

Local Market Update – February 2019

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



Central Iowa Board of REALTORS®

Includes Boone and Story Counties

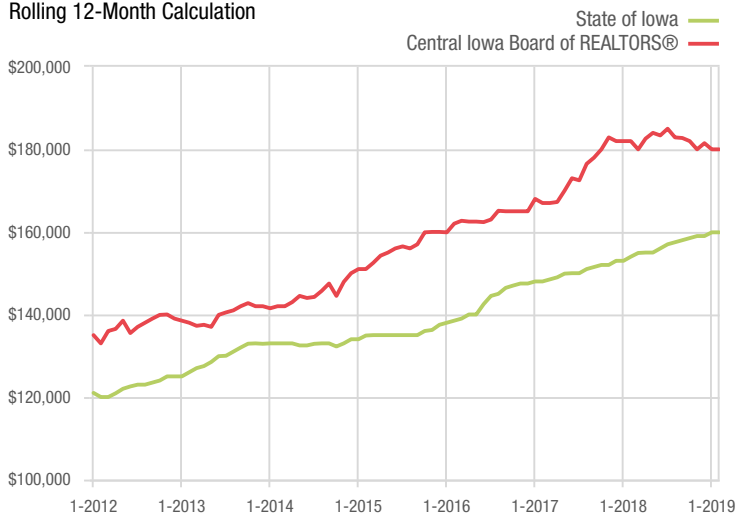
| Single-Family Detached | February | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 2-2018 | Thru 2-2019 | % Change |
| New Listings | 111 | 111 | 0.0% | 206 | 236 | + 14.6% |
| Pending Sales | 73 | 103 | + 41.1% | 166 | 174 | + 4.8% |
| Closed Sales | 49 | 60 | + 22.4% | 138 | 125 | - 9.4% |
| Days on Market Until Sale | 102 | 76 | - 25.5% | 77 | 61 | - 20.8% |
| Median Sales Price* | \$162,500 | \$168,275 | + 3.6% | \$191,000 | \$175,000 | - 8.4% |
| Average Sales Price* | \$187,046 | \$190,150 | + 1.7% | \$216,338 | \$197,994 | - 8.5% |
| Percent of List Price Received* | 97.2% | 96.9% | - 0.3% | 97.2% | 96.2% | - 1.0% |
| Inventory of Homes for Sale | 345 | 383 | + 11.0% | — | — | — |
| Months Supply of Inventory | 2.8 | 3.3 | + 17.9% | — | — | — |

| Townhouse-Condo | February | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 2-2018 | Thru 2-2019 | % Change |
| New Listings | 14 | 17 | + 21.4% | 26 | 27 | + 3.8% |
| Pending Sales | 12 | 8 | - 33.3% | 20 | 18 | - 10.0% |
| Closed Sales | 11 | 11 | 0.0% | 15 | 12 | - 20.0% |
| Days on Market Until Sale | 109 | 208 | + 90.8% | 113 | 196 | + 73.5% |
| Median Sales Price* | \$170,000 | \$200,000 | + 17.6% | \$191,000 | \$197,500 | + 3.4% |
| Average Sales Price* | \$193,152 | \$196,818 | + 1.9% | \$214,111 | \$189,583 | - 11.5% |
| Percent of List Price Received* | 100.1% | 94.3% | - 5.8% | 101.0% | 94.1% | - 6.8% |
| Inventory of Homes for Sale | 59 | 57 | - 3.4% | — | — | — |
| Months Supply of Inventory | 4.8 | 4.8 | 0.0% | — | — | — |

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

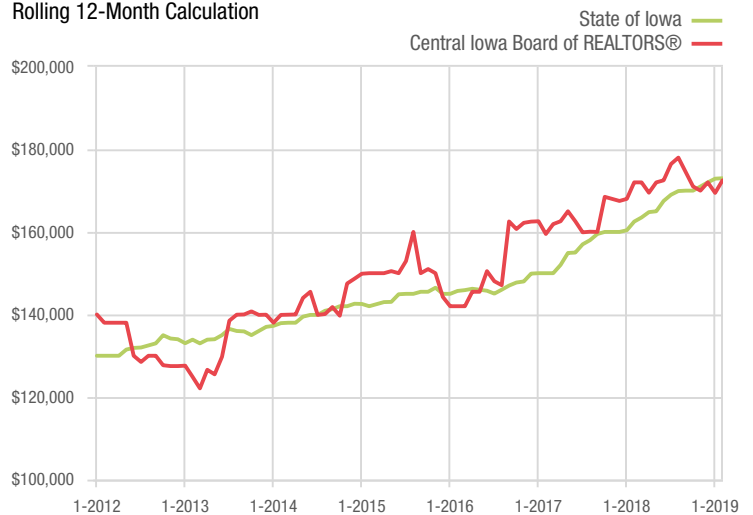
Median Sales Price - Single-Family Detached

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.