

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

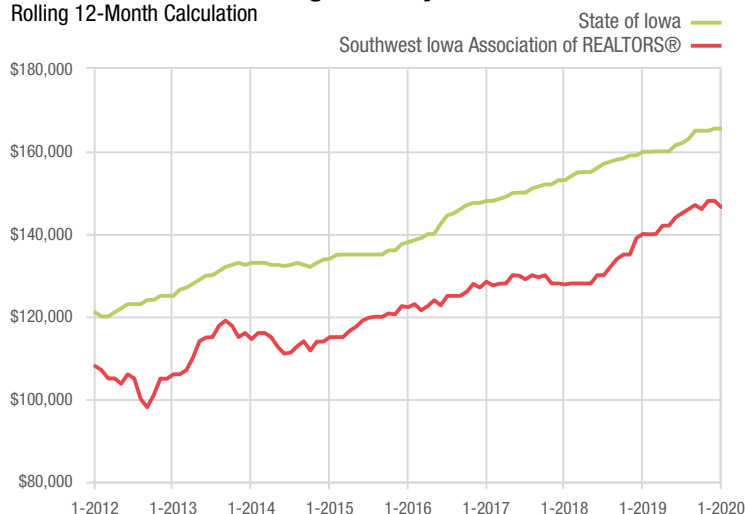
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	101	102	+ 1.0%	101	102	+ 1.0%
Pending Sales	88	77	- 12.5%	88	77	- 12.5%
Closed Sales	79	64	- 19.0%	79	64	- 19.0%
Days on Market Until Sale	51	28	- 45.1%	51	28	- 45.1%
Median Sales Price*	\$152,000	\$143,425	- 5.6%	\$152,000	\$143,425	- 5.6%
Average Sales Price*	\$188,048	\$173,806	- 7.6%	\$188,048	\$173,806	- 7.6%
Percent of List Price Received*	96.9%	97.3%	+ 0.4%	96.9%	97.3%	+ 0.4%
Inventory of Homes for Sale	166	175	+ 5.4%	—	—	—
Months Supply of Inventory	1.5	1.6	+ 6.7%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	5	12	+ 140.0%	5	12	+ 140.0%
Pending Sales	2	3	+ 50.0%	2	3	+ 50.0%
Closed Sales	1	5	+ 400.0%	1	5	+ 400.0%
Days on Market Until Sale	0	27	—	0	27	—
Median Sales Price*	\$285,000	\$254,000	- 10.9%	\$285,000	\$254,000	- 10.9%
Average Sales Price*	\$285,000	\$239,332	- 16.0%	\$285,000	\$239,332	- 16.0%
Percent of List Price Received*	100.0%	100.3%	+ 0.3%	100.0%	100.3%	+ 0.3%
Inventory of Homes for Sale	7	17	+ 142.9%	—	—	—
Months Supply of Inventory	1.8	3.1	+ 72.2%	—	—	—

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

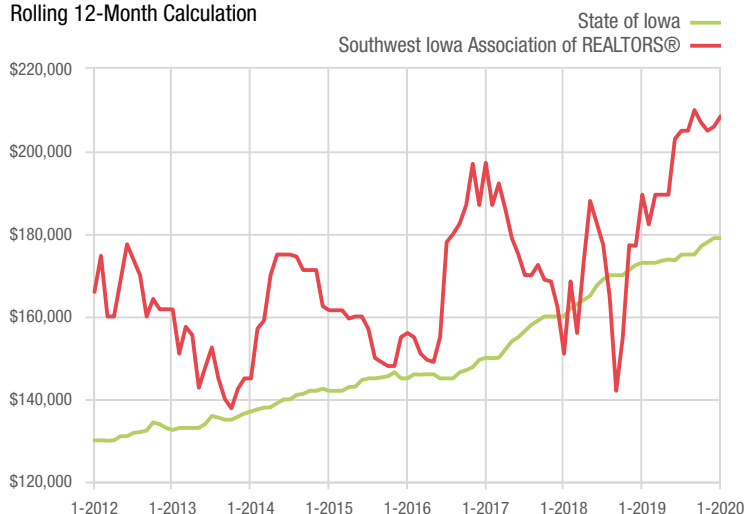
Median Sales Price - Single-Family Detached

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.