

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Polk County

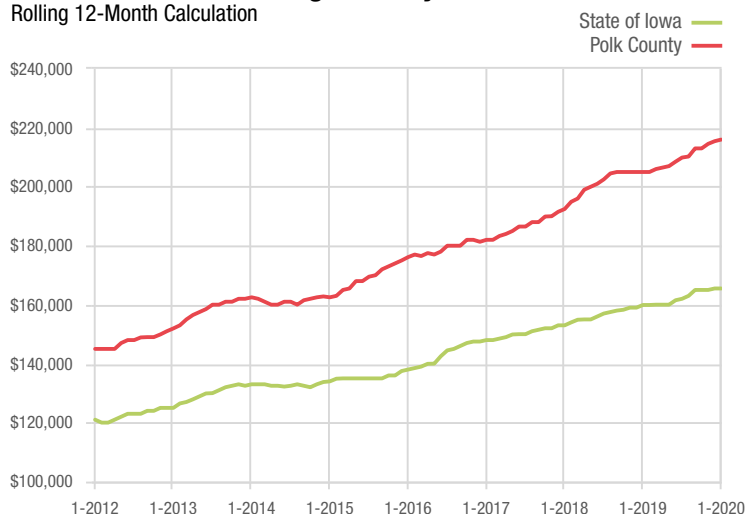
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	597	575	- 3.7%	597	575	- 3.7%
Pending Sales	420	430	+ 2.4%	420	430	+ 2.4%
Closed Sales	390	421	+ 7.9%	390	421	+ 7.9%
Days on Market Until Sale	59	57	- 3.4%	59	57	- 3.4%
Median Sales Price*	\$197,000	\$200,000	+ 1.5%	\$197,000	\$200,000	+ 1.5%
Average Sales Price*	\$217,314	\$225,301	+ 3.7%	\$217,314	\$225,301	+ 3.7%
Percent of List Price Received*	97.6%	97.8%	+ 0.2%	97.6%	97.8%	+ 0.2%
Inventory of Homes for Sale	2,065	2,152	+ 4.2%	—	—	—
Months Supply of Inventory	3.3	3.5	+ 6.1%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	123	149	+ 21.1%	123	149	+ 21.1%
Pending Sales	65	59	- 9.2%	65	59	- 9.2%
Closed Sales	54	51	- 5.6%	54	51	- 5.6%
Days on Market Until Sale	63	56	- 11.1%	63	56	- 11.1%
Median Sales Price*	\$150,500	\$165,000	+ 9.6%	\$150,500	\$165,000	+ 9.6%
Average Sales Price*	\$177,449	\$210,948	+ 18.9%	\$177,449	\$210,948	+ 18.9%
Percent of List Price Received*	98.3%	98.2%	- 0.1%	98.3%	98.2%	- 0.1%
Inventory of Homes for Sale	439	583	+ 32.8%	—	—	—
Months Supply of Inventory	3.7	5.3	+ 43.2%	—	—	—

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

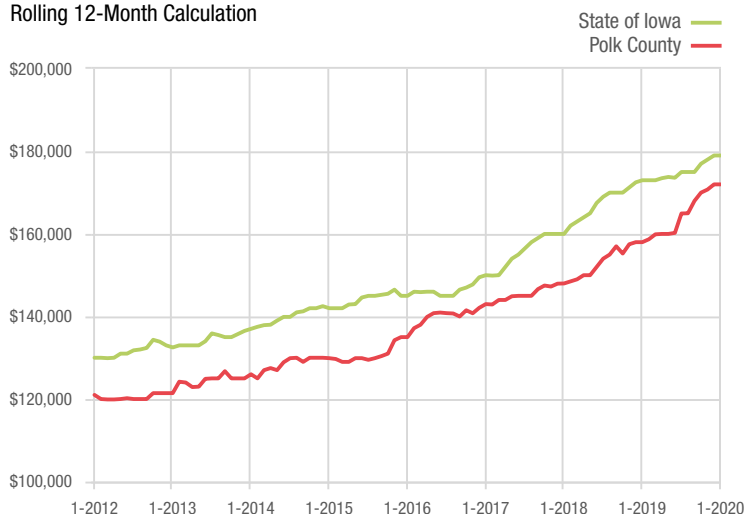
Median Sales Price - Single-Family Detached

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.