

# Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



## Cass County

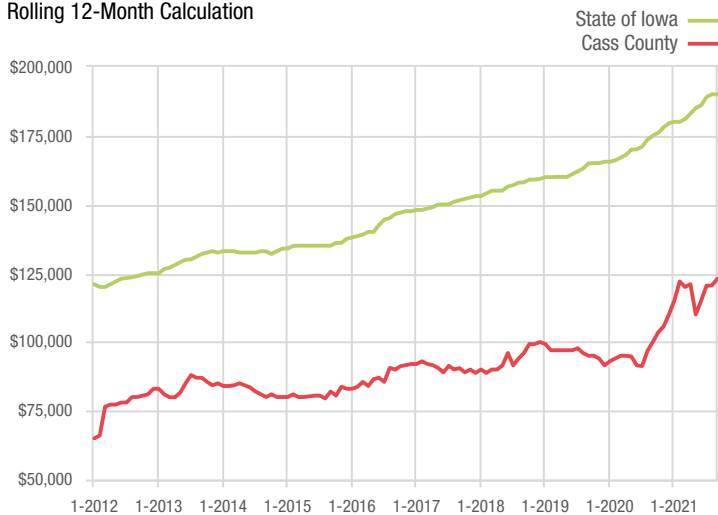
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	13	12	- 7.7%	126	131	+ 4.0%
Pending Sales	10	17	+ 70.0%	111	124	+ 11.7%
Closed Sales	13	14	+ 7.7%	106	118	+ 11.3%
Days on Market Until Sale	126	46	- 63.5%	124	58	- 53.2%
Median Sales Price*	\$145,500	<b>\$144,000</b>	- 1.0%	\$105,000	<b>\$115,000</b>	+ 9.5%
Average Sales Price*	\$170,165	<b>\$151,000</b>	- 11.3%	\$120,311	<b>\$130,642</b>	+ 8.6%
Percent of List Price Received*	96.7%	<b>97.5%</b>	+ 0.8%	93.6%	<b>95.3%</b>	+ 1.8%
Inventory of Homes for Sale	47	23	- 51.1%	—	—	—
Months Supply of Inventory	4.1	1.7	- 58.5%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	1	1	0.0%	5	7	+ 40.0%
Pending Sales	0	0	0.0%	5	4	- 20.0%
Closed Sales	1	0	- 100.0%	6	3	- 50.0%
Days on Market Until Sale	49	—	—	149	42	- 71.8%
Median Sales Price*	\$112,500	—	—	\$114,750	<b>\$125,000</b>	+ 8.9%
Average Sales Price*	\$112,500	—	—	\$138,417	<b>\$168,667</b>	+ 21.9%
Percent of List Price Received*	97.4%	—	—	94.3%	<b>97.1%</b>	+ 3.0%
Inventory of Homes for Sale	2	4	+ 100.0%	—	—	—
Months Supply of Inventory	1.7	3.3	+ 94.1%	—	—	—

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

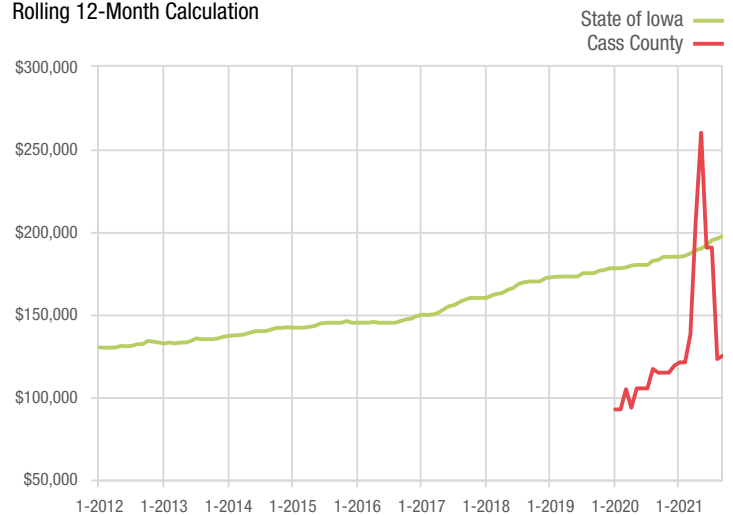
### Median Sales Price - Single-Family Detached

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.