

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Johnson County

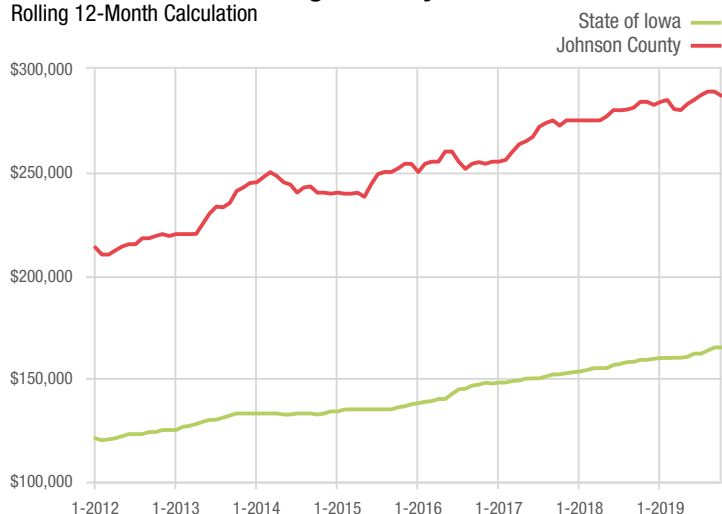
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	140	160	+ 14.3%	1,981	2,070	+ 4.5%
Pending Sales	75	108	+ 44.0%	1,321	1,373	+ 3.9%
Closed Sales	93	122	+ 31.2%	1,315	1,340	+ 1.9%
Days on Market Until Sale	55	72	+ 30.9%	61	66	+ 8.2%
Median Sales Price*	\$300,000	\$280,000	- 6.7%	\$283,000	\$287,950	+ 1.7%
Average Sales Price*	\$317,972	\$305,835	- 3.8%	\$313,104	\$311,864	- 0.4%
Percent of List Price Received*	97.4%	97.7%	+ 0.3%	98.3%	98.1%	- 0.2%
Inventory of Homes for Sale	480	512	+ 6.7%	—	—	—
Months Supply of Inventory	3.8	4.0	+ 5.3%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	69	77	+ 11.6%	1,252	1,178	- 5.9%
Pending Sales	75	43	- 42.7%	865	799	- 7.6%
Closed Sales	83	64	- 22.9%	866	800	- 7.6%
Days on Market Until Sale	72	83	+ 15.3%	61	73	+ 19.7%
Median Sales Price*	\$199,900	\$183,950	- 8.0%	\$199,900	\$197,000	- 1.5%
Average Sales Price*	\$207,677	\$188,325	- 9.3%	\$207,639	\$200,813	- 3.3%
Percent of List Price Received*	99.1%	98.5%	- 0.6%	99.4%	99.0%	- 0.4%
Inventory of Homes for Sale	323	328	+ 1.5%	—	—	—
Months Supply of Inventory	4.0	4.5	+ 12.5%	—	—	—

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

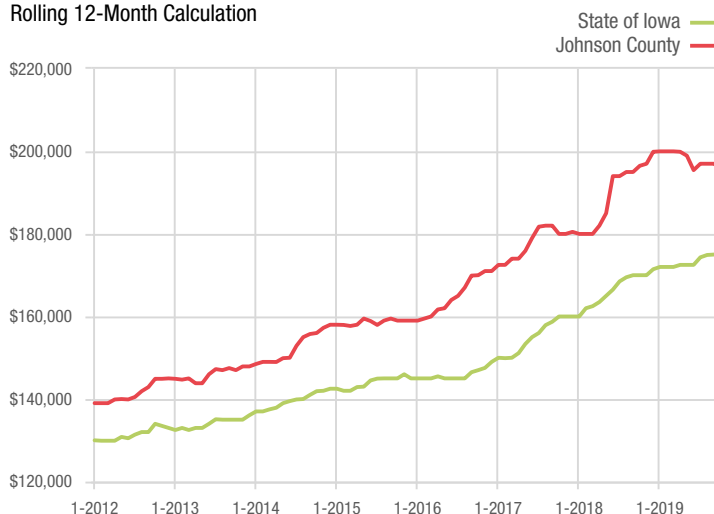
Median Sales Price - Single-Family Detached

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.