

Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



Johnson County

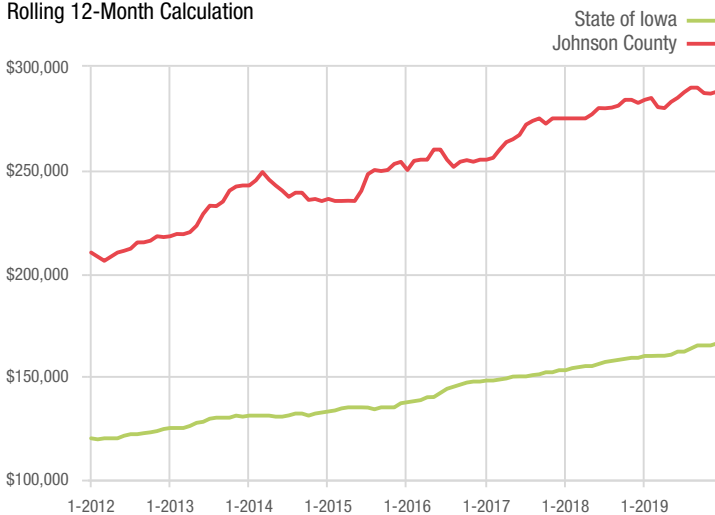
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	64	57	- 10.9%	2,144	2,214	+ 3.3%
Pending Sales	62	80	+ 29.0%	1,473	1,535	+ 4.2%
Closed Sales	73	88	+ 20.5%	1,479	1,508	+ 2.0%
Days on Market Until Sale	68	79	+ 16.2%	61	67	+ 9.8%
Median Sales Price*	\$278,500	\$290,000	+ 4.1%	\$282,500	\$288,000	+ 1.9%
Average Sales Price*	\$293,495	\$307,391	+ 4.7%	\$311,361	\$312,385	+ 0.3%
Percent of List Price Received*	97.8%	97.8%	0.0%	98.3%	98.1%	- 0.2%
Inventory of Homes for Sale	424	421	- 0.7%	—	—	—
Months Supply of Inventory	3.5	3.3	- 5.7%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	32	50	+ 56.3%	1,333	1,283	- 3.8%
Pending Sales	43	45	+ 4.7%	950	894	- 5.9%
Closed Sales	44	61	+ 38.6%	963	899	- 6.6%
Days on Market Until Sale	70	104	+ 48.6%	62	75	+ 21.0%
Median Sales Price*	\$204,950	\$202,000	- 1.4%	\$199,900	\$197,000	- 1.5%
Average Sales Price*	\$208,875	\$210,634	+ 0.8%	\$207,956	\$201,735	- 3.0%
Percent of List Price Received*	98.5%	98.6%	+ 0.1%	99.3%	98.9%	- 0.4%
Inventory of Homes for Sale	263	270	+ 2.7%	—	—	—
Months Supply of Inventory	3.3	3.6	+ 9.1%	—	—	—

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

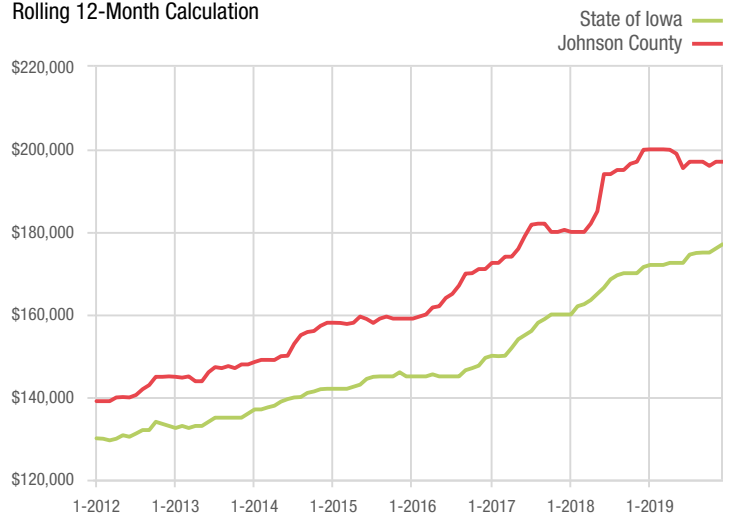
Median Sales Price - Single-Family Detached

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.