

Local Market Update – February 2019

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



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

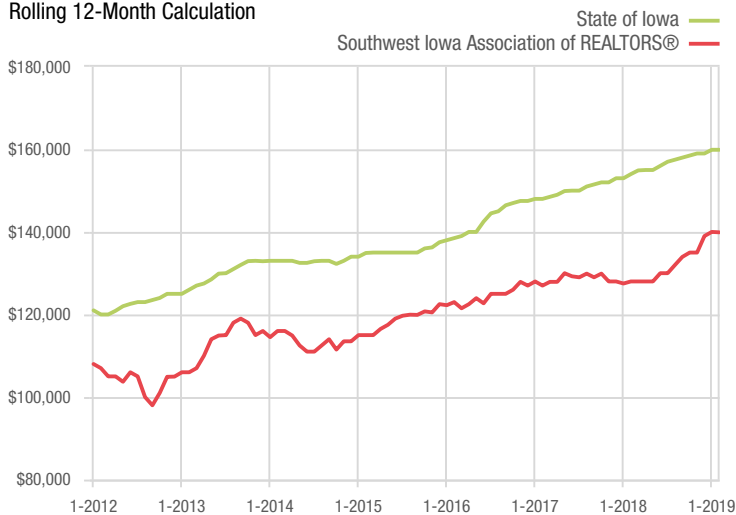
Single-Family Detached	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	112	91	- 18.8%	191	188	- 1.6%
Pending Sales	75	55	- 26.7%	140	136	- 2.9%
Closed Sales	50	76	+ 52.0%	107	154	+ 43.9%
Days on Market Until Sale	38	39	+ 2.6%	52	45	- 13.5%
Median Sales Price*	\$147,500	\$118,000	- 20.0%	\$129,000	\$132,950	+ 3.1%
Average Sales Price*	\$149,564	\$129,748	- 13.2%	\$144,839	\$159,621	+ 10.2%
Percent of List Price Received*	98.0%	96.4%	- 1.6%	97.2%	96.6%	- 0.6%
Inventory of Homes for Sale	166	190	+ 14.5%	—	—	—
Months Supply of Inventory	1.6	1.8	+ 12.5%	—	—	—

Townhouse-Condo	February			Year to Date		
	2018	2019	% Change	Thru 2-2018	Thru 2-2019	% Change
New Listings	0	3	—	3	8	+ 166.7%
Pending Sales	1	4	+ 300.0%	4	6	+ 50.0%
Closed Sales	1	2	+ 100.0%	5	3	- 40.0%
Days on Market Until Sale	5	80	+ 1,500.0%	71	53	- 25.4%
Median Sales Price*	\$295,000	\$171,000	- 42.0%	\$175,750	\$187,500	+ 6.7%
Average Sales Price*	\$295,000	\$171,000	- 42.0%	\$191,125	\$209,000	+ 9.4%
Percent of List Price Received*	98.4%	99.2%	+ 0.8%	97.3%	99.5%	+ 2.3%
Inventory of Homes for Sale	7	6	- 14.3%	—	—	—
Months Supply of Inventory	2.1	1.4	- 33.3%	—	—	—

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

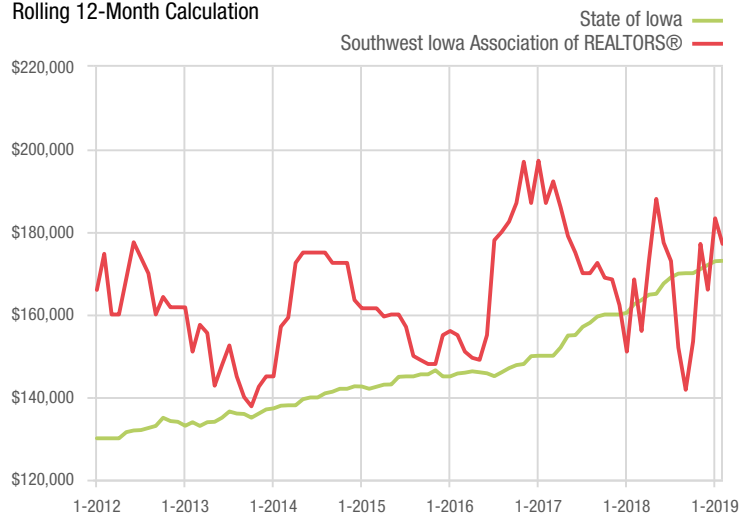
Median Sales Price - Single-Family Detached

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.