

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

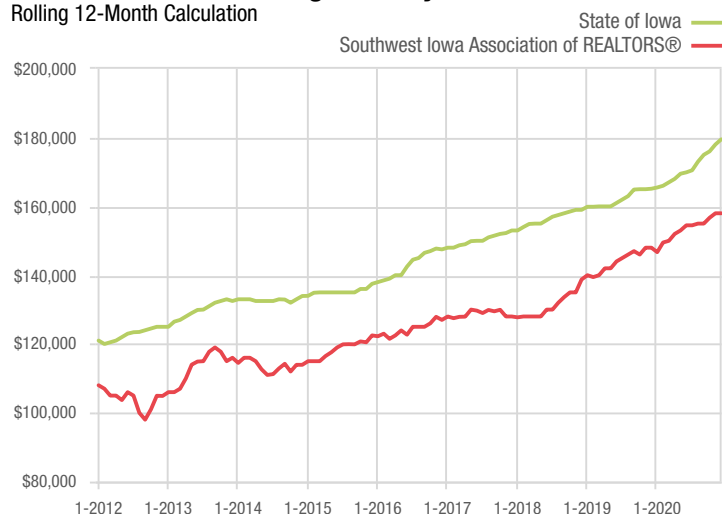
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	68	107	+ 57.4%	1,609	1,725	+ 7.2%
Pending Sales	61	70	+ 14.8%	1,292	1,499	+ 16.0%
Closed Sales	94	126	+ 34.0%	1,324	1,483	+ 12.0%
Days on Market Until Sale	32	18	- 43.8%	29	24	- 17.2%
Median Sales Price*	\$150,000	\$159,250	+ 6.2%	\$148,000	\$158,000	+ 6.8%
Average Sales Price*	\$176,267	\$210,448	+ 19.4%	\$179,177	\$191,946	+ 7.1%
Percent of List Price Received*	98.1%	99.3%	+ 1.2%	98.3%	99.2%	+ 0.9%
Inventory of Homes for Sale	169	141	- 16.6%	—	—	—
Months Supply of Inventory	1.6	1.1	- 31.3%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	2	2	0.0%	82	89	+ 8.5%
Pending Sales	3	3	0.0%	65	76	+ 16.9%
Closed Sales	3	9	+ 200.0%	63	78	+ 23.8%
Days on Market Until Sale	2	10	+ 400.0%	29	34	+ 17.2%
Median Sales Price*	\$252,500	\$260,000	+ 3.0%	\$205,000	\$238,000	+ 16.1%
Average Sales Price*	\$228,333	\$230,094	+ 0.8%	\$207,051	\$221,166	+ 6.8%
Percent of List Price Received*	98.4%	99.0%	+ 0.6%	98.9%	98.9%	0.0%
Inventory of Homes for Sale	8	16	+ 100.0%	—	—	—
Months Supply of Inventory	1.5	2.5	+ 66.7%	—	—	—

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

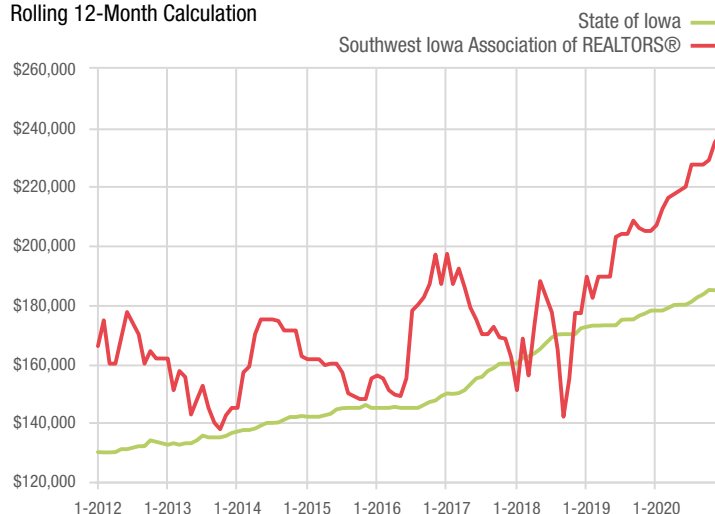
Median Sales Price - Single-Family Detached

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.