

West Central Iowa Regional Board of REALTORS®

Includes Adair, Adams, Audubon, Carroll, Cass, Clarke (West of I-35), Crawford, Decatur (West of I-35), Fremont, Greene, Guthrie, Harrison, Monona, Montgomery, Page, Ringgold, Shelby, Taylor and Union Counties

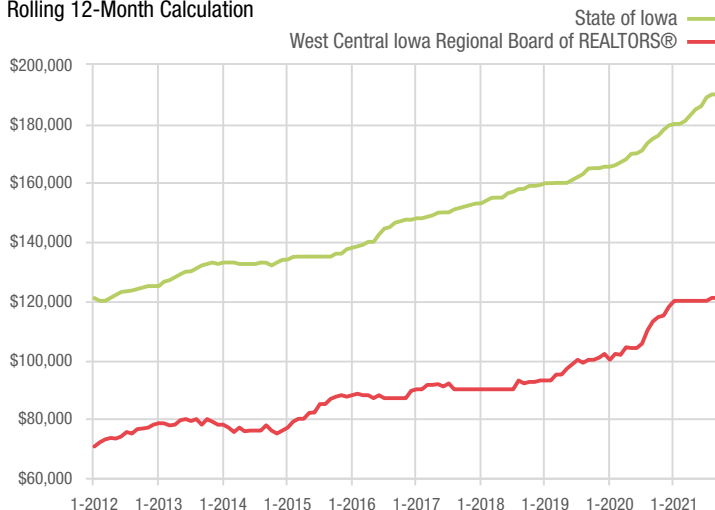
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	155	192	+ 23.9%	1,617	1,677	+ 3.7%
Pending Sales	155	154	- 0.6%	1,406	1,457	+ 3.6%
Closed Sales	177	157	- 11.3%	1,291	1,359	+ 5.3%
Days on Market Until Sale	84	53	- 36.9%	94	60	- 36.2%
Median Sales Price*	\$135,000	\$135,000	0.0%	\$117,500	\$121,750	+ 3.6%
Average Sales Price*	\$174,901	\$171,376	- 2.0%	\$145,435	\$154,845	+ 6.5%
Percent of List Price Received*	94.3%	95.9%	+ 1.7%	94.5%	95.1%	+ 0.6%
Inventory of Homes for Sale	496	404	- 18.5%	—	—	—
Months Supply of Inventory	3.3	2.6	- 21.2%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	11	9	- 18.2%	53	38	- 28.3%
Pending Sales	9	7	- 22.2%	43	31	- 27.9%
Closed Sales	6	2	- 66.7%	37	26	- 29.7%
Days on Market Until Sale	100	169	+ 69.0%	104	88	- 15.4%
Median Sales Price*	\$117,750	\$101,000	- 14.2%	\$117,000	\$165,750	+ 41.7%
Average Sales Price*	\$111,667	\$101,000	- 9.6%	\$143,011	\$181,115	+ 26.6%
Percent of List Price Received*	93.3%	122.3%	+ 31.1%	92.6%	98.6%	+ 6.5%
Inventory of Homes for Sale	19	14	- 26.3%	—	—	—
Months Supply of Inventory	4.5	3.8	- 15.6%	—	—	—

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

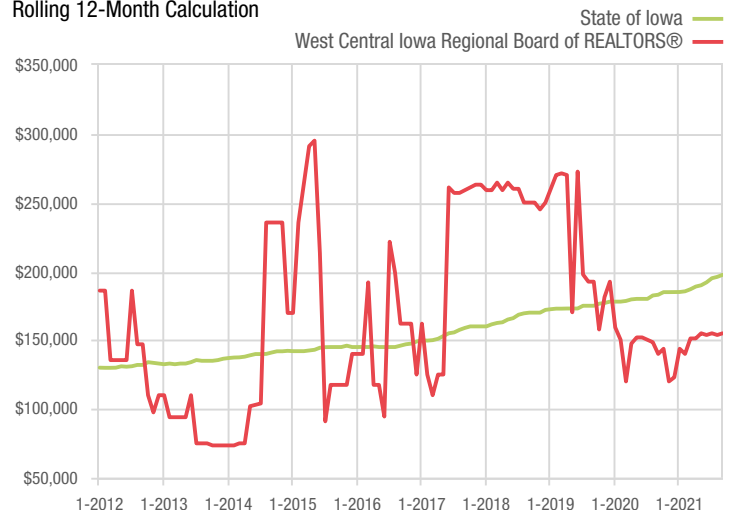
Median Sales Price - Single-Family Detached

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.