

Local Market Update – January 2019

This is a research tool provided by Iowa Association of REALTORS®.



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

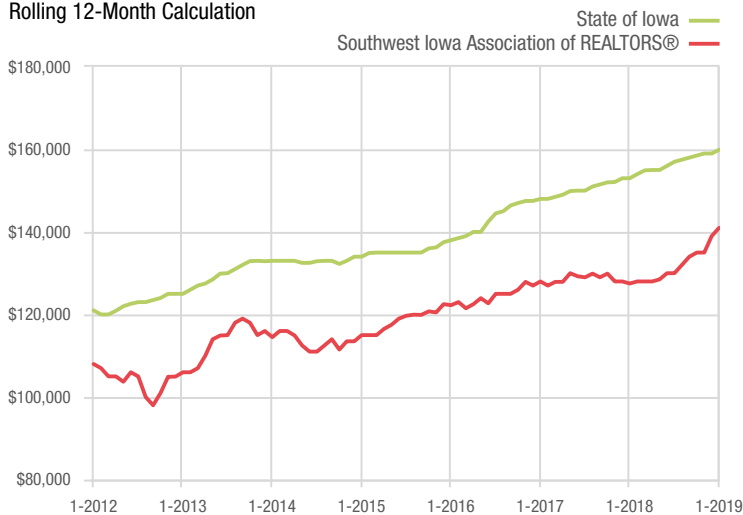
Single-Family Detached	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	79	96	+ 21.5%	79	96	+ 21.5%
Pending Sales	65	56	- 13.8%	65	56	- 13.8%
Closed Sales	57	68	+ 19.3%	57	68	+ 19.3%
Days on Market Until Sale	64	55	- 14.1%	64	55	- 14.1%
Median Sales Price*	\$122,000	\$162,450	+ 33.2%	\$122,000	\$162,450	+ 33.2%
Average Sales Price*	\$140,695	\$198,541	+ 41.1%	\$140,695	\$198,541	+ 41.1%
Percent of List Price Received*	96.5%	96.8%	+ 0.3%	96.5%	96.8%	+ 0.3%
Inventory of Homes for Sale	144	199	+ 38.2%	—	—	—
Months Supply of Inventory	1.3	1.9	+ 46.2%	—	—	—

Townhouse-Condo	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
New Listings	3	4	+ 33.3%	3	4	+ 33.3%
Pending Sales	3	1	- 66.7%	3	1	- 66.7%
Closed Sales	4	1	- 75.0%	4	1	- 75.0%
Days on Market Until Sale	87	0	- 100.0%	87	0	- 100.0%
Median Sales Price*	\$120,000	\$285,000	+ 137.5%	\$120,000	\$285,000	+ 137.5%
Average Sales Price*	\$156,500	\$285,000	+ 82.1%	\$156,500	\$285,000	+ 82.1%
Percent of List Price Received*	96.9%	100.0%	+ 3.2%	96.9%	100.0%	+ 3.2%
Inventory of Homes for Sale	9	7	- 22.2%	—	—	—
Months Supply of Inventory	2.5	1.8	- 28.0%	—	—	—

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

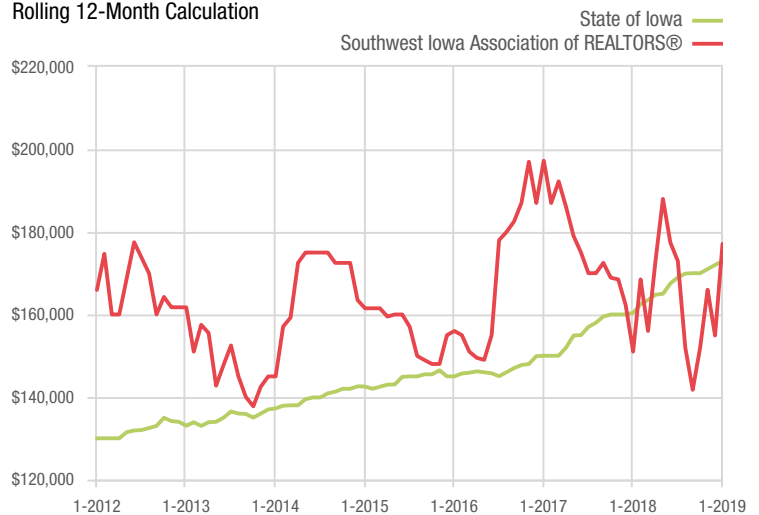
Median Sales Price - Single-Family Detached

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.