

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Central Iowa Board of REALTORS®

Includes Boone and Story Counties

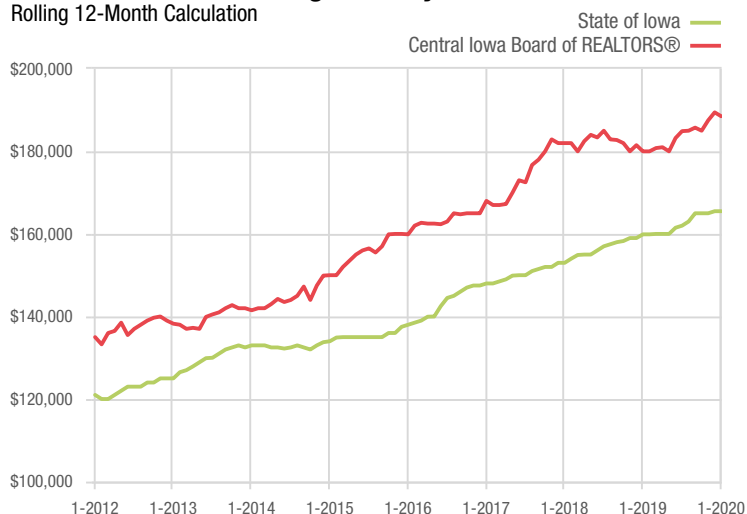
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	125	120	- 4.0%	125	120	- 4.0%
Pending Sales	68	104	+ 52.9%	68	104	+ 52.9%
Closed Sales	66	74	+ 12.1%	66	74	+ 12.1%
Days on Market Until Sale	53	68	+ 28.3%	53	68	+ 28.3%
Median Sales Price*	\$194,000	\$178,500	- 8.0%	\$194,000	\$178,500	- 8.0%
Average Sales Price*	\$204,095	\$198,672	- 2.7%	\$204,095	\$198,672	- 2.7%
Percent of List Price Received*	95.5%	96.6%	+ 1.2%	95.5%	96.6%	+ 1.2%
Inventory of Homes for Sale	404	340	- 15.8%	—	—	—
Months Supply of Inventory	3.6	2.6	- 27.8%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	11	25	+ 127.3%	11	25	+ 127.3%
Pending Sales	10	16	+ 60.0%	10	16	+ 60.0%
Closed Sales	1	7	+ 600.0%	1	7	+ 600.0%
Days on Market Until Sale	72	111	+ 54.2%	72	111	+ 54.2%
Median Sales Price*	\$110,000	\$208,000	+ 89.1%	\$110,000	\$208,000	+ 89.1%
Average Sales Price*	\$110,000	\$209,643	+ 90.6%	\$110,000	\$209,643	+ 90.6%
Percent of List Price Received*	91.7%	98.6%	+ 7.5%	91.7%	98.6%	+ 7.5%
Inventory of Homes for Sale	54	59	+ 9.3%	—	—	—
Months Supply of Inventory	4.4	4.3	- 2.3%	—	—	—

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

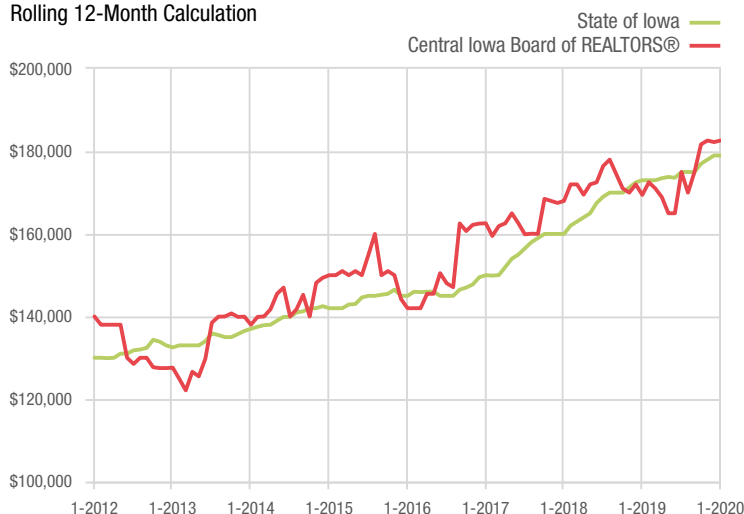
Median Sales Price - Single-Family Detached

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.