

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Cerro Gordo County

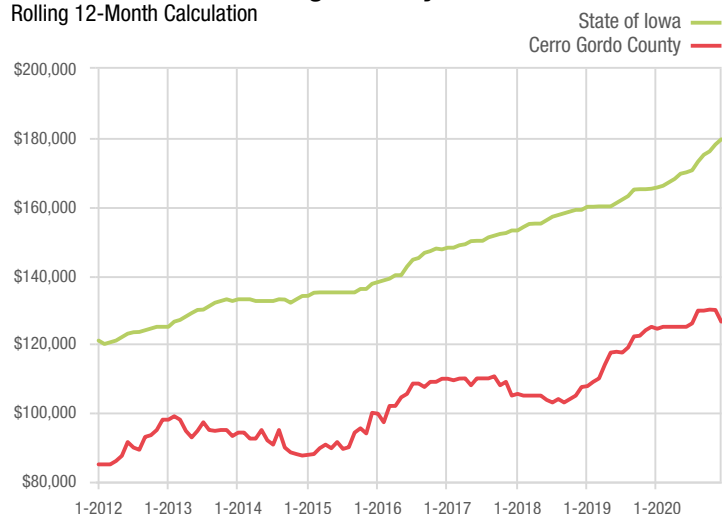
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	21	52	+ 147.6%	776	825	+ 6.3%
Pending Sales	26	24	- 7.7%	553	720	+ 30.2%
Closed Sales	48	76	+ 58.3%	541	726	+ 34.2%
Days on Market Until Sale	126	91	- 27.8%	114	105	- 7.9%
Median Sales Price*	\$133,950	\$100,000	- 25.3%	\$125,000	\$126,500	+ 1.2%
Average Sales Price*	\$176,072	\$136,747	- 22.3%	\$178,960	\$164,172	- 8.3%
Percent of List Price Received*	94.1%	96.3%	+ 2.3%	95.0%	96.1%	+ 1.2%
Inventory of Homes for Sale	204	191	- 6.4%	—	—	—
Months Supply of Inventory	4.4	3.2	- 27.3%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	1	1	0.0%	58	45	- 22.4%
Pending Sales	5	0	- 100.0%	46	39	- 15.2%
Closed Sales	1	3	+ 200.0%	41	45	+ 9.8%
Days on Market Until Sale	408	238	- 41.7%	169	210	+ 24.3%
Median Sales Price*	\$149,995	\$259,500	+ 73.0%	\$172,000	\$215,000	+ 25.0%
Average Sales Price*	\$149,995	\$242,833	+ 61.9%	\$184,252	\$224,689	+ 21.9%
Percent of List Price Received*	100.0%	98.3%	- 1.7%	96.0%	96.8%	+ 0.8%
Inventory of Homes for Sale	33	27	- 18.2%	—	—	—
Months Supply of Inventory	8.6	7.6	- 11.6%	—	—	—

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

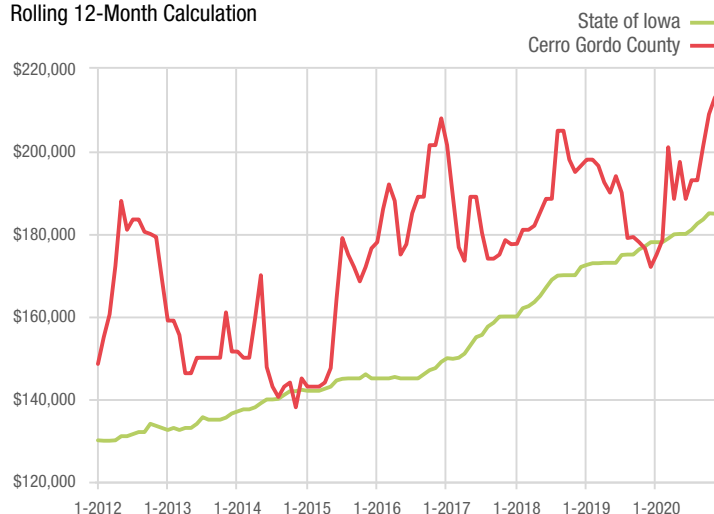
Median Sales Price - Single-Family Detached

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.