

Local Market Update – May 2021

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

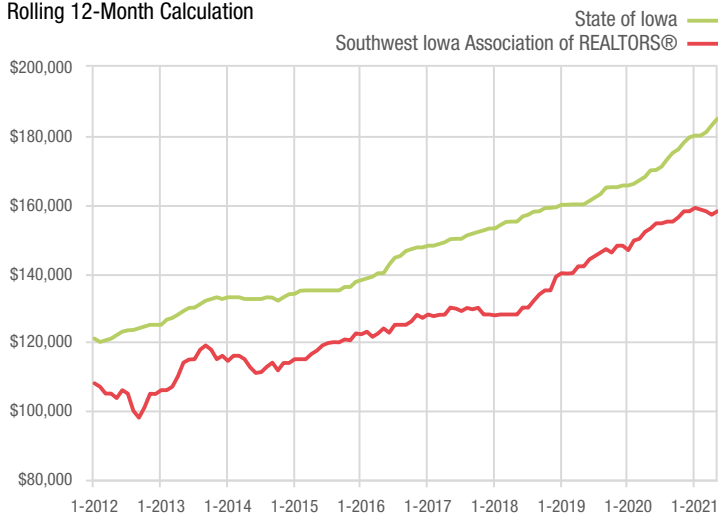
| Single-Family Detached | May | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2020 | 2021 | % Change | Thru 5-2020 | Thru 5-2021 | % Change |
| New Listings | 174 | 154 | - 11.5% | 705 | 627 | - 11.1% |
| Pending Sales | 155 | 132 | - 14.8% | 589 | 557 | - 5.4% |
| Closed Sales | 111 | 147 | + 32.4% | 461 | 504 | + 9.3% |
| Days on Market Until Sale | 21 | 16 | - 23.8% | 28 | 18 | - 35.7% |
| Median Sales Price* | \$150,000 | \$165,000 | + 10.0% | \$152,300 | \$153,000 | + 0.5% |
| Average Sales Price* | \$173,195 | \$205,277 | + 18.5% | \$177,928 | \$192,938 | + 8.4% |
| Percent of List Price Received* | 98.5% | 101.6% | + 3.1% | 98.2% | 100.1% | + 1.9% |
| Inventory of Homes for Sale | 168 | 104 | - 38.1% | — | — | — |
| Months Supply of Inventory | 1.5 | 0.8 | - 46.7% | — | — | — |

| Townhouse-Condo | May | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2020 | 2021 | % Change | Thru 5-2020 | Thru 5-2021 | % Change |
| New Listings | 6 | 5 | - 16.7% | 46 | 45 | - 2.2% |
| Pending Sales | 8 | 5 | - 37.5% | 27 | 36 | + 33.3% |
| Closed Sales | 7 | 7 | 0.0% | 22 | 24 | + 9.1% |
| Days on Market Until Sale | 46 | 3 | - 93.5% | 49 | 27 | - 44.9% |
| Median Sales Price* | \$279,500 | \$251,750 | - 9.9% | \$247,000 | \$226,250 | - 8.4% |
| Average Sales Price* | \$228,415 | \$216,711 | - 5.1% | \$231,698 | \$228,028 | - 1.6% |
| Percent of List Price Received* | 96.0% | 101.8% | + 6.0% | 98.6% | 99.8% | + 1.2% |
| Inventory of Homes for Sale | 25 | 14 | - 44.0% | — | — | — |
| Months Supply of Inventory | 4.2 | 2.0 | - 52.4% | — | — | — |

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

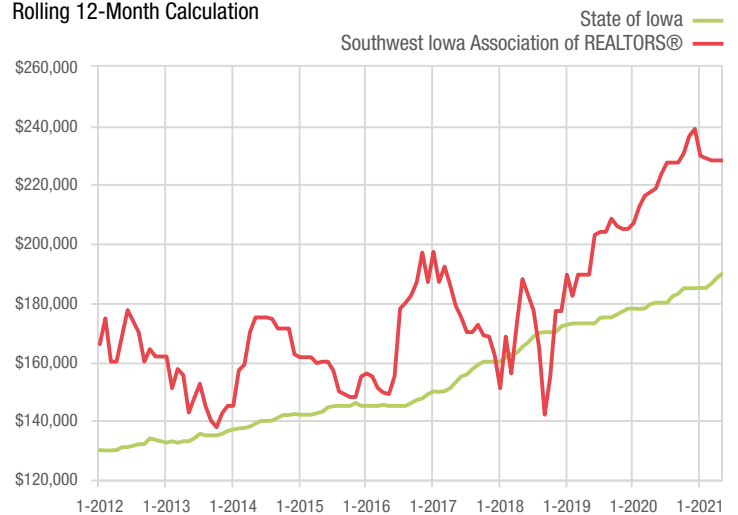
Median Sales Price - Single-Family Detached

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.