

# Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Cerro Gordo County

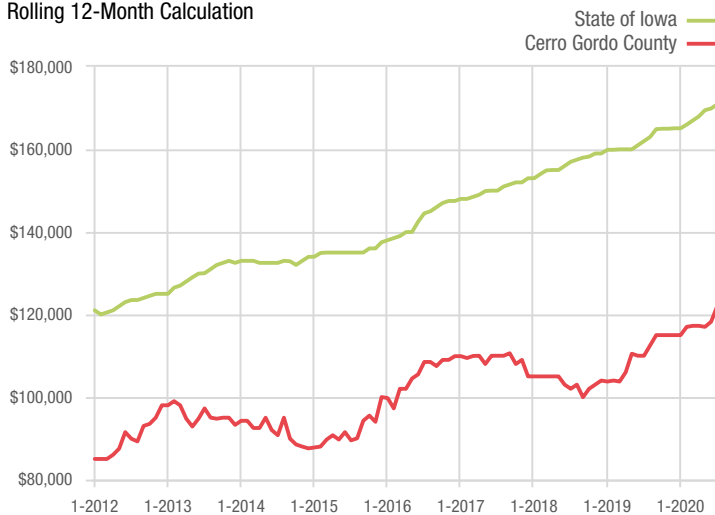
Single-Family Detached	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	78	58	- 25.6%	390	393	+ 0.8%
Pending Sales	51	31	- 39.2%	282	318	+ 12.8%
Closed Sales	54	87	+ 61.1%	234	303	+ 29.5%
Days on Market Until Sale	101	104	+ 3.0%	117	117	0.0%
Median Sales Price*	\$115,000	\$150,000	+ 30.4%	\$113,000	\$124,750	+ 10.4%
Average Sales Price*	\$143,538	\$185,961	+ 29.6%	\$143,222	\$153,391	+ 7.1%
Percent of List Price Received*	95.0%	97.0%	+ 2.1%	95.4%	95.8%	+ 0.4%
Inventory of Homes for Sale	191	189	- 1.0%	—	—	—
Months Supply of Inventory	5.2	4.4	- 15.4%	—	—	—

Townhouse-Condo	July			Year to Date		
	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	4	4	0.0%	41	25	- 39.0%
Pending Sales	6	2	- 66.7%	35	24	- 31.4%
Closed Sales	9	9	0.0%	27	27	0.0%
Days on Market Until Sale	218	191	- 12.4%	199	255	+ 28.1%
Median Sales Price*	\$145,000	\$193,000	+ 33.1%	\$149,995	\$213,000	+ 42.0%
Average Sales Price*	\$186,299	\$195,833	+ 5.1%	\$176,013	\$207,644	+ 18.0%
Percent of List Price Received*	96.5%	96.6%	+ 0.1%	96.1%	96.2%	+ 0.1%
Inventory of Homes for Sale	31	20	- 35.5%	—	—	—
Months Supply of Inventory	7.4	6.2	- 16.2%	—	—	—

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

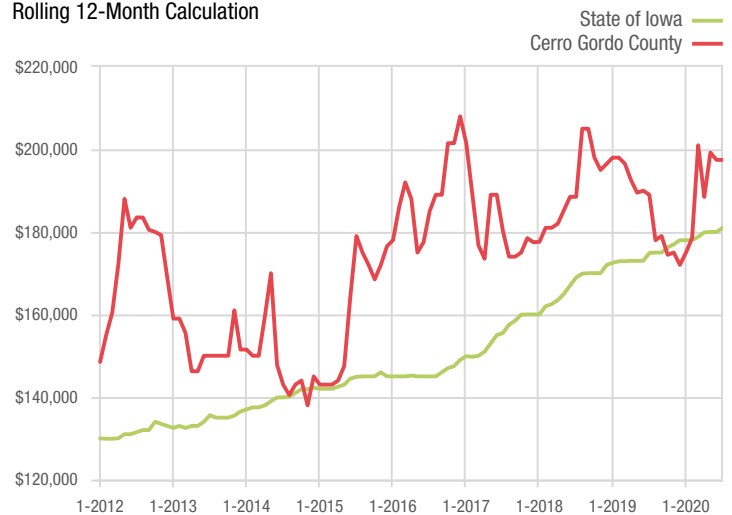
### Median Sales Price - Single-Family Detached

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.