

# Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

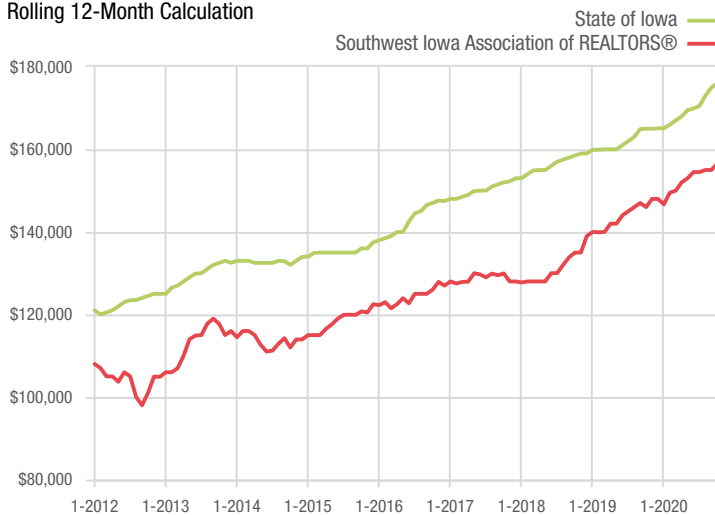
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	156	150	- 3.8%	1,435	1,514	+ 5.5%
Pending Sales	118	100	- 15.3%	1,140	1,283	+ 12.5%
Closed Sales	130	135	+ 3.8%	1,114	1,199	+ 7.6%
Days on Market Until Sale	25	16	- 36.0%	30	24	- 20.0%
Median Sales Price*	\$143,000	\$160,000	+ 11.9%	\$147,000	\$158,000	+ 7.5%
Average Sales Price*	\$169,919	\$194,250	+ 14.3%	\$178,935	\$190,948	+ 6.7%
Percent of List Price Received*	98.4%	99.7%	+ 1.3%	98.3%	99.1%	+ 0.8%
Inventory of Homes for Sale	218	178	- 18.3%	—	—	—
Months Supply of Inventory	2.0	1.5	- 25.0%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	6	8	+ 33.3%	78	82	+ 5.1%
Pending Sales	7	4	- 42.9%	60	64	+ 6.7%
Closed Sales	6	6	0.0%	52	59	+ 13.5%
Days on Market Until Sale	20	33	+ 65.0%	32	43	+ 34.4%
Median Sales Price*	\$173,750	\$219,500	+ 26.3%	\$205,000	\$236,500	+ 15.4%
Average Sales Price*	\$166,333	\$224,623	+ 35.0%	\$202,953	\$221,553	+ 9.2%
Percent of List Price Received*	100.1%	99.5%	- 0.6%	99.0%	98.7%	- 0.3%
Inventory of Homes for Sale	12	22	+ 83.3%	—	—	—
Months Supply of Inventory	2.1	3.8	+ 81.0%	—	—	—

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

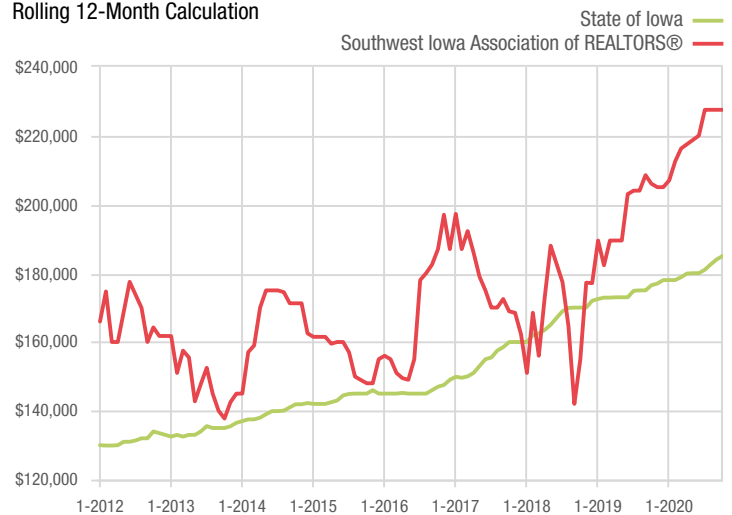
### Median Sales Price - Single-Family Detached

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.