

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

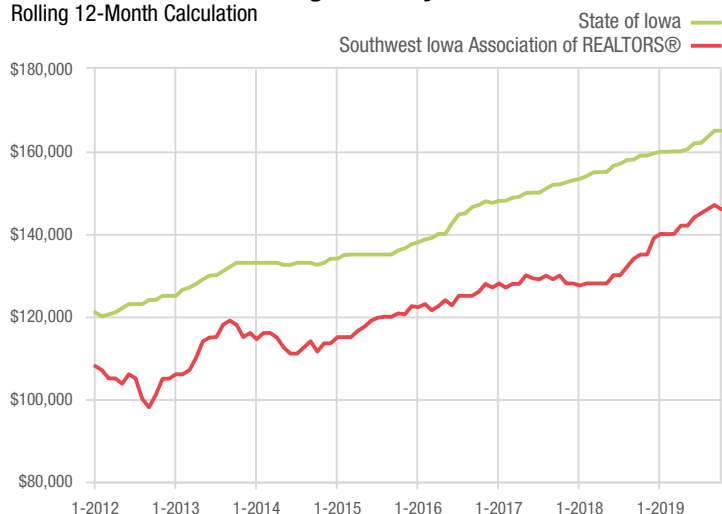
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	140	156	+ 11.4%	1,444	1,431	- 0.9%
Pending Sales	105	97	- 7.6%	1,130	1,100	- 2.7%
Closed Sales	112	122	+ 8.9%	1,055	1,095	+ 3.8%
Days on Market Until Sale	29	21	- 27.6%	31	29	- 6.5%
Median Sales Price*	\$149,750	\$143,000	- 4.5%	\$138,000	\$147,250	+ 6.7%
Average Sales Price*	\$173,362	\$170,398	- 1.7%	\$161,096	\$178,797	+ 11.0%
Percent of List Price Received*	98.2%	98.4%	+ 0.2%	98.1%	98.3%	+ 0.2%
Inventory of Homes for Sale	234	254	+ 8.5%	—	—	—
Months Supply of Inventory	2.2	2.4	+ 9.1%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	7	6	- 14.3%	66	79	+ 19.7%
Pending Sales	6	3	- 50.0%	41	57	+ 39.0%
Closed Sales	6	7	+ 16.7%	37	52	+ 40.5%
Days on Market Until Sale	24	47	+ 95.8%	42	35	- 16.7%
Median Sales Price*	\$217,450	\$162,500	- 25.3%	\$149,750	\$205,000	+ 36.9%
Average Sales Price*	\$235,383	\$161,429	- 31.4%	\$178,213	\$203,376	+ 14.1%
Percent of List Price Received*	98.6%	99.8%	+ 1.2%	98.4%	99.0%	+ 0.6%
Inventory of Homes for Sale	27	16	- 40.7%	—	—	—
Months Supply of Inventory	7.0	2.9	- 58.6%	—	—	—

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

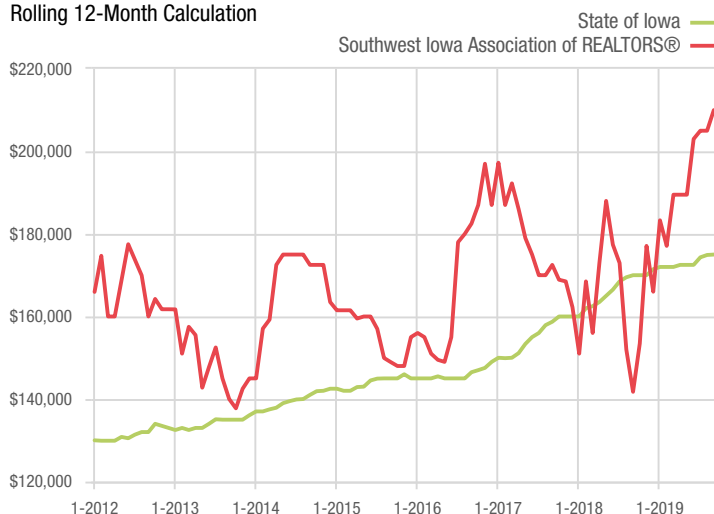
Median Sales Price - Single-Family Detached

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.