Local Market Update – April 2020

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 | | April | | | Year to Date | | | |
|---------------------------------|-----------|-----------|----------|-------------|--------------|----------|--|--|
| Key Metrics | 2019 | 2020 | % Change | Thru 4-2019 | Thru 4-2020 | % Change | | |
| New Listings | 355 | 186 | - 47.6% | 971 | 878 | - 9.6% | | |
| Pending Sales | 219 | 185 | - 15.5% | 617 | 713 | + 15.6% | | |
| Closed Sales | 155 | 167 | + 7.7% | 541 | 572 | + 5.7% | | |
| Days on Market Until Sale | 104 | 97 | - 6.7% | 101 | 101 | 0.0% | | |
| Median Sales Price* | \$95,600 | \$104,250 | + 9.0% | \$93,500 | \$95,500 | + 2.1% | | |
| Average Sales Price* | \$108,521 | \$120,647 | + 11.2% | \$111,493 | \$115,057 | + 3.2% | | |
| Percent of List Price Received* | 93.6% | 94.1% | + 0.5% | 93.1% | 93.5% | + 0.4% | | |
| Inventory of Homes for Sale | 1,002 | 807 | - 19.5% | | _ | _ | | |
| Months Supply of Inventory | 5.7 | 4.2 | - 26.3% | | _ | | | |

| Townhouse-Condo | April | | | Year to Date | | | |
|---------------------------------|-------|-----------|----------|--------------|-------------|----------|--|
| Key Metrics | 2019 | 2020 | % Change | Thru 4-2019 | Thru 4-2020 | % Change | |
| New Listings | 0 | 2 | _ | 0 | 8 | | |
| Pending Sales | 0 | 2 | _ | 0 | 4 | _ | |
| Closed Sales | 0 | 2 | _ | 0 | 2 | | |
| Days on Market Until Sale | - | 154 | _ | | 154 | _ | |
| Median Sales Price* | | \$236,450 | _ | | \$236,450 | | |
| Average Sales Price* | _ | \$236,450 | _ | | \$236,450 | _ | |
| Percent of List Price Received* | _ | 99.7% | _ | | 99.7% | | |
| Inventory of Homes for Sale | 0 | 7 | _ | | _ | _ | |
| Months Supply of Inventory | _ | 5.6 | _ | | _ | | |

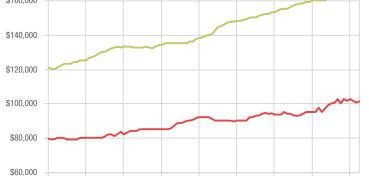
State of Iowa -

Southeast Iowa Regional Board of REALTORS® \$180,000 \$160,000 \$140,000

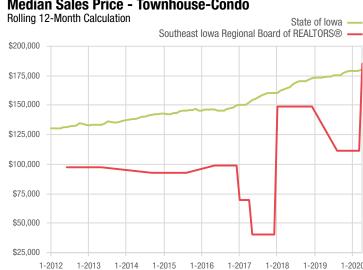
1-2012 1-2013 1-2014 1-2015 1-2016 1-2017 1-2018

Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo



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