

Local Market Update – November 2018

This is a research tool provided by Iowa Association of REALTORS®.



Second Congressional District

Includes Appanoose, Cedar, Clarke, Clinton, Davis, Decatur, Des Moines, Henry, Jasper, Jefferson, Johnson, Keokuk, Lee, Louisa, Lucas, Mahaska, Marion, Monroe, Muscatine, Scott, Van Buren, Wapello, Washington and Wayne Counties

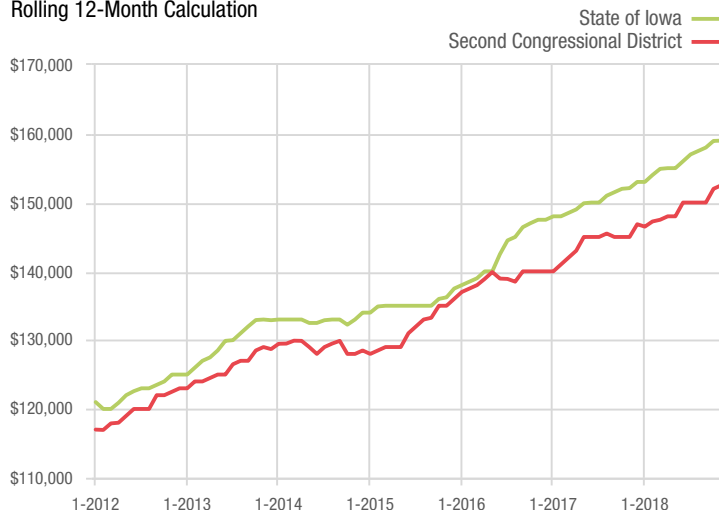
| Single-Family Detached | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2017 | 2018 | % Change | Thru 11-2017 | Thru 11-2018 | % Change |
| New Listings | 750 | 741 | - 1.2% | 12,014 | 11,741 | - 2.3% |
| Pending Sales | 614 | 588 | - 4.2% | 8,536 | 8,243 | - 3.4% |
| Closed Sales | 655 | 629 | - 4.0% | 7,939 | 7,717 | - 2.8% |
| Days on Market Until Sale | 68 | 67 | - 1.5% | 66 | 62 | - 6.1% |
| Median Sales Price* | \$142,500 | \$145,000 | + 1.8% | \$146,338 | \$152,500 | + 4.2% |
| Average Sales Price* | \$176,660 | \$178,383 | + 1.0% | \$181,572 | \$187,337 | + 3.2% |
| Percent of List Price Received* | 95.7% | 96.1% | + 0.4% | 96.1% | 96.4% | + 0.3% |
| Inventory of Homes for Sale | 2,954 | 3,028 | + 2.5% | — | — | — |
| Months Supply of Inventory | 3.9 | 4.2 | + 7.7% | — | — | — |

| Townhouse-Condo | November | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2017 | 2018 | % Change | Thru 11-2017 | Thru 11-2018 | % Change |
| New Listings | 79 | 79 | 0.0% | 1,636 | 1,796 | + 9.8% |
| Pending Sales | 72 | 60 | - 16.7% | 1,260 | 1,269 | + 0.7% |
| Closed Sales | 97 | 89 | - 8.2% | 1,213 | 1,241 | + 2.3% |
| Days on Market Until Sale | 62 | 73 | + 17.7% | 62 | 62 | 0.0% |
| Median Sales Price* | \$166,000 | \$164,900 | - 0.7% | \$175,000 | \$188,625 | + 7.8% |
| Average Sales Price* | \$180,410 | \$191,155 | + 6.0% | \$182,672 | \$198,891 | + 8.9% |
| Percent of List Price Received* | 98.2% | 98.4% | + 0.2% | 98.7% | 99.0% | + 0.3% |
| Inventory of Homes for Sale | 323 | 432 | + 33.7% | — | — | — |
| Months Supply of Inventory | 2.9 | 3.9 | + 34.5% | — | — | — |

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

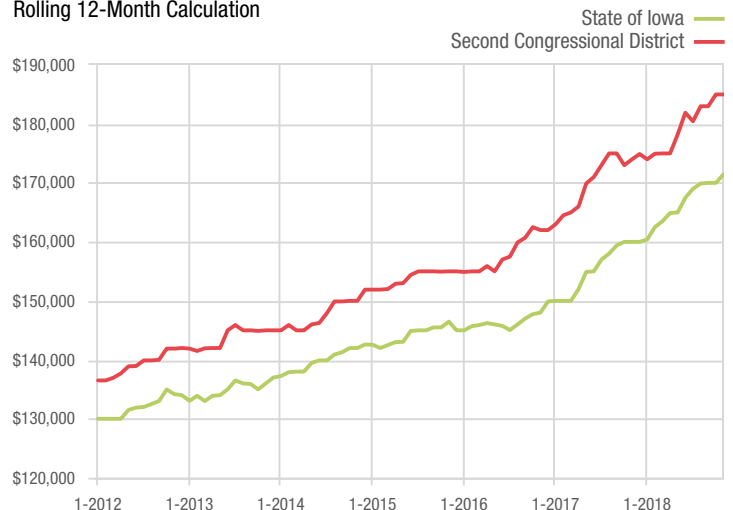
Median Sales Price - Single-Family Detached

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.