

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Linn County

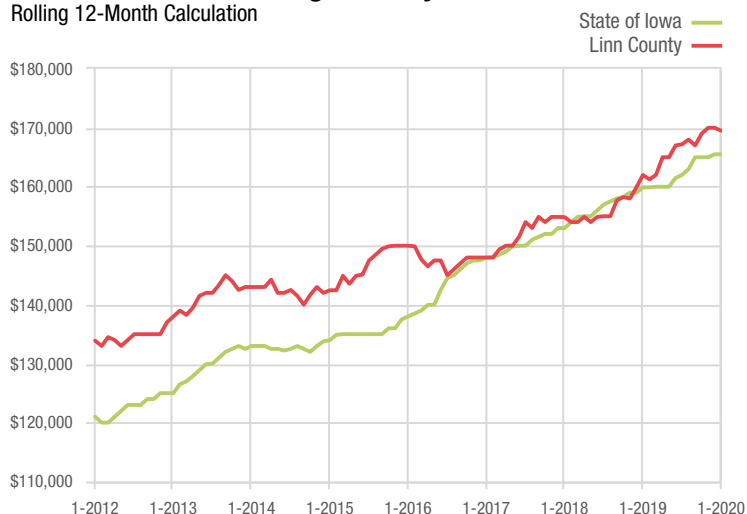
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	270	248	- 8.1%	270	248	- 8.1%
Pending Sales	223	217	- 2.7%	223	217	- 2.7%
Closed Sales	148	176	+ 18.9%	148	176	+ 18.9%
Days on Market Until Sale	58	49	- 15.5%	58	49	- 15.5%
Median Sales Price*	\$177,000	\$157,500	- 11.0%	\$177,000	\$157,500	- 11.0%
Average Sales Price*	\$200,026	\$190,775	- 4.6%	\$200,026	\$190,775	- 4.6%
Percent of List Price Received*	98.3%	97.5%	- 0.8%	98.3%	97.5%	- 0.8%
Inventory of Homes for Sale	504	471	- 6.5%	—	—	—
Months Supply of Inventory	2.0	1.8	- 10.0%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	52	98	+ 88.5%	52	98	+ 88.5%
Pending Sales	37	44	+ 18.9%	37	44	+ 18.9%
Closed Sales	24	29	+ 20.8%	24	29	+ 20.8%
Days on Market Until Sale	36	56	+ 55.6%	36	56	+ 55.6%
Median Sales Price*	\$139,500	\$161,000	+ 15.4%	\$139,500	\$161,000	+ 15.4%
Average Sales Price*	\$143,132	\$165,028	+ 15.3%	\$143,132	\$165,028	+ 15.3%
Percent of List Price Received*	98.5%	98.0%	- 0.5%	98.5%	98.0%	- 0.5%
Inventory of Homes for Sale	125	188	+ 50.4%	—	—	—
Months Supply of Inventory	2.4	3.5	+ 45.8%	—	—	—

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

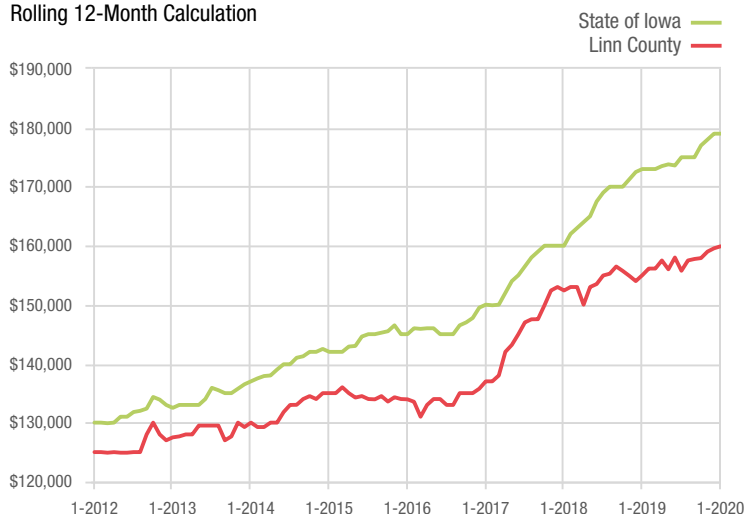
Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



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.