

Local Market Update – September 2019

A Research Tool Provided by Iowa Association of REALTORS®



Linn County

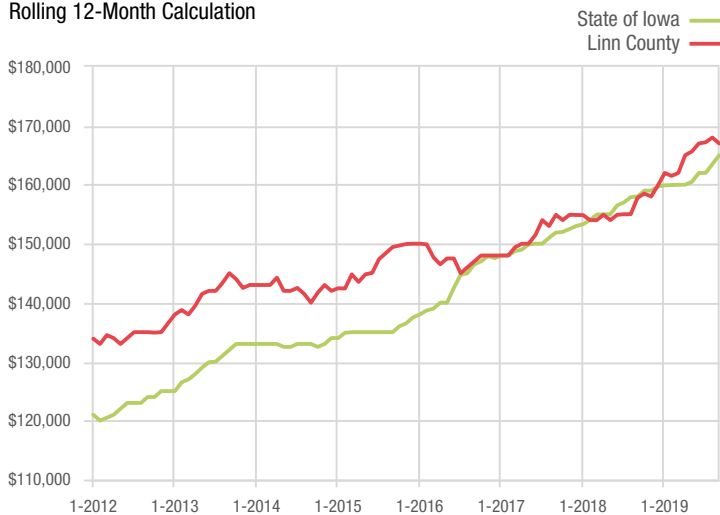
Single-Family Detached	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	299	342	+ 14.4%	3,047	3,169	+ 4.0%
Pending Sales	216	257	+ 19.0%	2,518	2,566	+ 1.9%
Closed Sales	252	253	+ 0.4%	2,440	2,385	- 2.3%
Days on Market Until Sale	37	36	- 2.7%	41	39	- 4.9%
Median Sales Price*	\$190,000	\$169,950	- 10.6%	\$160,000	\$169,000	+ 5.6%
Average Sales Price*	\$230,829	\$202,835	- 12.1%	\$191,727	\$199,795	+ 4.2%
Percent of List Price Received*	98.6%	98.3%	- 0.3%	98.7%	98.7%	0.0%
Inventory of Homes for Sale	673	704	+ 4.6%	—	—	—
Months Supply of Inventory	2.6	2.7	+ 3.8%	—	—	—

Townhouse-Condo	September			Year to Date		
	2018	2019	% Change	Thru 9-2018	Thru 9-2019	% Change
New Listings	53	63	+ 18.9%	585	634	+ 8.4%
Pending Sales	54	40	- 25.9%	509	500	- 1.8%
Closed Sales	61	44	- 27.9%	491	464	- 5.5%
Days on Market Until Sale	41	35	- 14.6%	46	55	+ 19.6%
Median Sales Price*	\$153,000	\$152,250	- 0.5%	\$154,000	\$159,900	+ 3.8%
Average Sales Price*	\$169,743	\$166,223	- 2.1%	\$163,025	\$164,772	+ 1.1%
Percent of List Price Received*	101.1%	100.4%	- 0.7%	100.8%	99.8%	- 1.0%
Inventory of Homes for Sale	141	190	+ 34.8%	—	—	—
Months Supply of Inventory	2.7	3.7	+ 37.0%	—	—	—

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

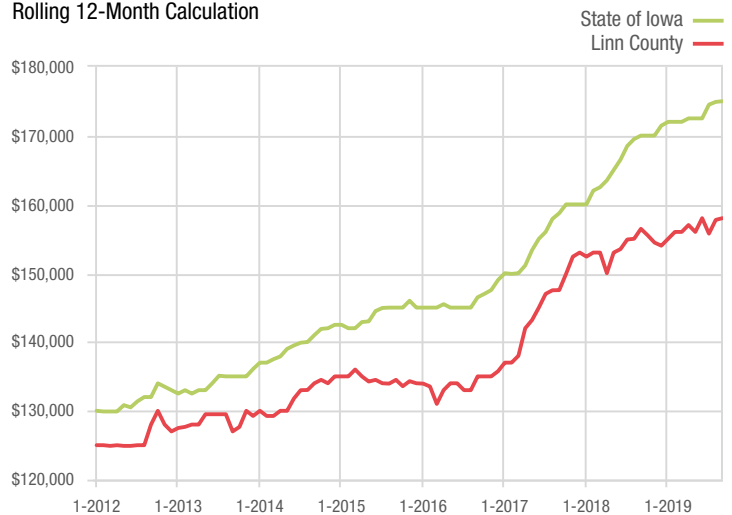
Median Sales Price - Single-Family Detached

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.