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
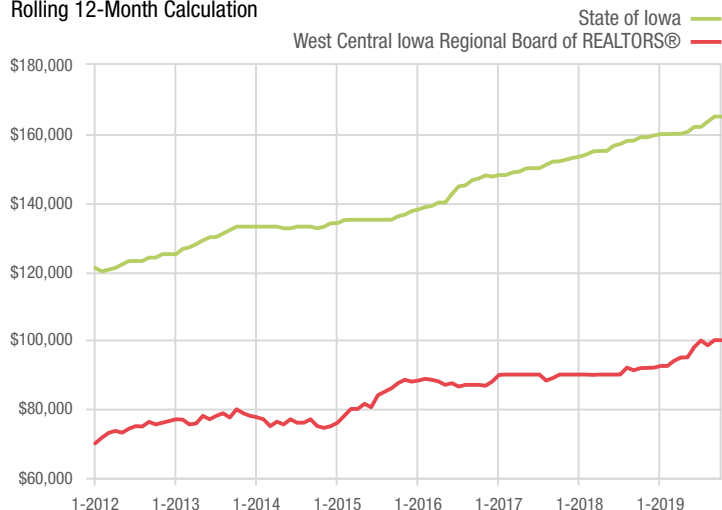
Single-Family Detached

Key Metrics	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	190	187	- 1.6%	1,861	1,937	+ 4.1%
Pending Sales	132	149	+ 12.9%	1,345	1,441	+ 7.1%
Closed Sales	141	166	+ 17.7%	1,340	1,386	+ 3.4%
Days on Market Until Sale	79	85	+ 7.6%	97	100	+ 3.1%
Median Sales Price*	$91,250	$98,000	+ 7.4%	$92,500	$103,000	+ 11.4%
Average Sales Price*	$126,520	$127,074	+ 0.4%	$121,778	$136,025	+ 11.7%
Percent of List Price Received*	93.5%	94.4%	+ 1.0%	93.7%	94.3%	+ 0.6%
Inventory of Homes for Sale	773	752	- 2.7%	—	—	—
Months Supply of Inventory	5.9	5.5	- 6.8%	—	—	—

Townhouse-Condo

Key Metrics	October			Year to Date		
	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	4	12	+ 200.0%	46	55	+ 19.6%
Pending Sales	3	3	0.0%	40	34	- 15.0%
Closed Sales	3	3	0.0%	40	37	- 7.5%
Days on Market Until Sale	24	17	- 29.2%	172	89	- 48.3%
Median Sales Price*	$117,000	$82,000	- 29.9%	$127,500	$125,000	- 2.0%
Average Sales Price*	$169,000	$91,000	- 46.2%	$153,986	$135,832	- 11.8%
Percent of List Price Received*	97.3%	97.9%	+ 0.6%	96.8%	95.4%	- 1.4%
Inventory of Homes for Sale	51	30	- 41.2%	—	—	—
Months Supply of Inventory	13.3	8.6	- 35.3%	—	—	—

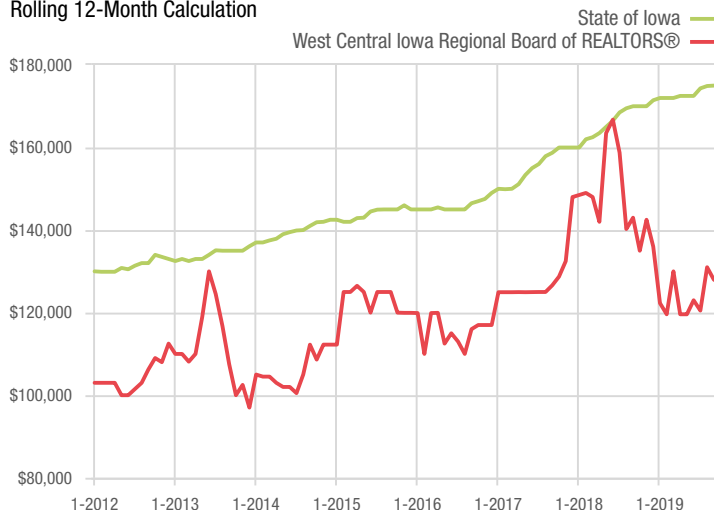* Does not account for seller concessions; % Change may be extreme due to small sample size.

Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa
West Central Iowa Regional Board of REALTORS®

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa
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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.