

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

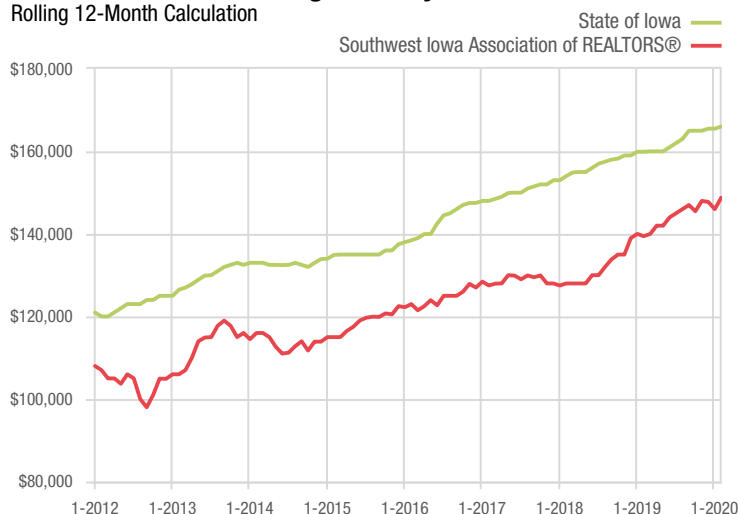
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	92	112	+ 21.7%	193	214	+ 10.9%
Pending Sales	79	66	- 16.5%	167	153	- 8.4%
Closed Sales	79	66	- 16.5%	158	130	- 17.7%
Days on Market Until Sale	38	37	- 2.6%	45	33	- 26.7%
Median Sales Price*	\$118,500	\$155,750	+ 31.4%	\$134,250	\$147,250	+ 9.7%
Average Sales Price*	\$134,299	\$183,984	+ 37.0%	\$161,173	\$178,974	+ 11.0%
Percent of List Price Received*	96.5%	98.2%	+ 1.8%	96.7%	97.8%	+ 1.1%
Inventory of Homes for Sale	160	188	+ 17.5%	—	—	—
Months Supply of Inventory	1.5	1.8	+ 20.0%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	2	9	+ 350.0%	7	21	+ 200.0%
Pending Sales	4	4	0.0%	6	7	+ 16.7%
Closed Sales	2	3	+ 50.0%	3	8	+ 166.7%
Days on Market Until Sale	80	91	+ 13.8%	53	51	- 3.8%
Median Sales Price*	\$171,000	\$240,000	+ 40.4%	\$187,500	\$247,000	+ 31.7%
Average Sales Price*	\$171,000	\$231,795	+ 35.6%	\$209,000	\$236,506	+ 13.2%
Percent of List Price Received*	99.2%	98.3%	- 0.9%	99.5%	99.5%	0.0%
Inventory of Homes for Sale	5	22	+ 340.0%	—	—	—
Months Supply of Inventory	1.2	4.0	+ 233.3%	—	—	—

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

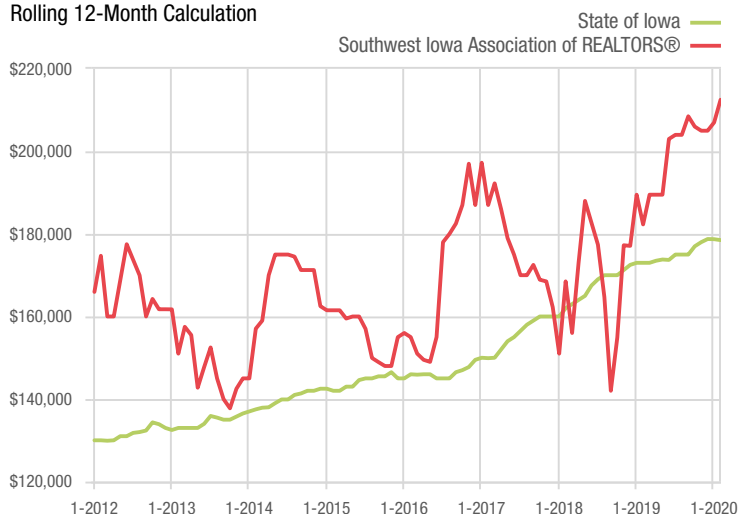
Median Sales Price - Single-Family Detached

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.