Local Market Update – January 2020
A Research Tool Provided by Iowa Association of REALTORS®

Iowa Association of **REALTORS**®

Des Moines Area Association of REALTORS®
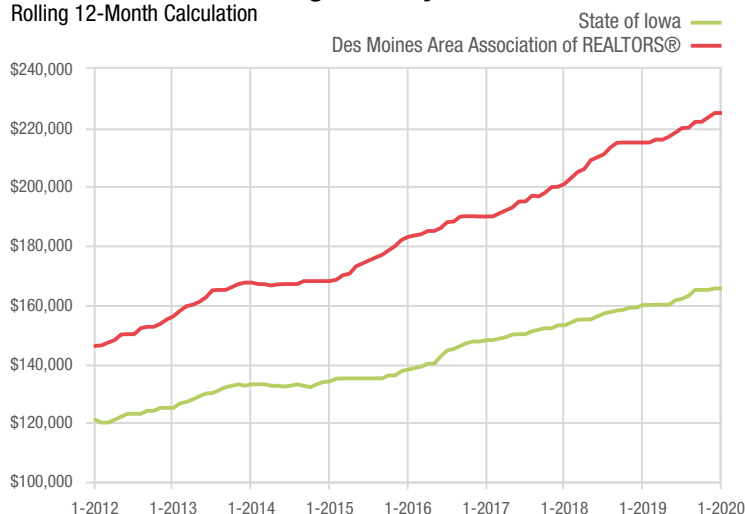**Includes Dallas, Jasper, Madison, Marion, Polk and Warren Counties**

Single-Family Detached

Key Metrics	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	908	897	- 1.2%	908	897	- 1.2%
Pending Sales	582	635	+ 9.1%	582	635	+ 9.1%
Closed Sales	538	612	+ 13.8%	538	612	+ 13.8%
Days on Market Until Sale	64	65	+ 1.6%	64	65	+ 1.6%
Median Sales Price*	$210,000	$218,750	+ 4.2%	$210,000	$218,750	+ 4.2%
Average Sales Price*	$235,041	$241,697	+ 2.8%	$235,041	$241,697	+ 2.8%
Percent of List Price Received*	97.8%	98.1%	+ 0.3%	97.8%	98.1%	+ 0.3%
Inventory of Homes for Sale	3,495	3,374	- 3.5%	—	—	—
Months Supply of Inventory	3.8	3.7	- 2.6%	—	—	—

Townhouse-Condo

Key Metrics	January			Year to Date		
	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	184	218	+ 18.5%	184	218	+ 18.5%
Pending Sales	87	85	- 2.3%	87	85	- 2.3%
Closed Sales	79	75	- 5.1%	79	75	- 5.1%
Days on Market Until Sale	71	59	- 16.9%	71	59	- 16.9%
Median Sales Price*	$160,000	$165,000	+ 3.1%	$160,000	$165,000	+ 3.1%
Average Sales Price*	$179,240	$201,354	+ 12.3%	$179,240	$201,354	+ 12.3%
Percent of List Price Received*	98.9%	98.3%	- 0.6%	98.9%	98.3%	- 0.6%
Inventory of Homes for Sale	719	881	+ 22.5%	—	—	—
Months Supply of Inventory	4.1	5.2	+ 26.8%	—	—	—

* Does not account for seller concessions; % Change may be extreme due to small sample size.
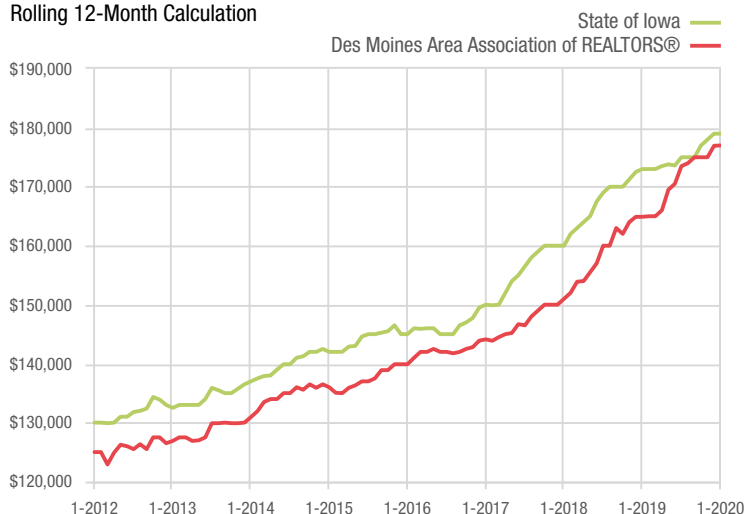
Median Sales Price - Single-Family Detached
Rolling 12-Month Calculation

State of Iowa —
Des Moines Area Association of REALTORS® —

Median Sales Price - Townhouse-Condo
Rolling 12-Month Calculation

State of Iowa —
Des Moines Area Association of REALTORS® —

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.