

Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



Linn County

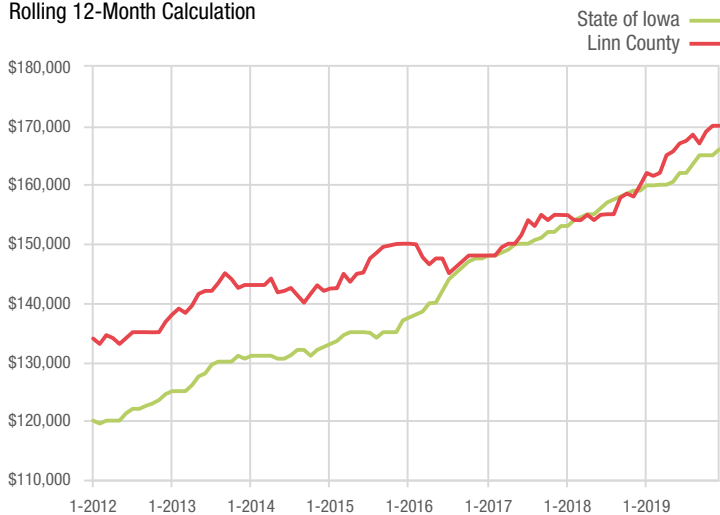
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	130	151	+ 16.2%	3,726	3,843	+ 3.1%
Pending Sales	160	175	+ 9.4%	3,087	3,174	+ 2.8%
Closed Sales	194	202	+ 4.1%	3,117	3,100	- 0.5%
Days on Market Until Sale	51	47	- 7.8%	42	40	- 4.8%
Median Sales Price*	\$159,000	\$160,000	+ 0.6%	\$159,900	\$170,000	+ 6.3%
Average Sales Price*	\$196,305	\$207,699	+ 5.8%	\$191,077	\$201,632	+ 5.5%
Percent of List Price Received*	97.9%	98.0%	+ 0.1%	98.5%	98.6%	+ 0.1%
Inventory of Homes for Sale	528	498	- 5.7%	—	—	—
Months Supply of Inventory	2.1	1.9	- 9.5%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	24	34	+ 41.7%	718	788	+ 9.7%
Pending Sales	38	32	- 15.8%	627	629	+ 0.3%
Closed Sales	43	51	+ 18.6%	644	616	- 4.3%
Days on Market Until Sale	60	44	- 26.7%	45	53	+ 17.8%
Median Sales Price*	\$155,000	\$160,000	+ 3.2%	\$154,000	\$159,563	+ 3.6%
Average Sales Price*	\$154,556	\$166,579	+ 7.8%	\$161,889	\$166,082	+ 2.6%
Percent of List Price Received*	98.7%	99.8%	+ 1.1%	100.5%	99.8%	- 0.7%
Inventory of Homes for Sale	122	175	+ 43.4%	—	—	—
Months Supply of Inventory	2.3	3.3	+ 43.5%	—	—	—

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

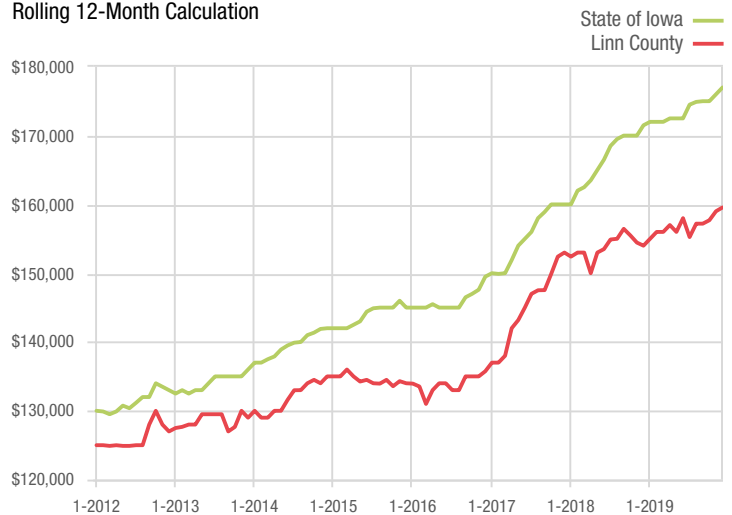
Median Sales Price - Single-Family Detached

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.