

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



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

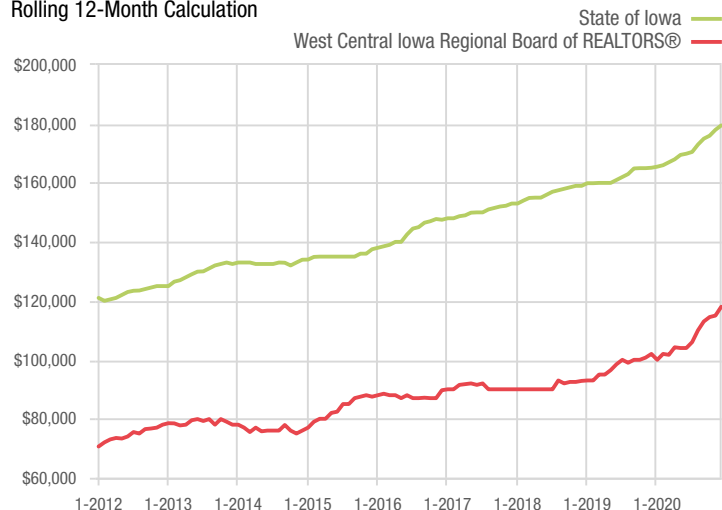
| Single-Family Detached | December | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 12-2019 | Thru 12-2020 | % Change |
| New Listings | 96 | 100 | + 4.2% | 2,207 | 2,021 | - 8.4% |
| Pending Sales | 107 | 106 | - 0.9% | 1,706 | 1,803 | + 5.7% |
| Closed Sales | 138 | 147 | + 6.5% | 1,695 | 1,746 | + 3.0% |
| Days on Market Until Sale | 107 | 71 | - 33.6% | 104 | 89 | - 14.4% |
| Median Sales Price* | \$100,000 | \$122,500 | + 22.5% | \$102,000 | \$118,000 | + 15.7% |
| Average Sales Price* | \$122,185 | \$147,239 | + 20.5% | \$133,399 | \$144,990 | + 8.7% |
| Percent of List Price Received* | 92.9% | 93.8% | + 1.0% | 94.0% | 94.5% | + 0.5% |
| Inventory of Homes for Sale | 704 | 397 | - 43.6% | — | — | — |
| Months Supply of Inventory | 5.0 | 2.6 | - 48.0% | — | — | — |

| Townhouse-Condo | December | | | Year to Date | | |
|---------------------------------|-----------|-----------|------------|--------------|--------------|----------|
| Key Metrics | 2019 | 2020 | % Change | Thru 12-2019 | Thru 12-2020 | % Change |
| New Listings | 2 | 2 | 0.0% | 39 | 65 | + 66.7% |
| Pending Sales | 4 | 2 | - 50.0% | 20 | 58 | + 190.0% |
| Closed Sales | 4 | 7 | + 75.0% | 18 | 57 | + 216.7% |
| Days on Market Until Sale | 10 | 111 | + 1,010.0% | 51 | 92 | + 80.4% |
| Median Sales Price* | \$233,750 | \$165,000 | - 29.4% | \$192,500 | \$123,000 | - 36.1% |
| Average Sales Price* | \$218,750 | \$214,214 | - 2.1% | \$197,861 | \$152,575 | - 22.9% |
| Percent of List Price Received* | 94.0% | 96.6% | + 2.8% | 94.5% | 93.7% | - 0.8% |
| Inventory of Homes for Sale | 19 | 11 | - 42.1% | — | — | — |
| Months Supply of Inventory | 7.6 | 2.3 | - 69.7% | — | — | — |

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

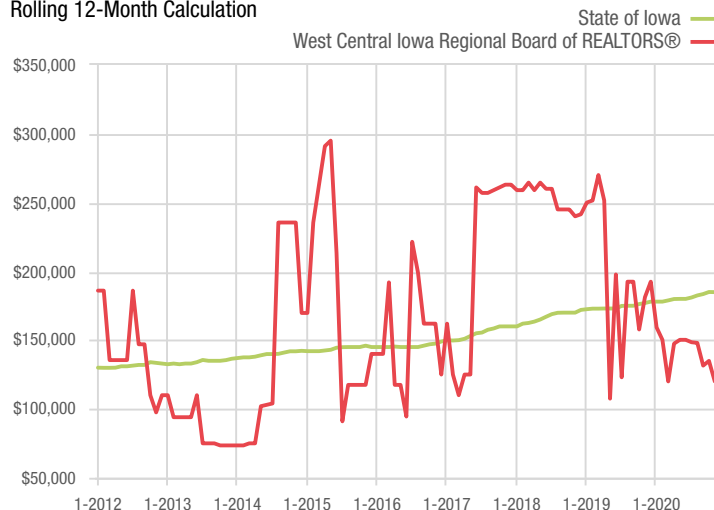
Median Sales Price - Single-Family Detached

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.