

Local Market Update – December 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

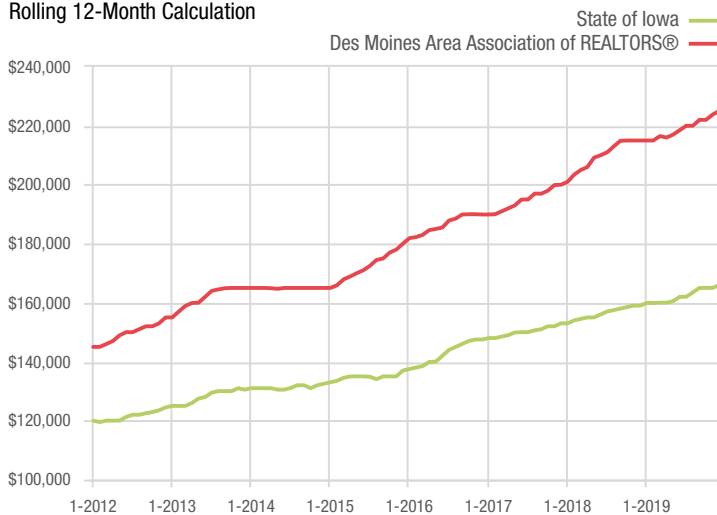
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	556	624	+ 12.2%	13,816	14,106	+ 2.1%
Pending Sales	734	880	+ 19.9%	11,093	11,103	+ 0.1%
Closed Sales	782	815	+ 4.2%	11,083	10,947	- 1.2%
Days on Market Until Sale	55	63	+ 14.5%	63	58	- 7.9%
Median Sales Price*	\$207,000	\$229,900	+ 11.1%	\$215,000	\$225,000	+ 4.7%
Average Sales Price*	\$238,009	\$250,067	+ 5.1%	\$233,036	\$242,878	+ 4.2%
Percent of List Price Received*	98.2%	98.4%	+ 0.2%	98.7%	98.4%	- 0.3%
Inventory of Homes for Sale	3,524	3,404	- 3.4%	—	—	—
Months Supply of Inventory	3.8	3.7	- 2.6%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	106	144	+ 35.8%	2,447	2,608	+ 6.6%
Pending Sales	118	134	+ 13.6%	2,106	2,032	- 3.5%
Closed Sales	137	139	+ 1.5%	2,122	1,994	- 6.0%
Days on Market Until Sale	54	61	+ 13.0%	72	68	- 5.6%
Median Sales Price*	\$170,000	\$185,500	+ 9.1%	\$164,900	\$176,900	+ 7.3%
Average Sales Price*	\$199,033	\$207,094	+ 4.1%	\$185,045	\$194,179	+ 4.9%
Percent of List Price Received*	98.8%	98.5%	- 0.3%	99.0%	98.8%	- 0.2%
Inventory of Homes for Sale	663	799	+ 20.5%	—	—	—
Months Supply of Inventory	3.8	4.7	+ 23.7%	—	—	—

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

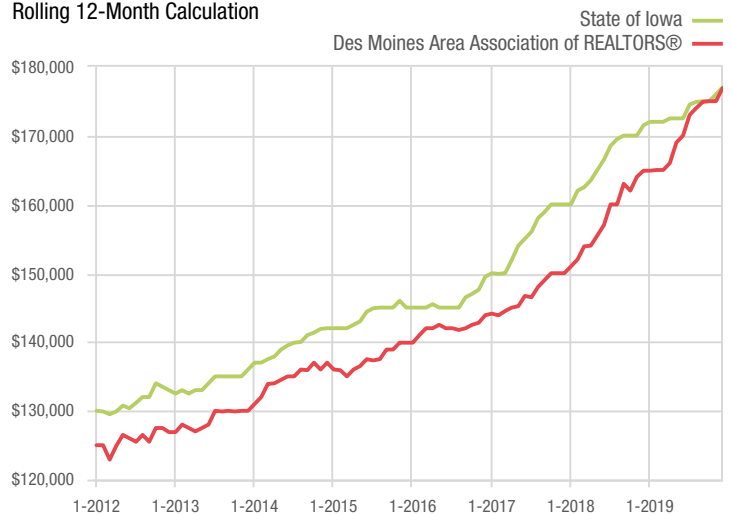
Median Sales Price - Single-Family Detached

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.