

# Local Market Update – March 2019

A research tool provided by Mid America Regional Information Systems.



## Ballwin, MO

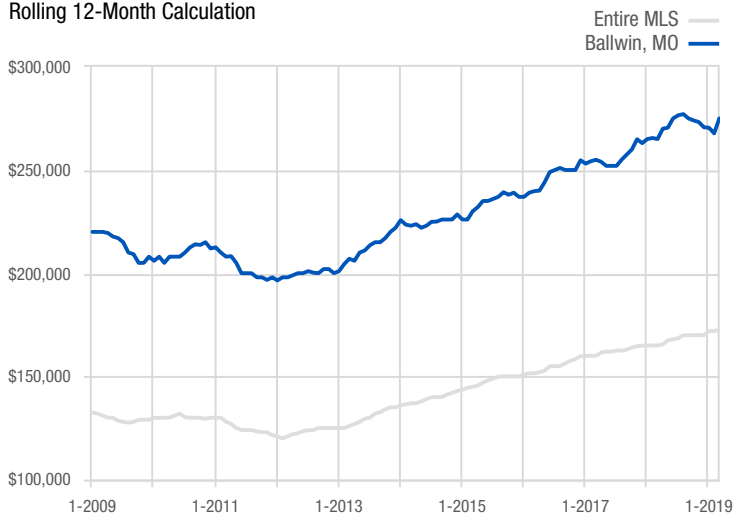
Residential Detached	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	91	81	- 11.0%	219	201	- 8.2%
Pending Sales	73	52	- 28.8%	157	153	- 2.5%
Closed Sales	55	58	+ 5.5%	143	129	- 9.8%
Days on Market Until Sale	38	38	0.0%	42	55	+ 31.0%
Median Sales Price*	\$248,000	<b>\$312,450</b>	+ 26.0%	\$255,500	<b>\$273,000</b>	+ 6.8%
Average Sales Price*	\$262,572	<b>\$317,954</b>	+ 21.1%	\$281,157	<b>\$289,289</b>	+ 2.9%
Percent of List Price Received*	97.9%	<b>99.2%</b>	+ 1.3%	97.8%	<b>97.5%</b>	- 0.3%
Inventory of Homes for Sale	140	130	- 7.1%	—	—	—
Months Supply of Inventory	1.7	2.0	+ 17.6%	—	—	—

Townhouse/Condo	March			Year to Date		
	2018	2019	% Change	Thru 3-2018	Thru 3-2019	% Change
New Listings	27	21	- 22.2%	50	49	- 2.0%
Pending Sales	17	17	0.0%	37	49	+ 32.4%
Closed Sales	10	16	+ 60.0%	29	32	+ 10.3%
Days on Market Until Sale	18	35	+ 94.4%	28	44	+ 57.1%
Median Sales Price*	\$123,750	<b>\$127,500</b>	+ 3.0%	\$130,000	<b>\$134,950</b>	+ 3.8%
Average Sales Price*	\$128,290	<b>\$191,831</b>	+ 49.5%	\$166,283	<b>\$169,422</b>	+ 1.9%
Percent of List Price Received*	97.5%	<b>96.8%</b>	- 0.7%	97.8%	<b>97.2%</b>	- 0.6%
Inventory of Homes for Sale	41	27	- 34.1%	—	—	—
Months Supply of Inventory	2.4	1.6	- 33.3%	—	—	—

\* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

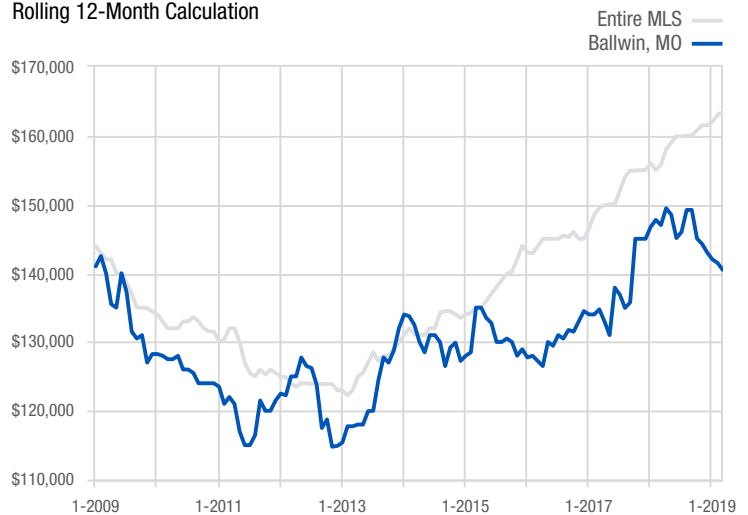
### Median Sales Price - Residential Detached

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.