

Local Market Update – January 2019

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



Des Moines Area Association of REALTORS®

Includes Dallas, Jasper, Madison, Marion, Polk and Warren Counties

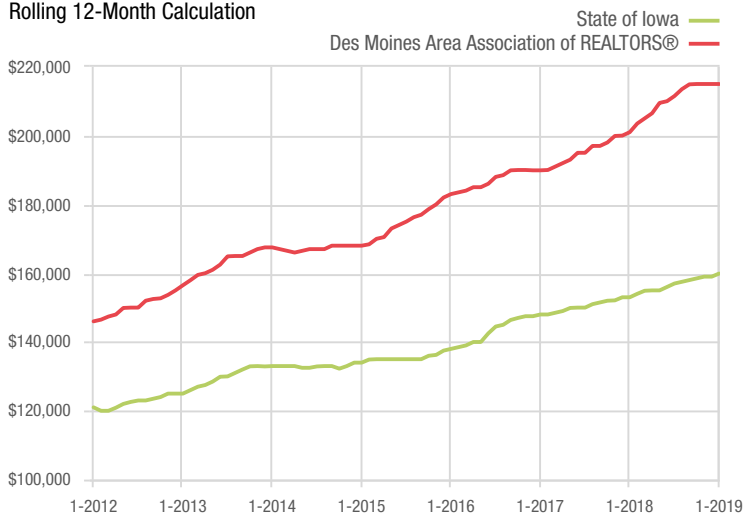
Single-Family Detached	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
Key Metrics						
New Listings	894	916	+ 2.5%	894	916	+ 2.5%
Pending Sales	565	596	+ 5.5%	565	596	+ 5.5%
Closed Sales	559	520	- 7.0%	559	520	- 7.0%
Days on Market Until Sale	101	64	- 36.6%	101	64	- 36.6%
Median Sales Price*	\$197,000	\$210,000	+ 6.6%	\$197,000	\$210,000	+ 6.6%
Average Sales Price*	\$216,724	\$236,269	+ 9.0%	\$216,724	\$236,269	+ 9.0%
Percent of List Price Received*	98.1%	97.9%	- 0.2%	98.1%	97.9%	- 0.2%
Inventory of Homes for Sale	3,429	3,477	+ 1.4%	—	—	—
Months Supply of Inventory	3.6	3.8	+ 5.6%	—	—	—

Townhouse-Condo	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
Key Metrics						
New Listings	183	171	- 6.6%	183	171	- 6.6%
Pending Sales	107	88	- 17.8%	107	88	- 17.8%
Closed Sales	108	78	- 27.8%	108	78	- 27.8%
Days on Market Until Sale	89	72	- 19.1%	89	72	- 19.1%
Median Sales Price*	\$157,500	\$166,463	+ 5.7%	\$157,500	\$166,463	+ 5.7%
Average Sales Price*	\$184,901	\$179,718	- 2.8%	\$184,901	\$179,718	- 2.8%
Percent of List Price Received*	98.6%	98.8%	+ 0.2%	98.6%	98.8%	+ 0.2%
Inventory of Homes for Sale	690	691	+ 0.1%	—	—	—
Months Supply of Inventory	3.9	4.0	+ 2.6%	—	—	—

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

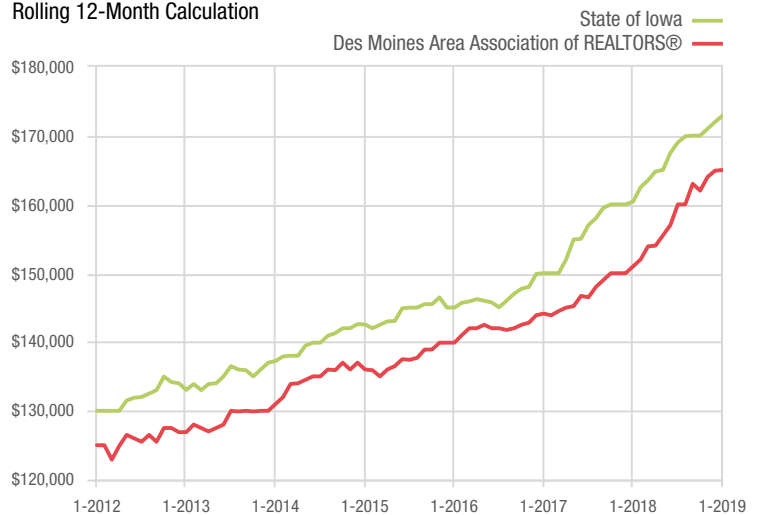
Median Sales Price - Single-Family Detached

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.