

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Cass County

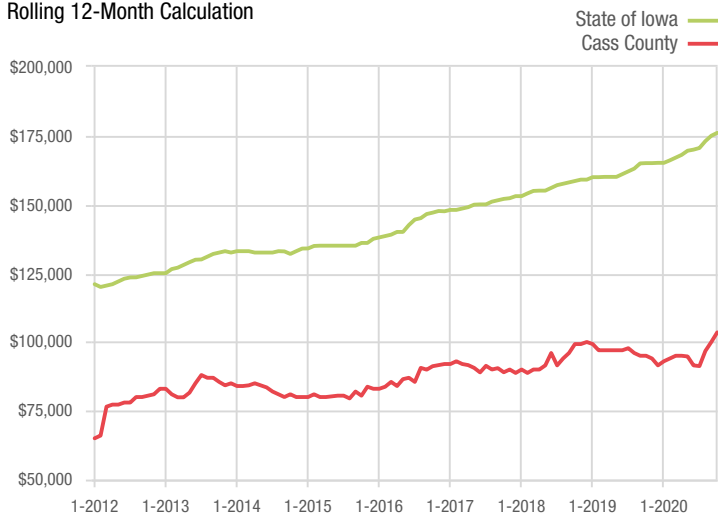
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	15	16	+ 6.7%	156	142	- 9.0%
Pending Sales	8	11	+ 37.5%	113	123	+ 8.8%
Closed Sales	8	13	+ 62.5%	106	119	+ 12.3%
Days on Market Until Sale	109	43	- 60.6%	128	115	- 10.2%
Median Sales Price*	\$83,750	\$138,000	+ 64.8%	\$95,000	\$110,000	+ 15.8%
Average Sales Price*	\$83,023	\$165,531	+ 99.4%	\$99,593	\$125,251	+ 25.8%
Percent of List Price Received*	98.1%	96.1%	- 2.0%	94.7%	93.8%	- 1.0%
Inventory of Homes for Sale	71	49	- 31.0%	—	—	—
Months Supply of Inventory	6.5	4.1	- 36.9%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	0	2	—	3	7	+ 133.3%
Pending Sales	0	1	—	0	6	—
Closed Sales	0	0	0.0%	0	6	—
Days on Market Until Sale	—	—	—	—	149	—
Median Sales Price*	—	—	—	—	\$114,750	—
Average Sales Price*	—	—	—	—	\$138,417	—
Percent of List Price Received*	—	—	—	—	94.3%	—
Inventory of Homes for Sale	5	2	- 60.0%	—	—	—
Months Supply of Inventory	—	1.7	—	—	—	—

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

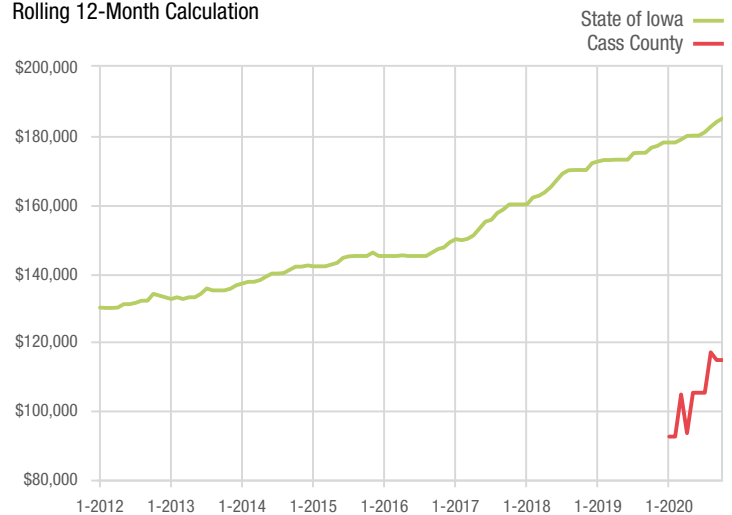
Median Sales Price - Single-Family Detached

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.