

Local Market Update – August 2020

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

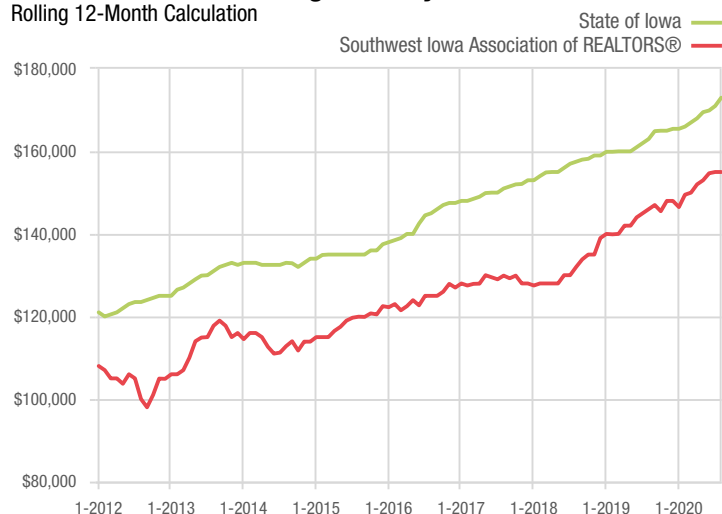
Single-Family Detached	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	173	146	- 15.6%	1,120	1,202	+ 7.3%
Pending Sales	124	87	- 29.8%	913	985	+ 7.9%
Closed Sales	144	140	- 2.8%	868	906	+ 4.4%
Days on Market Until Sale	23	23	0.0%	32	25	- 21.9%
Median Sales Price*	\$155,000	\$155,375	+ 0.2%	\$147,250	\$158,000	+ 7.3%
Average Sales Price*	\$181,517	\$186,475	+ 2.7%	\$178,567	\$188,101	+ 5.3%
Percent of List Price Received*	98.8%	100.0%	+ 1.2%	98.2%	98.9%	+ 0.7%
Inventory of Homes for Sale	202	202	0.0%	—	—	—
Months Supply of Inventory	1.9	1.8	- 5.3%	—	—	—

Townhouse-Condo	August			Year to Date		
Key Metrics	2019	2020	% Change	Thru 8-2019	Thru 8-2020	% Change
New Listings	9	5	- 44.4%	56	67	+ 19.6%
Pending Sales	10	7	- 30.0%	44	50	+ 13.6%
Closed Sales	3	5	+ 66.7%	35	44	+ 25.7%
Days on Market Until Sale	62	48	- 22.6%	31	42	+ 35.5%
Median Sales Price*	\$166,000	\$195,000	+ 17.5%	\$203,000	\$235,000	+ 15.8%
Average Sales Price*	\$153,500	\$184,040	+ 19.9%	\$199,844	\$219,642	+ 9.9%
Percent of List Price Received*	98.2%	97.1%	- 1.1%	98.6%	98.5%	- 0.1%
Inventory of Homes for Sale	8	21	+ 162.5%	—	—	—
Months Supply of Inventory	1.5	3.5	+ 133.3%	—	—	—

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

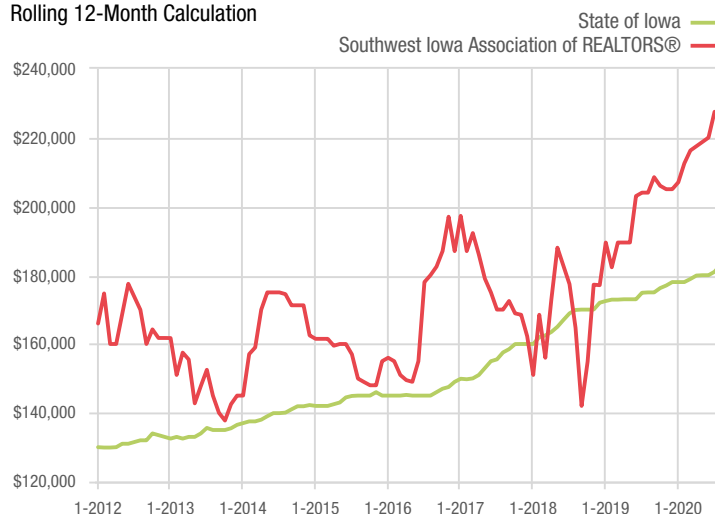
Median Sales Price - Single-Family Detached

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.