

# Local Market Update – July 2020

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

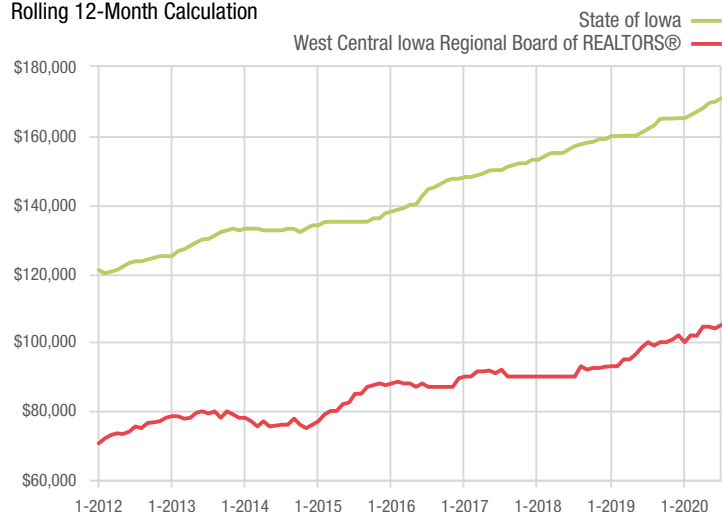
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	244	208	- 14.8%	1,352	1,261	- 6.7%
Pending Sales	162	195	+ 20.4%	1,025	1,046	+ 2.0%
Closed Sales	185	197	+ 6.5%	946	899	- 5.0%
Days on Market Until Sale	103	96	- 6.8%	113	99	- 12.4%
Median Sales Price*	\$105,000	\$129,000	+ 22.9%	\$104,000	\$112,000	+ 7.7%
Average Sales Price*	\$141,399	\$173,166	+ 22.5%	\$135,769	\$139,694	+ 2.9%
Percent of List Price Received*	94.3%	96.6%	+ 2.4%	94.2%	94.7%	+ 0.5%
Inventory of Homes for Sale	796	569	- 28.5%	—	—	—
Months Supply of Inventory	5.8	3.9	- 32.8%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	0	7	—	20	38	+ 90.0%
Pending Sales	4	5	+ 25.0%	12	27	+ 125.0%
Closed Sales	1	2	+ 100.0%	9	25	+ 177.8%
Days on Market Until Sale	225	199	- 11.6%	44	104	+ 136.4%
Median Sales Price*	\$105,000	\$91,813	- 12.6%	\$123,000	\$112,900	- 8.2%
Average Sales Price*	\$105,000	\$91,813	- 12.6%	\$189,333	\$145,815	- 23.0%
Percent of List Price Received*	91.4%	89.6%	- 2.0%	94.9%	92.5%	- 2.5%
Inventory of Homes for Sale	11	23	+ 109.1%	—	—	—
Months Supply of Inventory	5.1	6.6	+ 29.4%	—	—	—

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

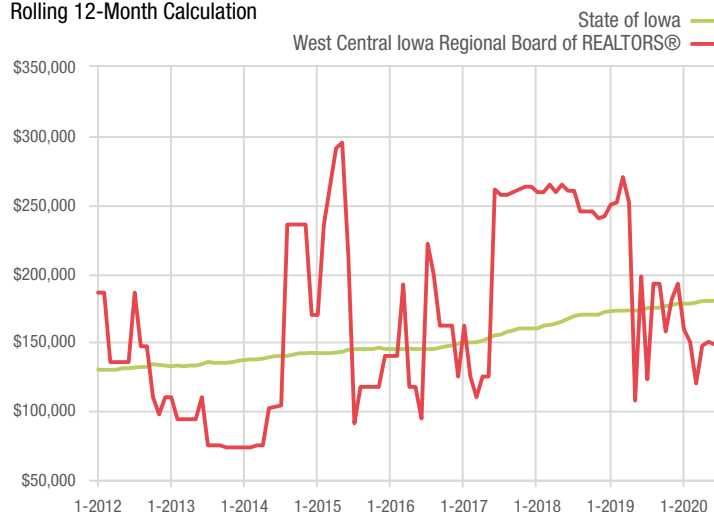
### Median Sales Price - Single-Family Detached

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.