

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Cerro Gordo County

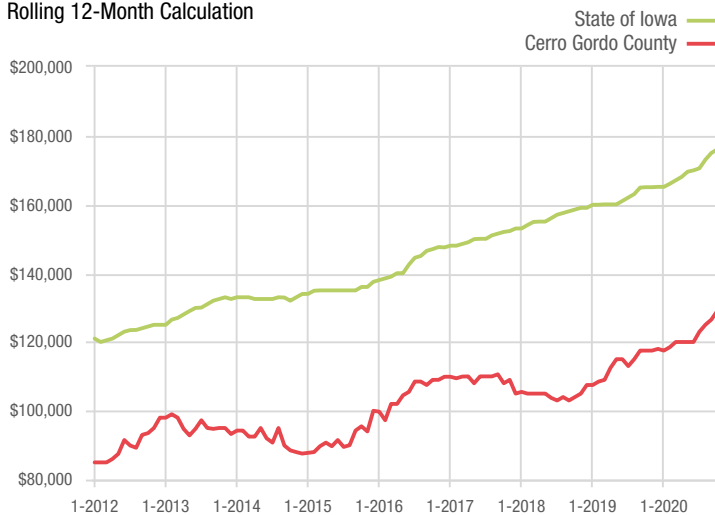
| Single-Family Detached | October | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2019 | 2020 | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings | 59 | 62 | + 5.1% | 609 | 703 | + 15.4% |
| Pending Sales | 58 | 52 | - 10.3% | 442 | 611 | + 38.2% |
| Closed Sales | 40 | 72 | + 80.0% | 395 | 566 | + 43.3% |
| Days on Market Until Sale | 106 | 111 | + 4.7% | 114 | 110 | - 3.5% |
| Median Sales Price* | \$117,250 | \$135,000 | + 15.1% | \$118,500 | \$129,900 | + 9.6% |
| Average Sales Price* | \$148,709 | \$175,216 | + 17.8% | \$147,384 | \$168,695 | + 14.5% |
| Percent of List Price Received* | 94.4% | 96.1% | + 1.8% | 95.2% | 96.0% | + 0.8% |
| Inventory of Homes for Sale | 212 | 189 | - 10.8% | — | — | — |
| Months Supply of Inventory | 5.2 | 3.4 | - 34.6% | — | — | — |

| Townhouse-Condo | October | | | Year to Date | | |
|---------------------------------|----------|------------------|----------|--------------|------------------|----------|
| | 2019 | 2020 | % Change | Thru 10-2019 | Thru 10-2020 | % Change |
| New Listings | 6 | 4 | - 33.3% | 61 | 38 | - 37.7% |
| Pending Sales | 3 | 2 | - 33.3% | 42 | 36 | - 14.3% |
| Closed Sales | 1 | 1 | 0.0% | 39 | 39 | 0.0% |
| Days on Market Until Sale | 107 | 191 | + 78.5% | 165 | 220 | + 33.3% |
| Median Sales Price* | \$90,000 | \$730,000 | + 711.1% | \$149,995 | \$215,000 | + 43.3% |
| Average Sales Price* | \$90,000 | \$730,000 | + 711.1% | \$185,714 | \$229,515 | + 23.6% |
| Percent of List Price Received* | 95.7% | 97.5% | + 1.9% | 96.1% | 96.7% | + 0.6% |
| Inventory of Homes for Sale | 42 | 24 | - 42.9% | — | — | — |
| Months Supply of Inventory | 10.5 | 6.5 | - 38.1% | — | — | — |

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

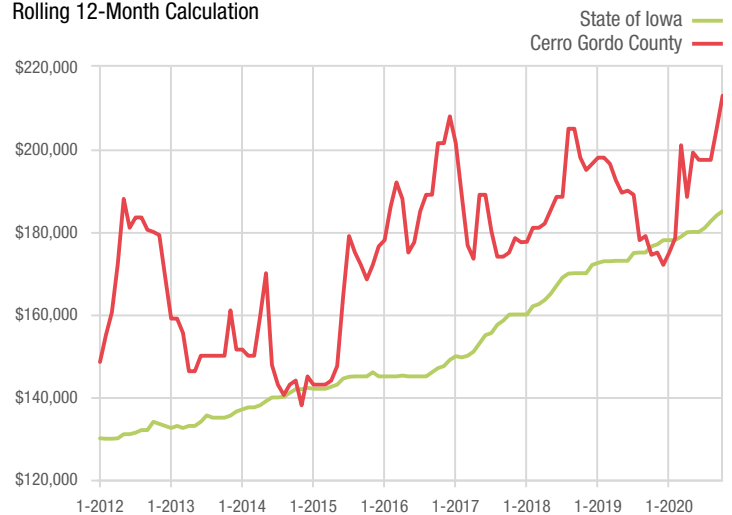
Median Sales Price - Single-Family Detached

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.