

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Marion County

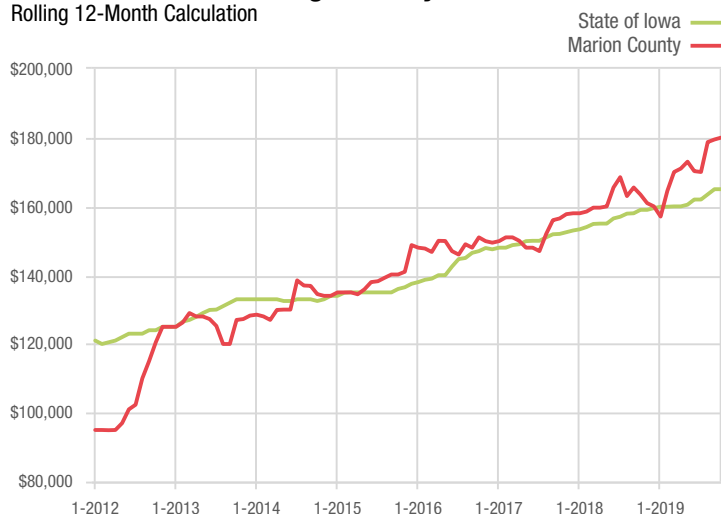
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	50	50	0.0%	442	473	+ 7.0%
Pending Sales	30	35	+ 16.7%	322	376	+ 16.8%
Closed Sales	36	38	+ 5.6%	318	375	+ 17.9%
Days on Market Until Sale	26	45	+ 73.1%	51	51	0.0%
Median Sales Price*	\$157,200	\$176,500	+ 12.3%	\$163,450	\$183,000	+ 12.0%
Average Sales Price*	\$190,366	\$183,827	- 3.4%	\$183,459	\$196,000	+ 6.8%
Percent of List Price Received*	97.1%	95.8%	- 1.3%	96.5%	96.7%	+ 0.2%
Inventory of Homes for Sale	129	134	+ 3.9%	—	—	—
Months Supply of Inventory	4.0	3.8	- 5.0%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	2	3	+ 50.0%	12	22	+ 83.3%
Pending Sales	0	2	—	6	25	+ 316.7%
Closed Sales	1	4	+ 300.0%	5	25	+ 400.0%
Days on Market Until Sale	70	127	+ 81.4%	41	97	+ 136.6%
Median Sales Price*	\$242,000	\$142,000	- 41.3%	\$179,000	\$156,000	- 12.8%
Average Sales Price*	\$242,000	\$132,425	- 45.3%	\$185,300	\$186,616	+ 0.7%
Percent of List Price Received*	94.2%	97.2%	+ 3.2%	98.1%	97.1%	- 1.0%
Inventory of Homes for Sale	6	4	- 33.3%	—	—	—
Months Supply of Inventory	4.0	1.4	- 65.0%	—	—	—

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

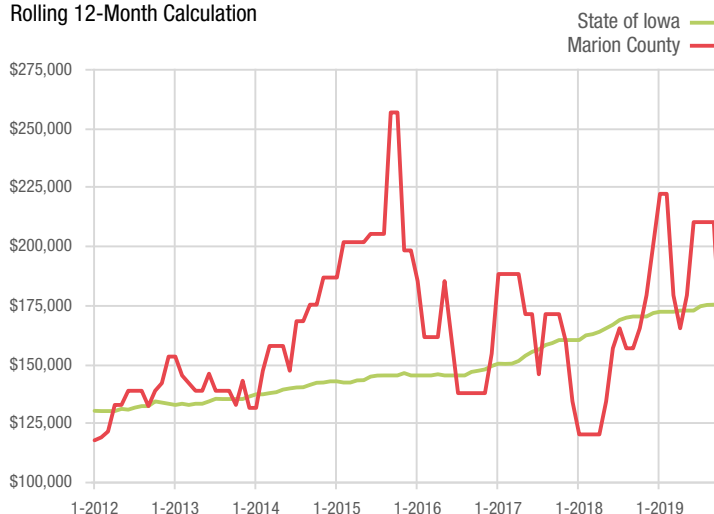
Median Sales Price - Single-Family Detached

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.