

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Des Moines Area Association of REALTORS®

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

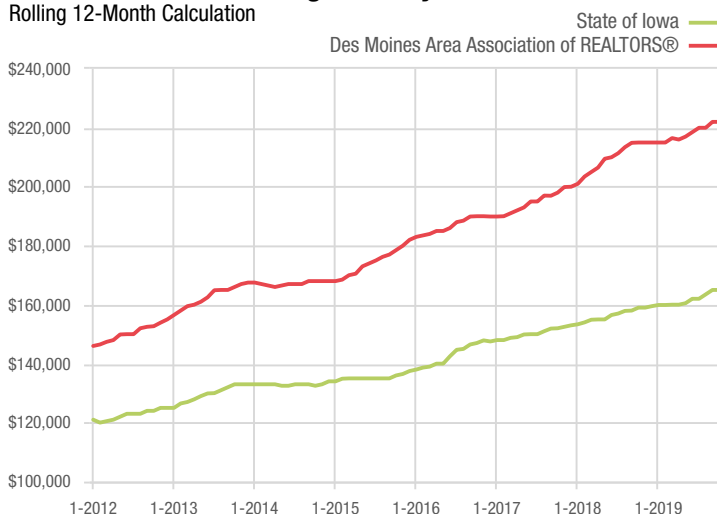
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	1,154	1,206	+ 4.5%	12,384	12,492	+ 0.9%
Pending Sales	875	923	+ 5.5%	9,425	9,336	- 0.9%
Closed Sales	891	904	+ 1.5%	9,374	9,205	- 1.8%
Days on Market Until Sale	46	52	+ 13.0%	65	58	- 10.8%
Median Sales Price*	\$210,000	\$210,000	0.0%	\$215,275	\$224,900	+ 4.5%
Average Sales Price*	\$227,136	\$234,732	+ 3.3%	\$232,593	\$242,230	+ 4.1%
Percent of List Price Received*	98.5%	98.1%	- 0.4%	98.8%	98.4%	- 0.4%
Inventory of Homes for Sale	4,265	4,117	- 3.5%	—	—	—
Months Supply of Inventory	4.6	4.5	- 2.2%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	195	206	+ 5.6%	2,209	2,247	+ 1.7%
Pending Sales	201	193	- 4.0%	1,835	1,748	- 4.7%
Closed Sales	204	178	- 12.7%	1,839	1,690	- 8.1%
Days on Market Until Sale	56	65	+ 16.1%	75	70	- 6.7%
Median Sales Price*	\$158,250	\$175,150	+ 10.7%	\$163,000	\$175,000	+ 7.4%
Average Sales Price*	\$179,618	\$199,554	+ 11.1%	\$183,370	\$192,637	+ 5.1%
Percent of List Price Received*	98.9%	98.9%	0.0%	99.0%	98.9%	- 0.1%
Inventory of Homes for Sale	761	808	+ 6.2%	—	—	—
Months Supply of Inventory	4.3	4.8	+ 11.6%	—	—	—

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

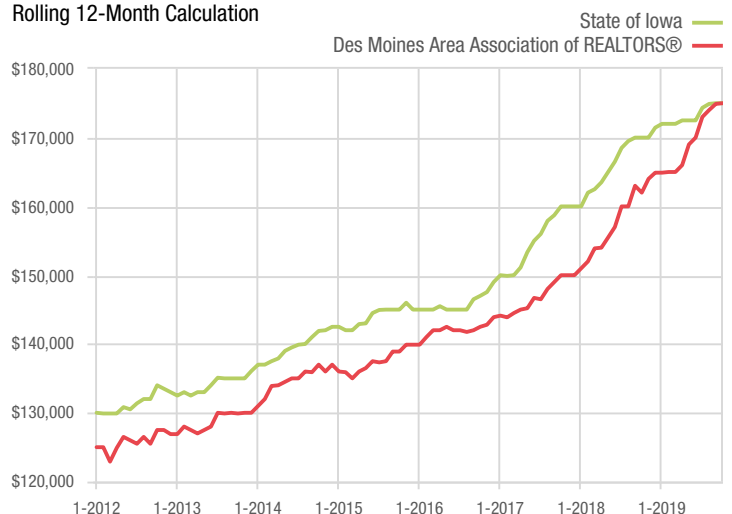
Median Sales Price - Single-Family Detached

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.