

# Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



## Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

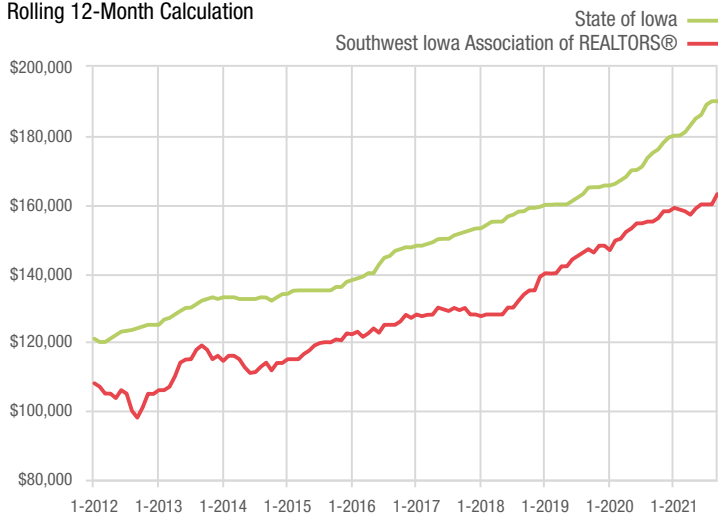
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	157	<b>143</b>	- 8.9%	1,362	<b>1,275</b>	- 6.4%
Pending Sales	141	<b>100</b>	- 29.1%	1,204	<b>1,105</b>	- 8.2%
Closed Sales	126	<b>150</b>	+ 19.0%	1,069	<b>1,074</b>	+ 0.5%
Days on Market Until Sale	19	<b>11</b>	- 42.1%	24	<b>15</b>	- 37.5%
Median Sales Price*	\$159,000	<b>\$173,500</b>	+ 9.1%	\$158,000	<b>\$165,000</b>	+ 4.4%
Average Sales Price*	\$192,686	<b>\$202,745</b>	+ 5.2%	\$190,245	<b>\$204,112</b>	+ 7.3%
Percent of List Price Received*	99.7%	<b>100.0%</b>	+ 0.3%	99.0%	<b>100.6%</b>	+ 1.6%
Inventory of Homes for Sale	133	<b>137</b>	+ 3.0%	—	—	—
Months Supply of Inventory	1.1	<b>1.1</b>	0.0%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	3	<b>3</b>	0.0%	74	<b>63</b>	- 14.9%
Pending Sales	6	<b>3</b>	- 50.0%	60	<b>53</b>	- 11.7%
Closed Sales	8	<b>7</b>	- 12.5%	53	<b>48</b>	- 9.4%
Days on Market Until Sale	60	<b>50</b>	- 16.7%	44	<b>34</b>	- 22.7%
Median Sales Price*	\$236,250	<b>\$240,000</b>	+ 1.6%	\$238,000	<b>\$242,000</b>	+ 1.7%
Average Sales Price*	\$227,463	<b>\$234,821</b>	+ 3.2%	\$222,053	<b>\$240,603</b>	+ 8.4%
Percent of List Price Received*	99.5%	<b>98.7%</b>	- 0.8%	98.6%	<b>99.4%</b>	+ 0.8%
Inventory of Homes for Sale	18	<b>6</b>	- 66.7%	—	—	—
Months Supply of Inventory	3.0	<b>1.0</b>	- 66.7%	—	—	—

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

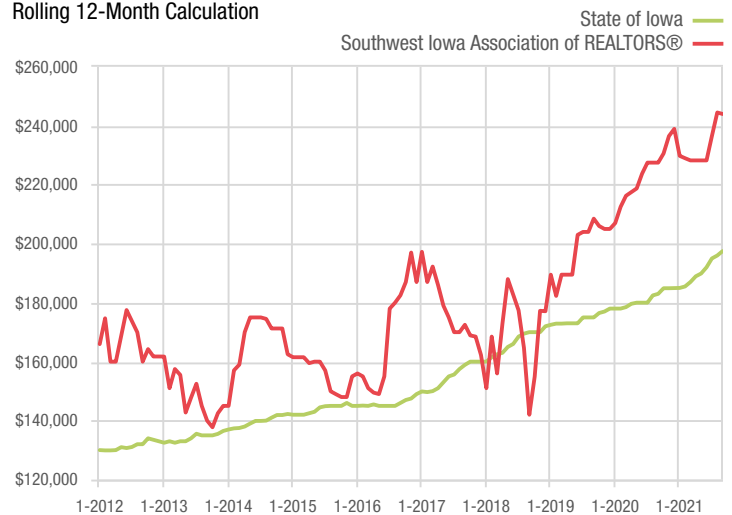
### Median Sales Price - Single-Family Detached

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.