

Local Market Update – July 2019

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

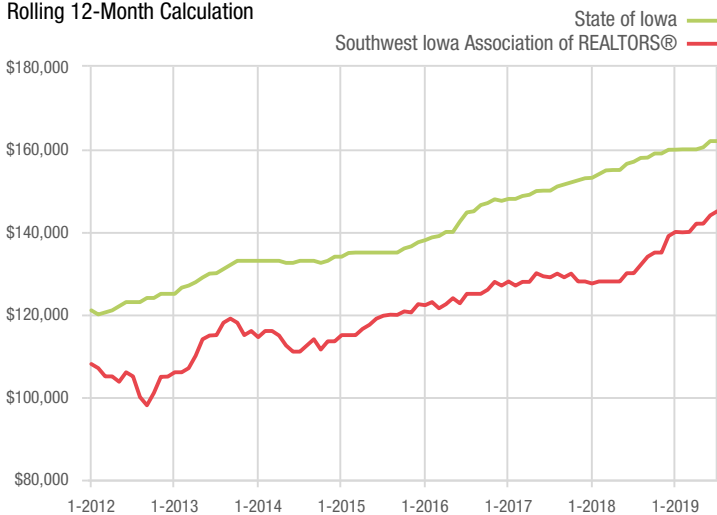
Single-Family Detached	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	182	149	- 18.1%	993	941	- 5.2%
Pending Sales	139	83	- 40.3%	797	736	- 7.7%
Closed Sales	116	118	+ 1.7%	685	706	+ 3.1%
Days on Market Until Sale	20	28	+ 40.0%	35	34	- 2.9%
Median Sales Price*	\$144,000	\$162,500	+ 12.8%	\$135,000	\$144,500	+ 7.0%
Average Sales Price*	\$172,634	\$193,041	+ 11.8%	\$156,670	\$176,850	+ 12.9%
Percent of List Price Received*	97.4%	98.7%	+ 1.3%	98.2%	98.1%	- 0.1%
Inventory of Homes for Sale	201	221	+ 10.0%	—	—	—
Months Supply of Inventory	1.9	2.2	+ 15.8%	—	—	—

Townhouse-Condo	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	7	5	- 28.6%	46	48	+ 4.3%
Pending Sales	7	3	- 57.1%	26	33	+ 26.9%
Closed Sales	3	7	+ 133.3%	19	28	+ 47.4%
Days on Market Until Sale	12	6	- 50.0%	55	30	- 45.5%
Median Sales Price*	\$142,000	\$170,105	+ 19.8%	\$140,975	\$196,000	+ 39.0%
Average Sales Price*	\$140,500	\$188,501	+ 34.2%	\$164,975	\$206,234	+ 25.0%
Percent of List Price Received*	98.0%	99.0%	+ 1.0%	98.2%	98.6%	+ 0.4%
Inventory of Homes for Sale	23	13	- 43.5%	—	—	—
Months Supply of Inventory	7.5	2.8	- 62.7%	—	—	—

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

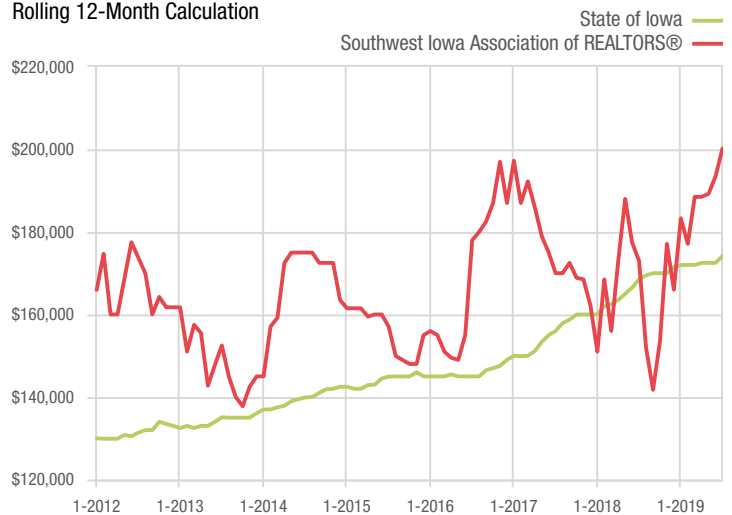
Median Sales Price - Single-Family Detached

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.