

Local Market Update – January 2021

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

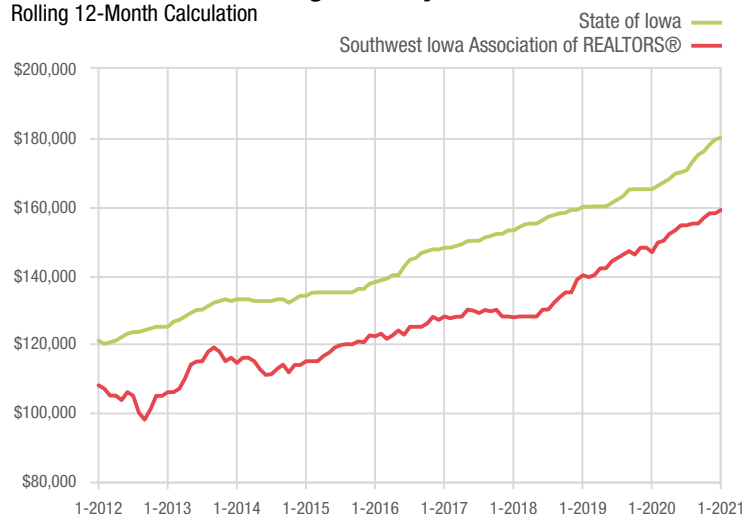
Single-Family Detached	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	104	78	- 25.0%	104	78	- 25.0%
Pending Sales	91	61	- 33.0%	91	61	- 33.0%
Closed Sales	66	76	+ 15.2%	66	76	+ 15.2%
Days on Market Until Sale	30	24	- 20.0%	30	24	- 20.0%
Median Sales Price*	\$143,425	\$155,200	+ 8.2%	\$143,425	\$155,200	+ 8.2%
Average Sales Price*	\$173,051	\$204,876	+ 18.4%	\$173,051	\$204,876	+ 18.4%
Percent of List Price Received*	97.4%	99.3%	+ 2.0%	97.4%	99.3%	+ 2.0%
Inventory of Homes for Sale	159	103	- 35.2%	—	—	—
Months Supply of Inventory	1.5	0.8	- 46.7%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2020	2021	% Change	Thru 1-2020	Thru 1-2021	% Change
New Listings	12	15	+ 25.0%	12	15	+ 25.0%
Pending Sales	3	3	0.0%	3	3	0.0%
Closed Sales	5	4	- 20.0%	5	4	- 20.0%
Days on Market Until Sale	27	65	+ 140.7%	27	65	+ 140.7%
Median Sales Price*	\$254,000	\$216,000	- 15.0%	\$254,000	\$216,000	- 15.0%
Average Sales Price*	\$239,332	\$237,423	- 0.8%	\$239,332	\$237,423	- 0.8%
Percent of List Price Received*	100.3%	100.3%	0.0%	100.3%	100.3%	0.0%
Inventory of Homes for Sale	17	18	+ 5.9%	—	—	—
Months Supply of Inventory	3.1	2.8	- 9.7%	—	—	—

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

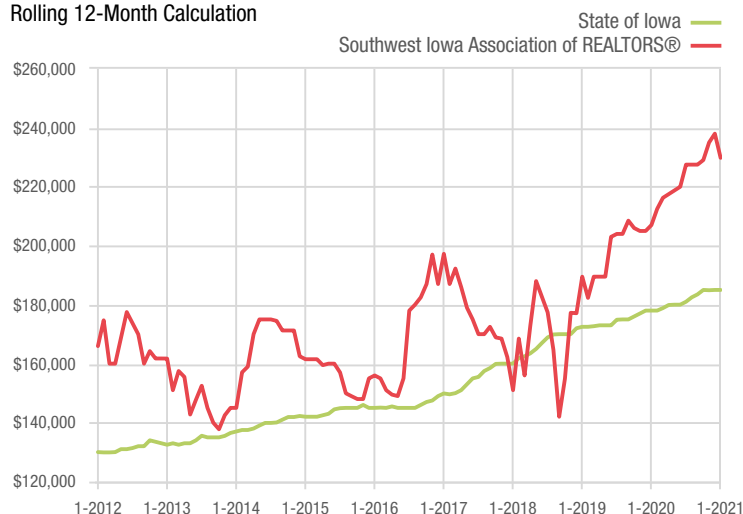
Median Sales Price - Single-Family Detached

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.