

# Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



## Linn County

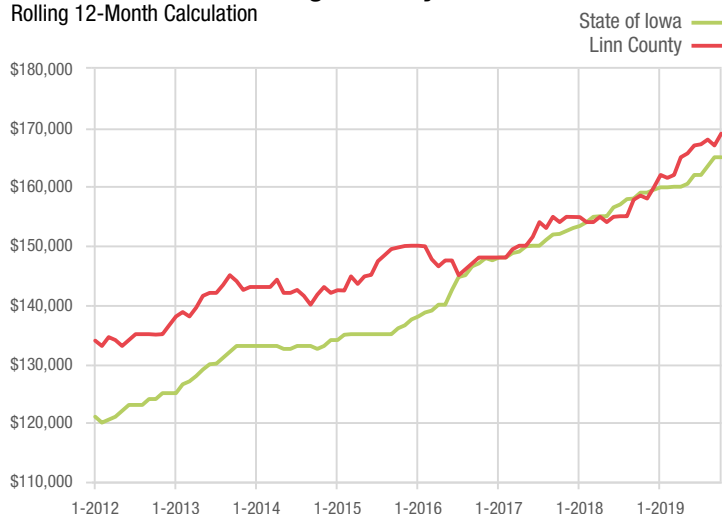
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	320	288	- 10.0%	3,367	3,462	+ 2.8%
Pending Sales	218	248	+ 13.8%	2,736	2,807	+ 2.6%
Closed Sales	244	256	+ 4.9%	2,684	2,652	- 1.2%
Days on Market Until Sale	38	36	- 5.3%	41	39	- 4.9%
Median Sales Price*	\$154,900	\$183,900	+ 18.7%	\$160,000	\$170,000	+ 6.3%
Average Sales Price*	\$180,499	\$207,701	+ 15.1%	\$190,704	\$200,445	+ 5.1%
Percent of List Price Received*	98.3%	98.4%	+ 0.1%	98.6%	98.7%	+ 0.1%
Inventory of Homes for Sale	684	639	- 6.6%	—	—	—
Months Supply of Inventory	2.6	2.4	- 7.7%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	68	69	+ 1.5%	653	702	+ 7.5%
Pending Sales	38	57	+ 50.0%	547	556	+ 1.6%
Closed Sales	57	47	- 17.5%	548	512	- 6.6%
Days on Market Until Sale	41	61	+ 48.8%	45	55	+ 22.2%
Median Sales Price*	\$155,000	\$155,000	0.0%	\$154,450	\$159,000	+ 2.9%
Average Sales Price*	\$163,845	\$174,238	+ 6.3%	\$163,110	\$165,352	+ 1.4%
Percent of List Price Received*	99.6%	99.8%	+ 0.2%	100.7%	99.8%	- 0.9%
Inventory of Homes for Sale	159	185	+ 16.4%	—	—	—
Months Supply of Inventory	3.1	3.5	+ 12.9%	—	—	—

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

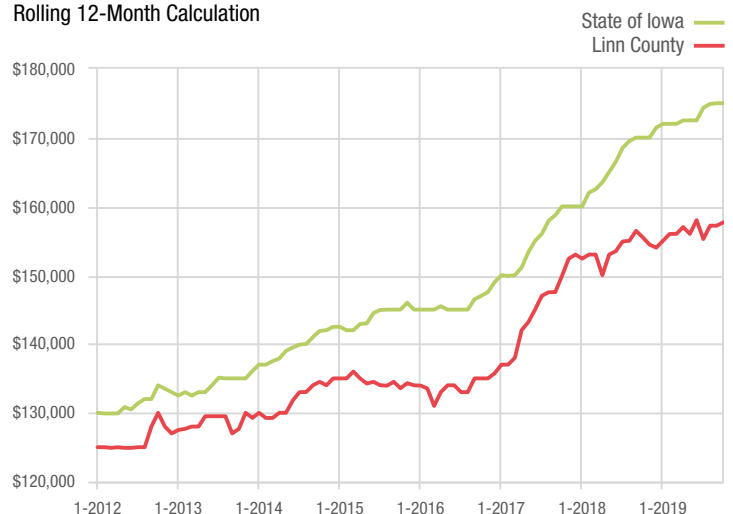
### Median Sales Price - Single-Family Detached

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.