

Local Market Update – April 2020

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

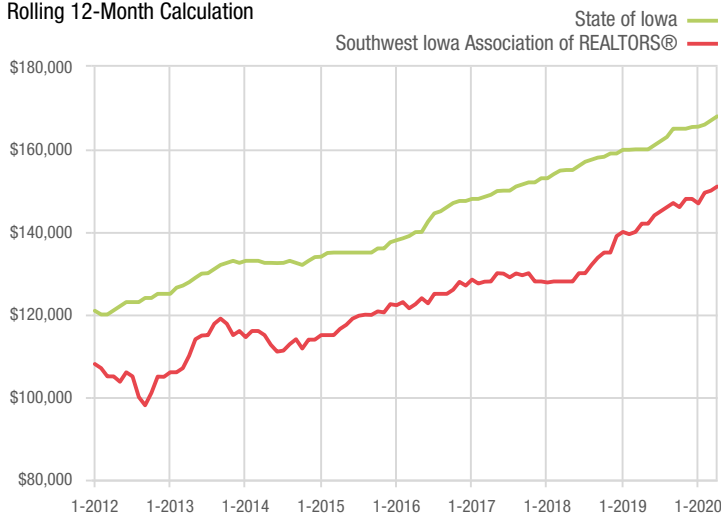
Single-Family Detached	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	160	148	- 7.5%	453	531	+ 17.2%
Pending Sales	129	72	- 44.2%	395	375	- 5.1%
Closed Sales	89	91	+ 2.2%	345	330	- 4.3%
Days on Market Until Sale	38	24	- 36.8%	40	30	- 25.0%
Median Sales Price*	\$142,000	\$149,500	+ 5.3%	\$139,000	\$152,400	+ 9.6%
Average Sales Price*	\$188,208	\$180,722	- 4.0%	\$169,073	\$177,938	+ 5.2%
Percent of List Price Received*	98.5%	97.5%	- 1.0%	97.4%	98.0%	+ 0.6%
Inventory of Homes for Sale	152	234	+ 53.9%	—	—	—
Months Supply of Inventory	1.4	2.2	+ 57.1%	—	—	—

Townhouse-Condo	April			Year to Date		
	2019	2020	% Change	Thru 4-2019	Thru 4-2020	% Change
New Listings	15	12	- 20.0%	27	40	+ 48.1%
Pending Sales	8	5	- 37.5%	18	20	+ 11.1%
Closed Sales	1	2	+ 100.0%	13	15	+ 15.4%
Days on Market Until Sale	98	12	- 87.8%	56	50	- 10.7%
Median Sales Price*	\$147,000	\$260,000	+ 76.9%	\$203,000	\$240,000	+ 18.2%
Average Sales Price*	\$147,000	\$260,000	+ 76.9%	\$207,207	\$233,230	+ 12.6%
Percent of List Price Received*	98.7%	99.7%	+ 1.0%	98.4%	99.8%	+ 1.4%
Inventory of Homes for Sale	12	26	+ 116.7%	—	—	—
Months Supply of Inventory	2.5	4.6	+ 84.0%	—	—	—

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

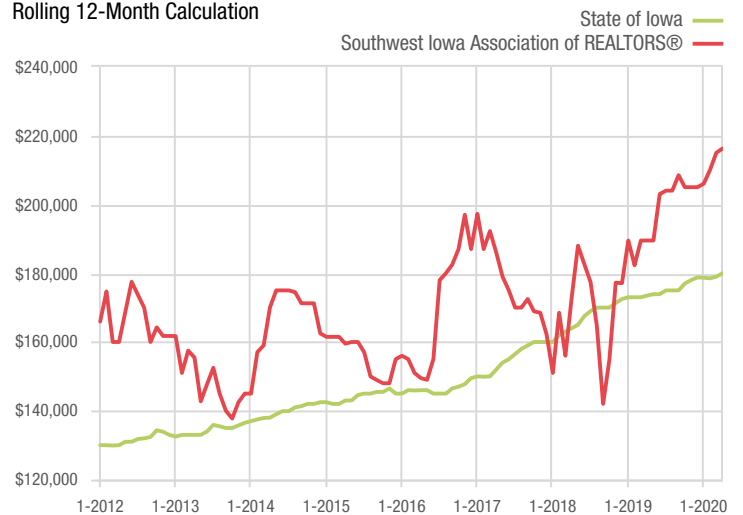
Median Sales Price - Single-Family Detached

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.