

Local Market Update – October 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

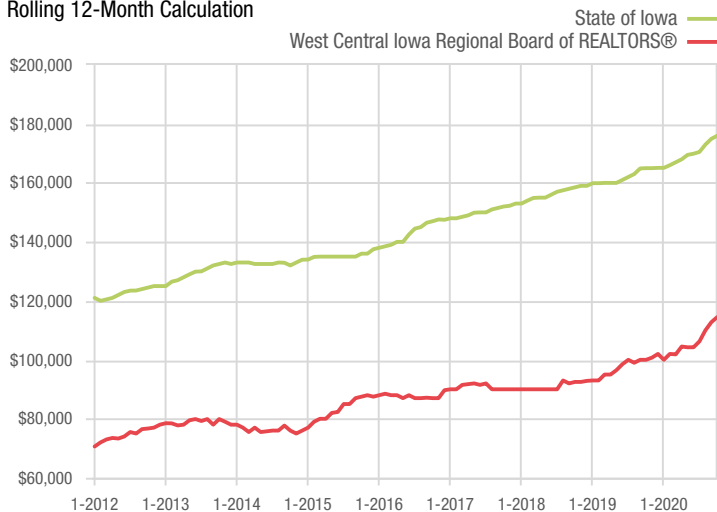
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	194	179	- 7.7%	1,990	1,790	- 10.1%
Pending Sales	153	149	- 2.6%	1,484	1,554	+ 4.7%
Closed Sales	174	162	- 6.9%	1,435	1,444	+ 0.6%
Days on Market Until Sale	85	78	- 8.2%	105	92	- 12.4%
Median Sales Price*	\$96,000	\$107,500	+ 12.0%	\$102,750	\$117,000	+ 13.9%
Average Sales Price*	\$125,867	\$136,465	+ 8.4%	\$135,040	\$144,658	+ 7.1%
Percent of List Price Received*	94.5%	94.2%	- 0.3%	94.2%	94.5%	+ 0.3%
Inventory of Homes for Sale	786	474	- 39.7%	—	—	—
Months Supply of Inventory	5.6	3.2	- 42.9%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	10	4	- 60.0%	34	60	+ 76.5%
Pending Sales	1	6	+ 500.0%	13	51	+ 292.3%
Closed Sales	0	8	—	12	46	+ 283.3%
Days on Market Until Sale	—	19	—	60	91	+ 51.7%
Median Sales Price*	—	\$138,700	—	\$157,750	\$120,000	- 23.9%
Average Sales Price*	—	\$170,050	—	\$189,708	\$146,224	- 22.9%
Percent of List Price Received*	—	95.7%	—	95.2%	93.3%	- 2.0%
Inventory of Homes for Sale	22	18	- 18.2%	—	—	—
Months Supply of Inventory	10.3	3.7	- 64.1%	—	—	—

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

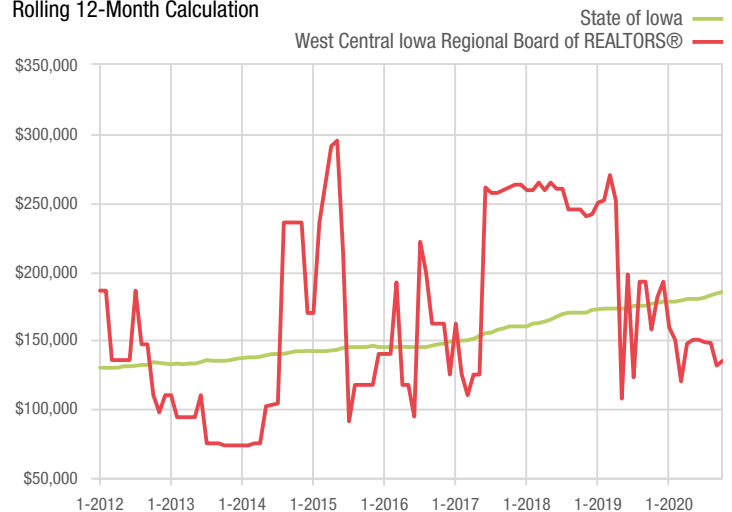
Median Sales Price - Single-Family Detached

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.