

Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



Cass County

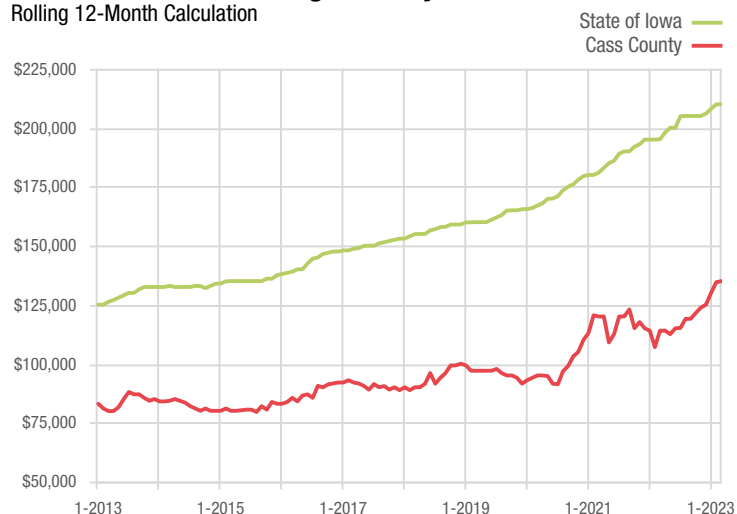
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	13	9	- 30.8%	27	27	0.0%
Pending Sales	12	6	- 50.0%	24	20	- 16.7%
Closed Sales	7	10	+ 42.9%	29	19	- 34.5%
Days on Market Until Sale	158	42	- 73.4%	87	55	- 36.8%
Median Sales Price*	\$165,000	\$159,500	- 3.3%	\$85,000	\$170,000	+ 100.0%
Average Sales Price*	\$127,143	\$160,900	+ 26.6%	\$110,176	\$198,789	+ 80.4%
Percent of List Price Received*	93.1%	94.9%	+ 1.9%	92.2%	96.3%	+ 4.4%
Inventory of Homes for Sale	22	18	- 18.2%	—	—	—
Months Supply of Inventory	1.8	2.0	+ 11.1%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	0	0	0.0%	0	0	0.0%
Pending Sales	0	0	0.0%	0	0	0.0%
Closed Sales	0	0	0.0%	1	0	- 100.0%
Days on Market Until Sale	—	—	—	117	—	—
Median Sales Price*	—	—	—	\$287,000	—	—
Average Sales Price*	—	—	—	\$287,000	—	—
Percent of List Price Received*	—	—	—	182.9%	—	—
Inventory of Homes for Sale	0	0	0.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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

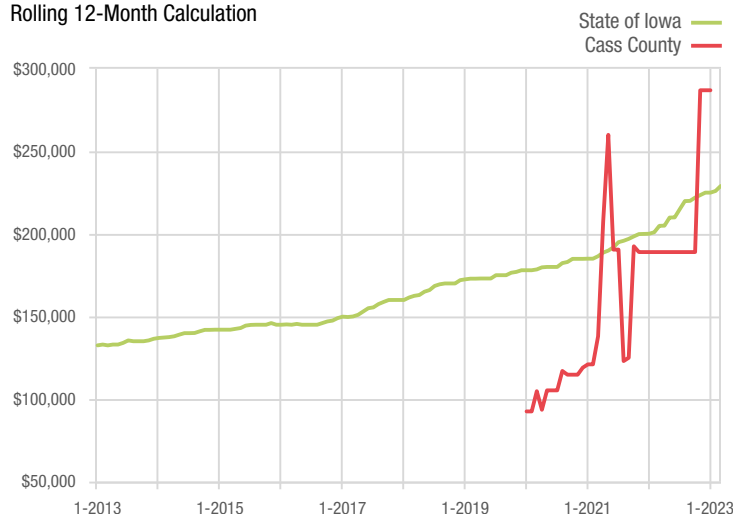
Median Sales Price - Single-Family Detached

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.