

Local Market Update – July 2019

A Research Tool Provided by Iowa Association of REALTORS®



West Central Iowa Regional Board of REALTORS®

Includes Adair, Adams, Audubon, Carroll, Cass, Clarke (West of I-35), Crawford, Decatur (West of I-35), Fremont, Greene, Guthrie, Harrison, Monona, Montgomery, Page, Ringgold, Shelby, Taylor and Union Counties

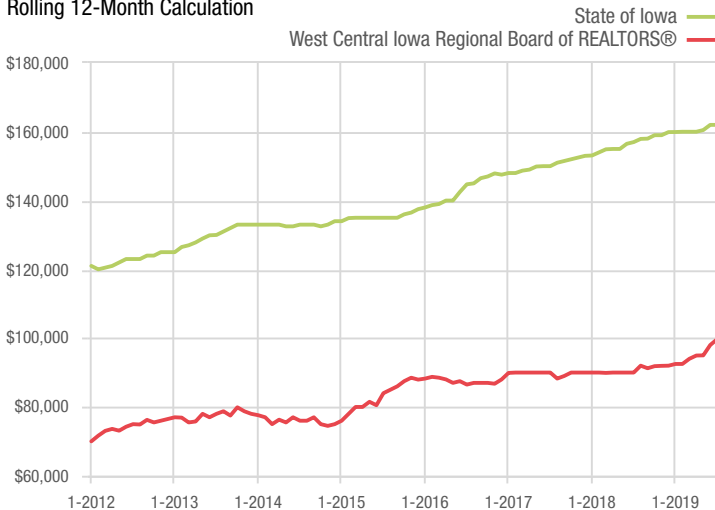
Single-Family Detached	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	205	241	+ 17.6%	1,298	1,319	+ 1.6%
Pending Sales	156	149	- 4.5%	934	986	+ 5.6%
Closed Sales	157	174	+ 10.8%	896	908	+ 1.3%
Days on Market Until Sale	81	97	+ 19.8%	103	108	+ 4.9%
Median Sales Price*	\$95,000	\$104,500	+ 10.0%	\$90,050	\$104,000	+ 15.5%
Average Sales Price*	\$114,260	\$141,992	+ 24.3%	\$119,877	\$136,775	+ 14.1%
Percent of List Price Received*	94.5%	94.2%	- 0.3%	93.6%	94.2%	+ 0.6%
Inventory of Homes for Sale	787	756	- 3.9%	—	—	—
Months Supply of Inventory	5.9	5.7	- 3.4%	—	—	—

Townhouse-Condo	July			Year to Date		
	2018	2019	% Change	Thru 7-2018	Thru 7-2019	% Change
New Listings	5	1	- 80.0%	30	34	+ 13.3%
Pending Sales	4	5	+ 25.0%	30	25	- 16.7%
Closed Sales	2	1	- 50.0%	27	23	- 14.8%
Days on Market Until Sale	8	225	+ 2,712.5%	209	81	- 61.2%
Median Sales Price*	\$114,000	\$105,000	- 7.9%	\$154,000	\$107,000	- 30.5%
Average Sales Price*	\$114,000	\$105,000	- 7.9%	\$165,145	\$132,409	- 19.8%
Percent of List Price Received*	97.7%	91.4%	- 6.4%	97.3%	94.4%	- 3.0%
Inventory of Homes for Sale	56	48	- 14.3%	—	—	—
Months Supply of Inventory	16.0	13.4	- 16.3%	—	—	—

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

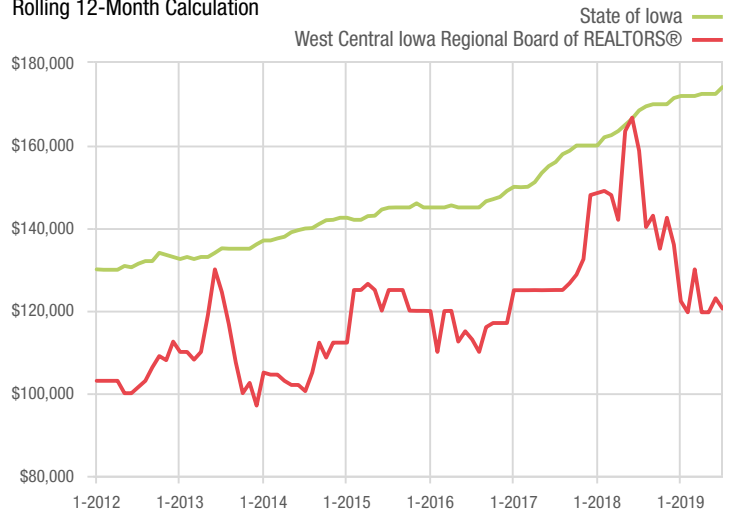
Median Sales Price - Single-Family Detached

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.