

Council Bluffs 51503

ZIP code · IA · Iowa · Pottawattamie County · Council Bluffs

SELLER'S MARKET

\$273K

MEDIAN SALE PRICE

+6.2%

1-YR CHANGE

613

SALES (12 MO)

\$306K

MEDIAN VALUE (AVM)

Market temperature

Seller's market · 68 / 100

Buyer's market

Balanced

Seller's market

MARKET TRENDS (5 YEARS)

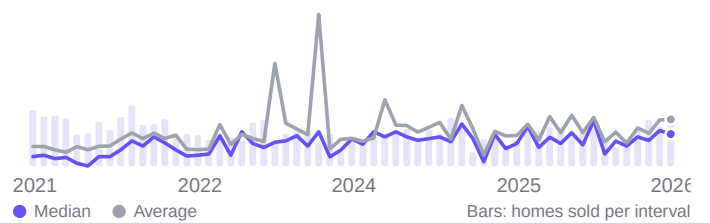
Market temperature (0–100)

68 / 100



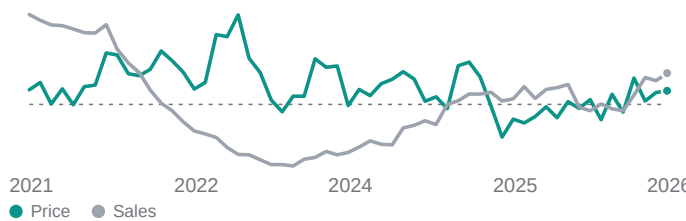
Sale prices

Median \$276K · Average \$332K



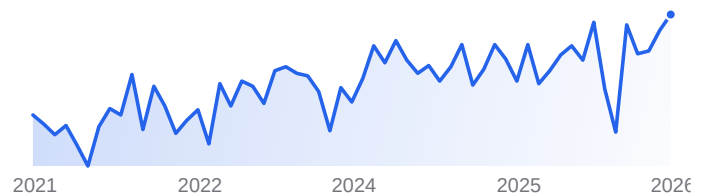
Growth (year over year)

Price +6.2% · Sales +14.2%



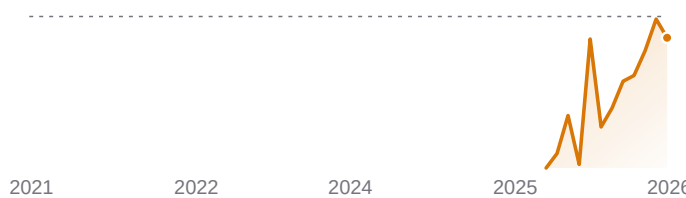
Price per square foot

\$268/ft²



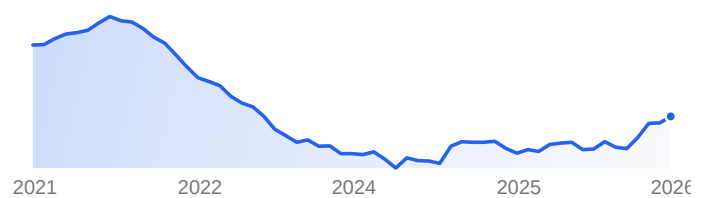
Sale premium vs estimated value

-0.5%



Annual turnover (share of homes sold)

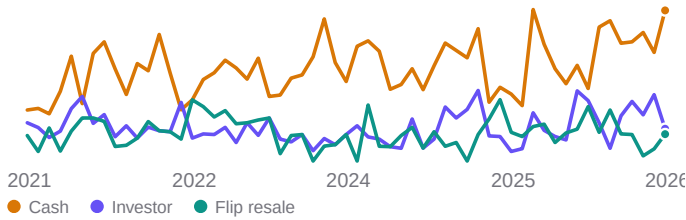
4.5%



BUYERS & OUTCOMES

Buyer mix

Cash 44% · Investor 9.4% · Flip resale 7.8%



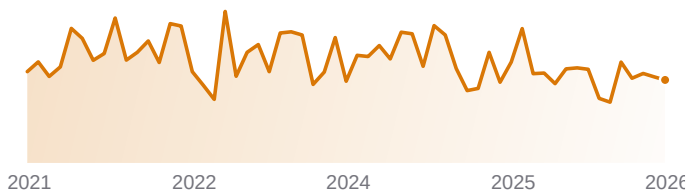
Sellers who sold at a gain

93%

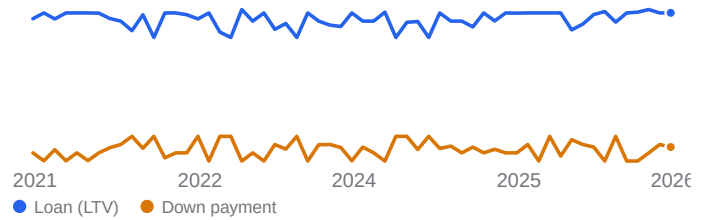


Median annualized return at resale

+4.7%

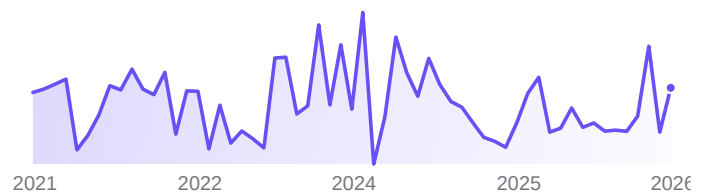


Financing (share of purchase price) Loan (LTV) 95% · Down payment 14%



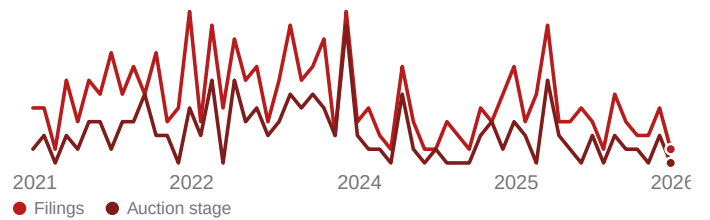
Typical hold before selling

6.2 yrs



Preforeclosure filings

Filings 1 · Auction stage 0



HOUSING STOCK

Homes	13,764
Median value (AVM)	\$306K
Median size	1,228 ft²
Median bedrooms	3
Median year built	1965
Single family	95%

EQUITY & OWNERSHIP

Equity rich (LTV 50% or less)	52%
Underwater (LTV 125% or more)	2.6%
Owner occupied	79%
Company owned	15%
Median loan-to-value	49%
Typical ownership tenure	9.0 yrs

COMMUNITY

Population	37,949
Density	312 / mi²
Median household income	\$82K
Average household income	\$98K
Crime index (US avg 100)	95
Air pollution index (US avg 100)	95
Earthquake index (US avg 100)	26
Homes occupied	94%
Bachelor's or higher	23%
Poverty rate	11.0%
Unemployment	1.0%
Average temp	51°F
Annual precip	32 in
Sunshine	59%

Market metrics are derived from recorded arms-length deeds through July 2026. Temperature blends price momentum, sales velocity, turnover and resale outcomes, ranked nationally against geographies of the same type.