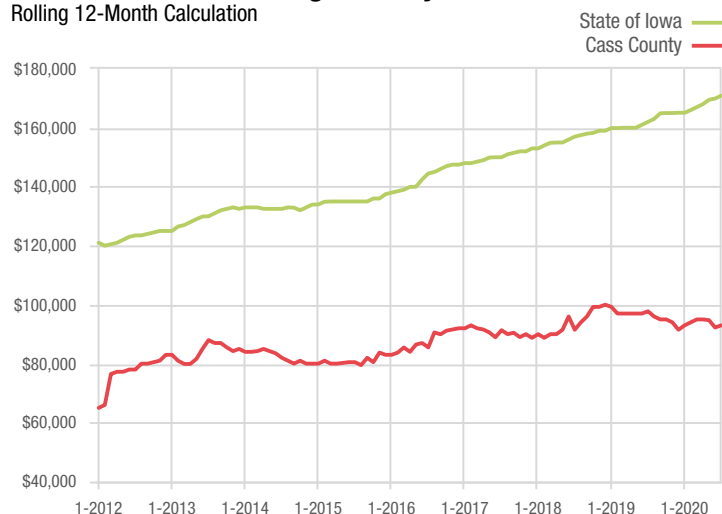
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	18	11	- 38.9%	112	92	- 17.9%
Pending Sales	12	6	- 50.0%	79	81	+ 2.5%
Closed Sales	16	11	- 31.3%	71	81	+ 14.1%
Days on Market Until Sale	154	117	- 24.0%	134	127	- 5.2%
Median Sales Price*	\$95,500	\$105,000	+ 9.9%	\$97,000	\$103,000	+ 6.2%
Average Sales Price*	\$106,478	\$120,273	+ 13.0%	\$106,291	\$107,856	+ 1.5%
Percent of List Price Received*	95.3%	93.7%	- 1.7%	95.6%	93.1%	- 2.6%
Inventory of Homes for Sale	75	51	- 32.0%	—	—	—
Months Supply of Inventory	7.4	4.5	- 39.2%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	1	—	2	3	+ 50.0%
Pending Sales	0	0	0.0%	0	3	—
Closed Sales	0	0	0.0%	0	4	—
Days on Market Until Sale	—	—	—	—	211	—
Median Sales Price*	—	—	—	—	\$105,250	—
Average Sales Price*	—	—	—	—	\$114,500	—
Percent of List Price Received*	—	—	—	—	92.1%	—
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	—	2.0	—	—	—	—

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

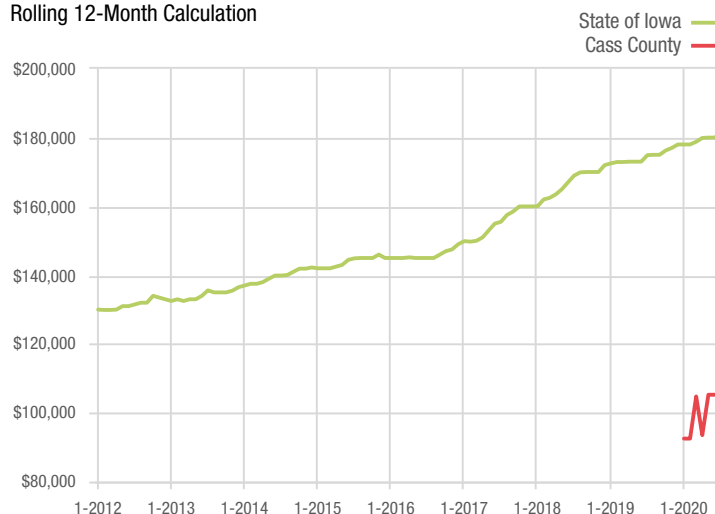
Median Sales Price - Single-Family Detached

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.