

# Local Market Update – November 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Cerro Gordo County

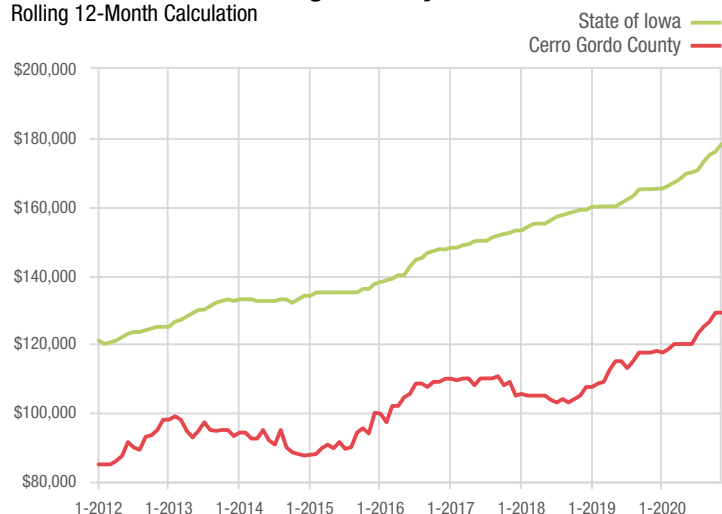
Single-Family Detached	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	45	65	+ 44.4%	654	771	+ 17.9%
Pending Sales	32	27	- 15.6%	474	665	+ 40.3%
Closed Sales	49	81	+ 65.3%	444	650	+ 46.4%
Days on Market Until Sale	95	83	- 12.6%	112	107	- 4.5%
Median Sales Price*	\$102,000	\$128,000	+ 25.5%	\$118,250	\$129,900	+ 9.9%
Average Sales Price*	\$188,802	\$158,049	- 16.3%	\$152,017	\$167,384	+ 10.1%
Percent of List Price Received*	94.3%	96.7%	+ 2.5%	95.1%	96.1%	+ 1.1%
Inventory of Homes for Sale	208	197	- 5.3%	—	—	—
Months Supply of Inventory	5.0	3.4	- 32.0%	—	—	—

Townhouse-Condo	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	0	4	—	61	42	- 31.1%
Pending Sales	3	2	- 33.3%	45	39	- 13.3%
Closed Sales	4	3	- 25.0%	43	42	- 2.3%
Days on Market Until Sale	101	54	- 46.5%	159	208	+ 30.8%
Median Sales Price*	\$173,500	\$130,000	- 25.1%	\$172,000	\$214,000	+ 24.4%
Average Sales Price*	\$185,375	\$143,800	- 22.4%	\$185,682	\$223,393	+ 20.3%
Percent of List Price Received*	93.3%	97.5%	+ 4.5%	95.9%	96.7%	+ 0.8%
Inventory of Homes for Sale	37	24	- 35.1%	—	—	—
Months Supply of Inventory	9.0	6.5	- 27.8%	—	—	—

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

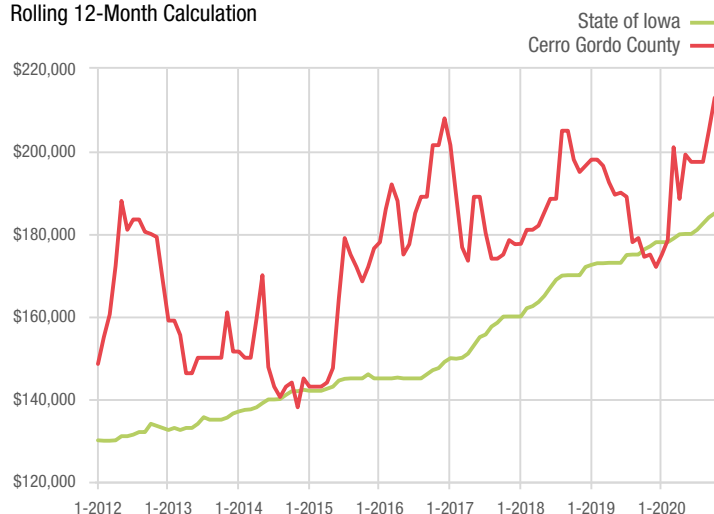
### Median Sales Price - Single-Family Detached

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.