

Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

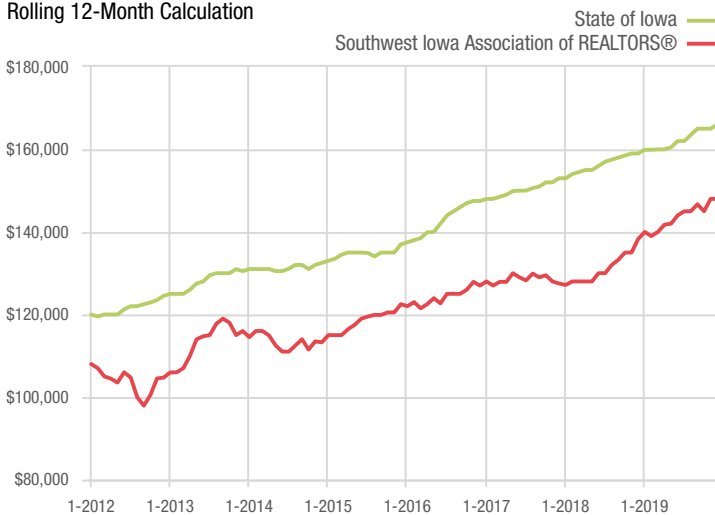
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	58	67	+ 15.5%	1,613	1,630	+ 1.1%
Pending Sales	70	45	- 35.7%	1,286	1,287	+ 0.1%
Closed Sales	82	91	+ 11.0%	1,253	1,331	+ 6.2%
Days on Market Until Sale	26	33	+ 26.9%	31	30	- 3.2%
Median Sales Price*	\$160,000	\$150,000	- 6.3%	\$138,250	\$148,000	+ 7.1%
Average Sales Price*	\$185,884	\$184,094	- 1.0%	\$161,619	\$179,218	+ 10.9%
Percent of List Price Received*	97.9%	98.0%	+ 0.1%	98.0%	98.3%	+ 0.3%
Inventory of Homes for Sale	180	199	+ 10.6%	—	—	—
Months Supply of Inventory	1.7	1.9	+ 11.8%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	1	2	+ 100.0%	69	83	+ 20.3%
Pending Sales	3	2	- 33.3%	44	64	+ 45.5%
Closed Sales	0	2	—	43	62	+ 44.2%
Days on Market Until Sale	—	4	—	42	33	- 21.4%
Median Sales Price*	—	\$216,250	—	\$166,000	\$205,000	+ 23.5%
Average Sales Price*	—	\$216,250	—	\$183,206	\$206,673	+ 12.8%
Percent of List Price Received*	—	97.6%	—	98.6%	99.0%	+ 0.4%
Inventory of Homes for Sale	24	10	- 58.3%	—	—	—
Months Supply of Inventory	6.0	1.9	- 68.3%	—	—	—

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

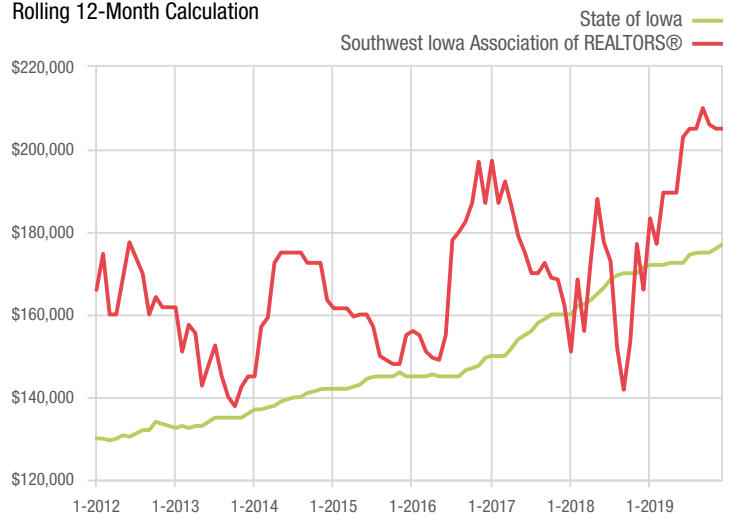
Median Sales Price - Single-Family Detached

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.