

Local Market Update – October 2022

A Research Tool Provided by Iowa Association of REALTORS®



Cass County

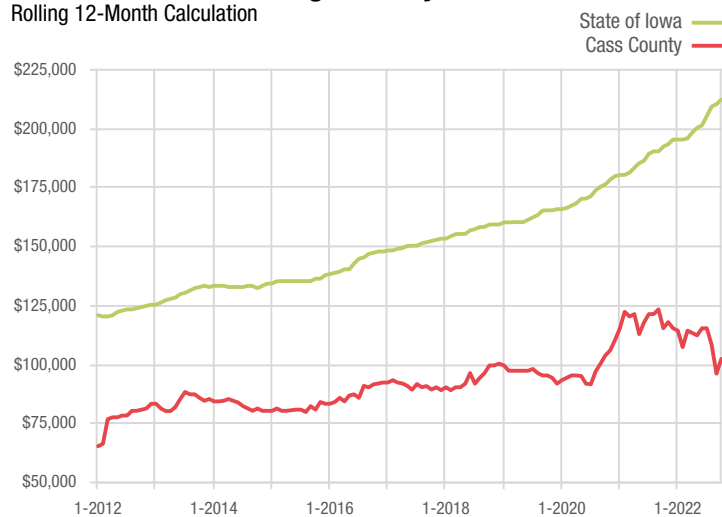
Single-Family Detached	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	17	2	- 88.2%	148	61	- 58.8%
Pending Sales	13	3	- 76.9%	136	57	- 58.1%
Closed Sales	17	4	- 76.5%	136	59	- 56.6%
Days on Market Until Sale	41	1	- 97.6%	55	62	+ 12.7%
Median Sales Price*	\$97,000	\$115,000	+ 18.6%	\$115,000	\$89,500	- 22.2%
Average Sales Price*	\$133,068	\$126,500	- 4.9%	\$131,924	\$112,246	- 14.9%
Percent of List Price Received*	93.8%	99.1%	+ 5.7%	95.2%	92.9%	- 2.4%
Inventory of Homes for Sale	24	19	- 20.8%	—	—	—
Months Supply of Inventory	1.7	2.8	+ 64.7%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	0	0	0.0%	7	1	- 85.7%
Pending Sales	2	0	- 100.0%	6	0	- 100.0%
Closed Sales	1	0	- 100.0%	4	1	- 75.0%
Days on Market Until Sale	4	—	—	32	117	+ 265.6%
Median Sales Price*	\$335,000	—	—	\$192,500	\$287,000	+ 49.1%
Average Sales Price*	\$335,000	—	—	\$210,250	\$287,000	+ 36.5%
Percent of List Price Received*	100.0%	—	—	97.8%	182.9%	+ 87.0%
Inventory of Homes for Sale	2	0	- 100.0%	—	—	—
Months Supply of Inventory	1.4	—	—	—	—	—

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

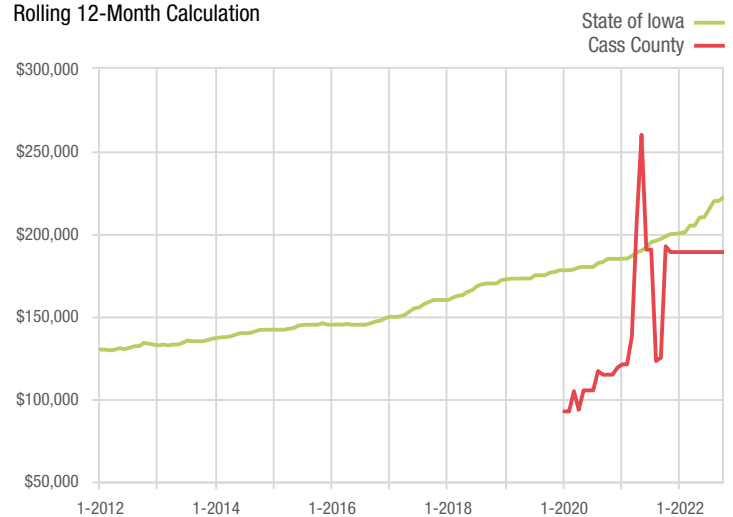
Median Sales Price - Single-Family Detached

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.