

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Cass County

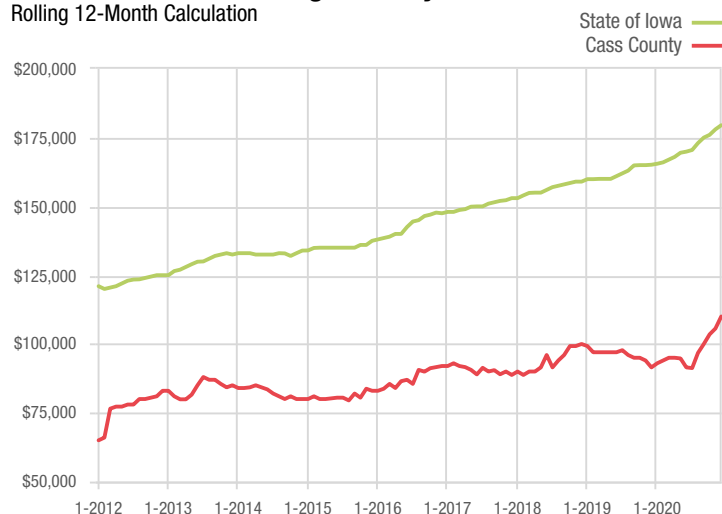
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	8	14	+ 75.0%	179	167	- 6.7%
Pending Sales	13	12	- 7.7%	133	154	+ 15.8%
Closed Sales	13	12	- 7.7%	127	147	+ 15.7%
Days on Market Until Sale	153	135	- 11.8%	132	114	- 13.6%
Median Sales Price*	\$70,000	\$135,500	+ 93.6%	\$91,500	\$110,000	+ 20.2%
Average Sales Price*	\$108,438	\$141,604	+ 30.6%	\$99,075	\$124,945	+ 26.1%
Percent of List Price Received*	89.8%	97.0%	+ 8.0%	93.7%	94.0%	+ 0.3%
Inventory of Homes for Sale	70	27	- 61.4%	—	—	—
Months Supply of Inventory	6.3	2.1	- 66.7%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	0	0	0.0%	3	8	+ 166.7%
Pending Sales	0	0	0.0%	1	7	+ 600.0%
Closed Sales	0	2	—	0	8	—
Days on Market Until Sale	—	10	—	—	114	—
Median Sales Price*	—	\$195,500	—	—	\$119,000	—
Average Sales Price*	—	\$195,500	—	—	\$152,688	—
Percent of List Price Received*	—	100.4%	—	—	95.8%	—
Inventory of Homes for Sale	4	2	- 50.0%	—	—	—
Months Supply of Inventory	4.0	1.7	- 57.5%	—	—	—

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

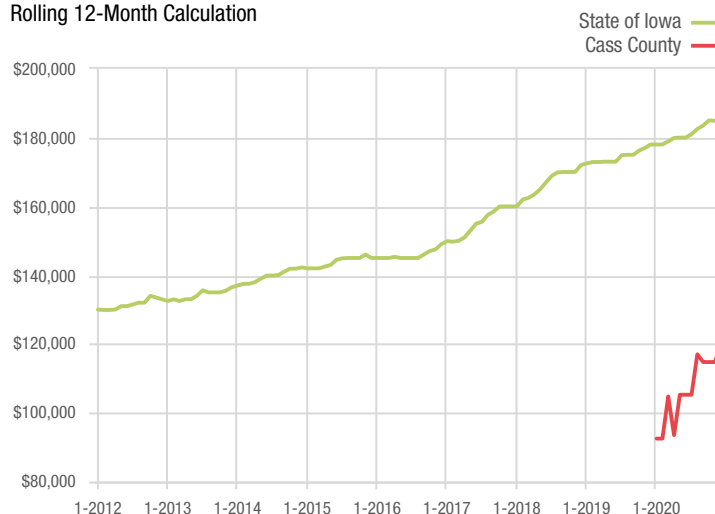
Median Sales Price - Single-Family Detached

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.