

Local Market Update – November 2020

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

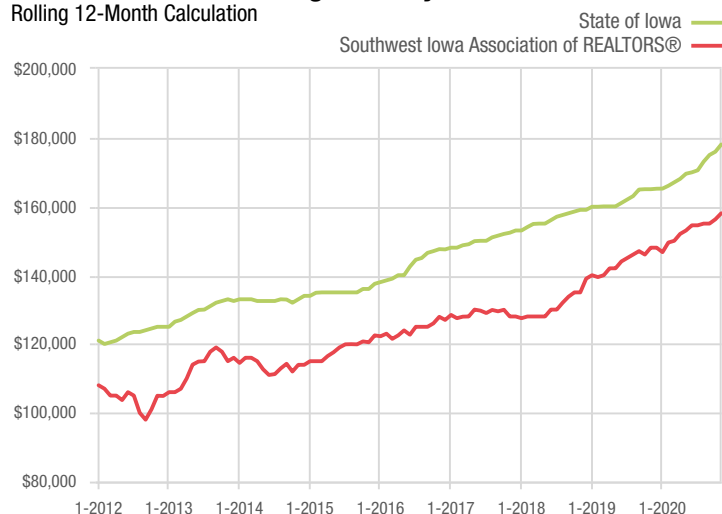
Single-Family Detached	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	106	102	- 3.8%	1,541	1,617	+ 4.9%
Pending Sales	92	73	- 20.7%	1,232	1,400	+ 13.6%
Closed Sales	116	142	+ 22.4%	1,230	1,352	+ 9.9%
Days on Market Until Sale	25	28	+ 12.0%	29	24	- 17.2%
Median Sales Price*	\$150,000	\$158,320	+ 5.5%	\$147,500	\$158,000	+ 7.1%
Average Sales Price*	\$183,850	\$189,367	+ 3.0%	\$179,399	\$190,336	+ 6.1%
Percent of List Price Received*	98.6%	100.0%	+ 1.4%	98.3%	99.2%	+ 0.9%
Inventory of Homes for Sale	199	146	- 26.6%	—	—	—
Months Supply of Inventory	1.8	1.2	- 33.3%	—	—	—

Townhouse-Condo	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	2	4	+ 100.0%	80	86	+ 7.5%
Pending Sales	2	4	+ 100.0%	62	71	+ 14.5%
Closed Sales	8	8	0.0%	60	68	+ 13.3%
Days on Market Until Sale	23	4	- 82.6%	31	38	+ 22.6%
Median Sales Price*	\$195,000	\$175,000	- 10.3%	\$205,000	\$230,600	+ 12.5%
Average Sales Price*	\$225,713	\$193,413	- 14.3%	\$205,987	\$218,328	+ 6.0%
Percent of List Price Received*	99.0%	99.9%	+ 0.9%	99.0%	98.9%	- 0.1%
Inventory of Homes for Sale	11	19	+ 72.7%	—	—	—
Months Supply of Inventory	2.0	3.1	+ 55.0%	—	—	—

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

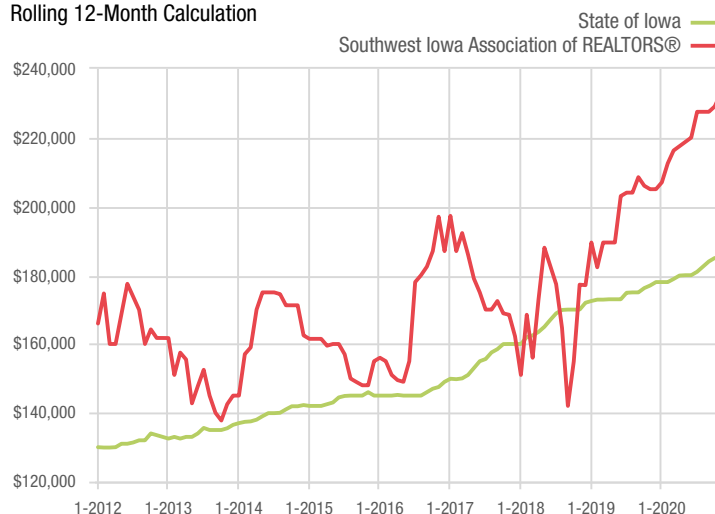
Median Sales Price - Single-Family Detached

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.