

# Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



## Central Iowa Board of REALTORS®

Includes Boone and Story Counties

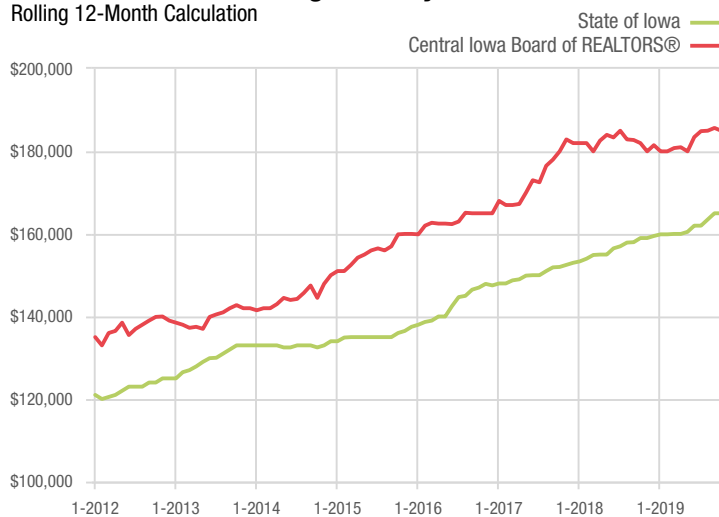
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	163	150	- 8.0%	1,551	1,750	+ 12.8%
Pending Sales	109	127	+ 16.5%	1,203	1,335	+ 11.0%
Closed Sales	84	107	+ 27.4%	1,142	1,268	+ 11.0%
Days on Market Until Sale	50	41	- 18.0%	56	54	- 3.6%
Median Sales Price*	\$183,460	\$180,785	- 1.5%	\$183,500	\$188,000	+ 2.5%
Average Sales Price*	\$210,914	\$205,506	- 2.6%	\$209,635	\$207,830	- 0.9%
Percent of List Price Received*	96.4%	97.1%	+ 0.7%	97.2%	97.3%	+ 0.1%
Inventory of Homes for Sale	469	455	- 3.0%	—	—	—
Months Supply of Inventory	4.1	3.6	- 12.2%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	18	13	- 27.8%	176	198	+ 12.5%
Pending Sales	12	11	- 8.3%	136	138	+ 1.5%
Closed Sales	16	12	- 25.0%	135	126	- 6.7%
Days on Market Until Sale	96	58	- 39.6%	102	90	- 11.8%
Median Sales Price*	\$165,500	\$220,750	+ 33.4%	\$172,500	\$180,850	+ 4.8%
Average Sales Price*	\$196,257	\$217,333	+ 10.7%	\$208,788	\$192,567	- 7.8%
Percent of List Price Received*	96.8%	97.6%	+ 0.8%	98.0%	97.1%	- 0.9%
Inventory of Homes for Sale	76	70	- 7.9%	—	—	—
Months Supply of Inventory	6.2	5.7	- 8.1%	—	—	—

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

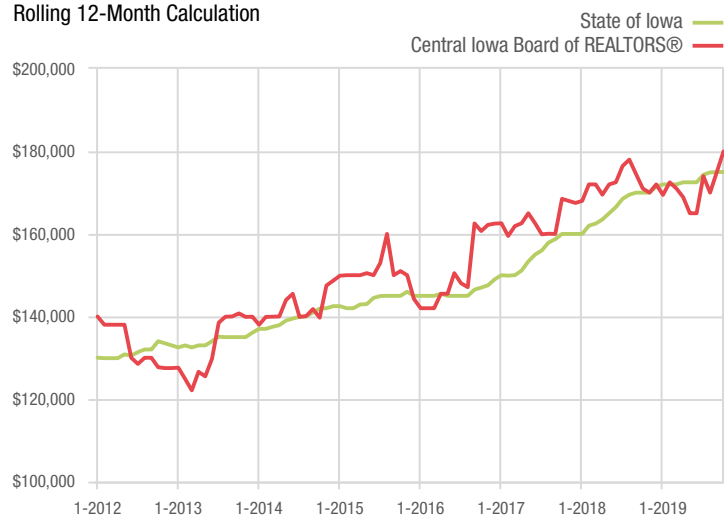
### Median Sales Price - Single-Family Detached

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.