

Local Market Update – December 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

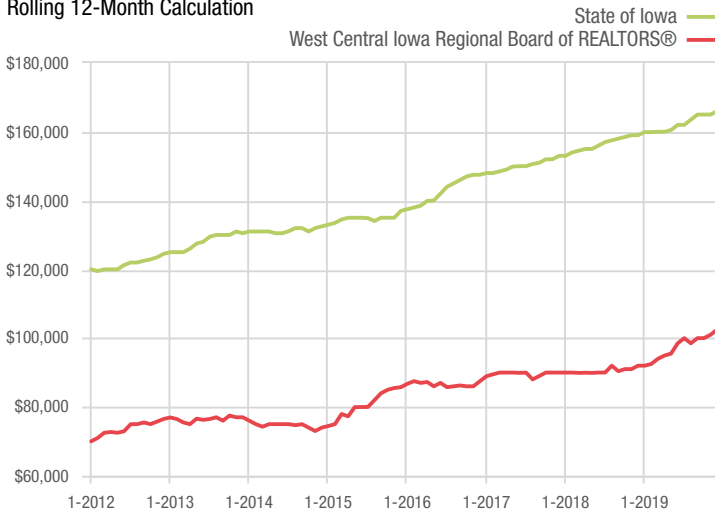
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	101	94	- 6.9%	2,127	2,200	+ 3.4%
Pending Sales	87	110	+ 26.4%	1,573	1,698	+ 7.9%
Closed Sales	127	133	+ 4.7%	1,613	1,670	+ 3.5%
Days on Market Until Sale	106	98	- 7.5%	99	99	0.0%
Median Sales Price*	\$95,000	\$102,000	+ 7.4%	\$92,000	\$102,500	+ 11.4%
Average Sales Price*	\$132,648	\$121,740	- 8.2%	\$121,974	\$134,001	+ 9.9%
Percent of List Price Received*	93.5%	92.9%	- 0.6%	93.7%	94.1%	+ 0.4%
Inventory of Homes for Sale	817	757	- 7.3%	—	—	—
Months Supply of Inventory	6.2	5.3	- 14.5%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	4	5	+ 25.0%	53	66	+ 24.5%
Pending Sales	4	5	+ 25.0%	48	44	- 8.3%
Closed Sales	3	6	+ 100.0%	46	45	- 2.2%
Days on Market Until Sale	358	147	- 58.9%	175	96	- 45.1%
Median Sales Price*	\$155,000	\$233,750	+ 50.8%	\$136,000	\$128,000	- 5.9%
Average Sales Price*	\$133,333	\$224,167	+ 68.1%	\$153,944	\$150,684	- 2.1%
Percent of List Price Received*	92.7%	96.2%	+ 3.8%	96.2%	95.4%	- 0.8%
Inventory of Homes for Sale	47	27	- 42.6%	—	—	—
Months Supply of Inventory	11.8	7.4	- 37.3%	—	—	—

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

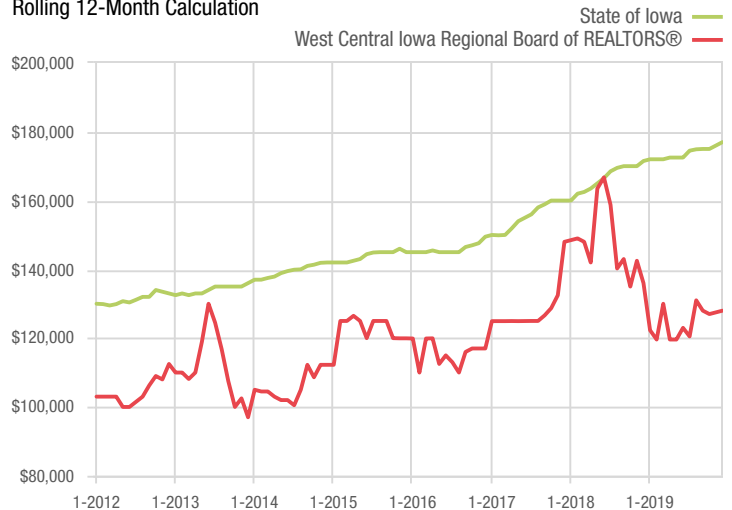
Median Sales Price - Single-Family Detached

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.