

# Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

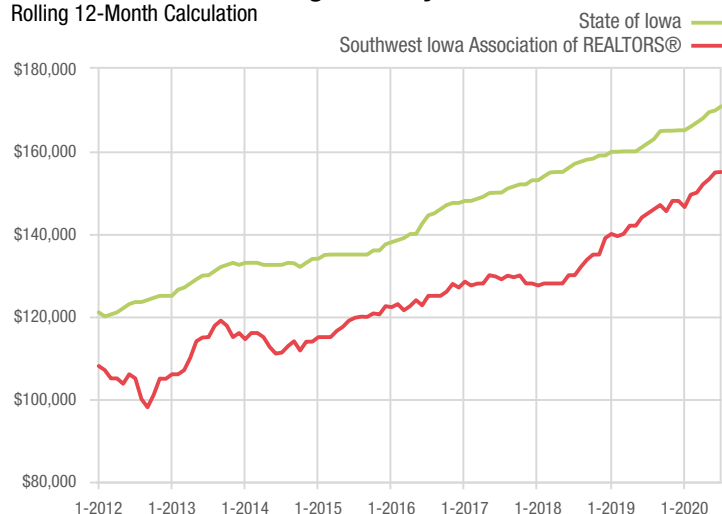
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	153	176	+ 15.0%	947	1,055	+ 11.4%
Pending Sales	126	116	- 7.9%	789	848	+ 7.5%
Closed Sales	130	152	+ 16.9%	724	758	+ 4.7%
Days on Market Until Sale	27	17	- 37.0%	33	26	- 21.2%
Median Sales Price*	\$165,000	\$165,500	+ 0.3%	\$145,000	\$158,500	+ 9.3%
Average Sales Price*	\$199,030	\$201,416	+ 1.2%	\$177,978	\$187,885	+ 5.6%
Percent of List Price Received*	98.8%	99.5%	+ 0.7%	98.1%	98.8%	+ 0.7%
Inventory of Homes for Sale	174	214	+ 23.0%	—	—	—
Months Supply of Inventory	1.6	1.9	+ 18.8%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	5	9	+ 80.0%	47	62	+ 31.9%
Pending Sales	4	5	+ 25.0%	34	42	+ 23.5%
Closed Sales	8	10	+ 25.0%	32	38	+ 18.8%
Days on Market Until Sale	9	41	+ 355.6%	28	41	+ 46.4%
Median Sales Price*	\$167,553	\$220,000	+ 31.3%	\$204,000	\$239,900	+ 17.6%
Average Sales Price*	\$178,688	\$216,756	+ 21.3%	\$204,189	\$221,960	+ 8.7%
Percent of List Price Received*	98.5%	98.4%	- 0.1%	98.6%	98.7%	+ 0.1%
Inventory of Homes for Sale	11	25	+ 127.3%	—	—	—
Months Supply of Inventory	2.3	4.1	+ 78.3%	—	—	—

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

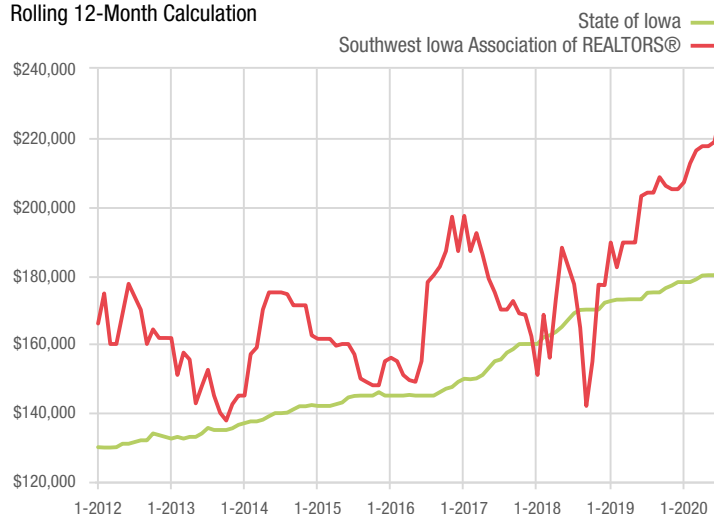
### Median Sales Price - Single-Family Detached

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.