Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



Southeast Iowa Regional Board of REALTORS®

Includes Appanoose, Clarke (East of I-35), Davis, Decatur (East of I-35), Des Moines, Henry, Jefferson, Lee, Lucas, Mahaska, Monroe, Van Buren, **Wapello and Wayne Counties**

Single-Family Detached	September			Year to Date			
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change	
New Listings	259	291	+ 12.4%	2,231	2,365	+ 6.0%	
Pending Sales	229	215	- 6.1%	1,880	2,000	+ 6.4%	
Closed Sales	236	237	+ 0.4%	1,704	1,897	+ 11.3%	
Days on Market Until Sale	78	48	- 38.5%	90	60	- 33.3%	
Median Sales Price*	\$120,000	\$125,000	+ 4.2%	\$108,750	\$122,500	+ 12.6%	
Average Sales Price*	\$132,423	\$146,531	+ 10.7%	\$123,999	\$144,434	+ 16.5%	
Percent of List Price Received*	94.3%	96.4%	+ 2.2%	94.2%	96.1%	+ 2.0%	
Inventory of Homes for Sale	720	573	- 20.4%		_		
Months Supply of Inventory	3.6	2.7	- 25.0%				

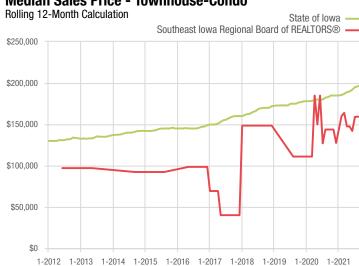
Townhouse-Condo		September			Year to Date			
Key Metrics	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change		
New Listings	1	5	+ 400.0%	29	42	+ 44.8%		
Pending Sales	2	2	0.0%	18	32	+ 77.8%		
Closed Sales	2	4	+ 100.0%	16	34	+ 112.5%		
Days on Market Until Sale	96	50	- 47.9%	107	84	- 21.5%		
Median Sales Price*	\$132,250	\$153,750	+ 16.3%	\$143,750	\$159,300	+ 10.8%		
Average Sales Price*	\$132,250	\$166,875	+ 26.2%	\$159,644	\$177,628	+ 11.3%		
Percent of List Price Received*	95.0%	98.8%	+ 4.0%	95.5%	97.7%	+ 2.3%		
Inventory of Homes for Sale	13	12	- 7.7%	_	_	_		
Months Supply of Inventory	5.8	3.5	- 39.7%		_	_		

^{*} 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 State of Iowa -Southeast Iowa Regional Board of REALTORS® \$200,000 \$180,000 \$160,000 \$140,000 \$120,000 \$100,000 \$80,000

1-2012 1-2013 1-2014 1-2015 1-2016 1-2017 1-2018 1-2019 1-2020 1-2021

Median Sales Price - Townhouse-Condo



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.