

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



Des Moines Area Association of REALTORS®

Includes Dallas, Jasper, Madison, Marion, Polk and Warren Counties

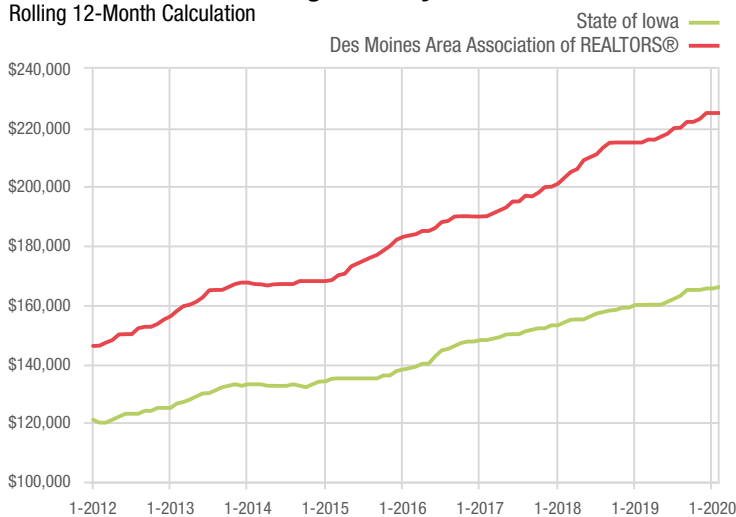
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	851	975	+ 14.6%	1,759	1,872	+ 6.4%
Pending Sales	584	664	+ 13.7%	1,166	1,298	+ 11.3%
Closed Sales	580	596	+ 2.8%	1,118	1,219	+ 9.0%
Days on Market Until Sale	65	76	+ 16.9%	65	71	+ 9.2%
Median Sales Price*	\$207,485	\$209,500	+ 1.0%	\$209,000	\$215,000	+ 2.9%
Average Sales Price*	\$226,378	\$229,429	+ 1.3%	\$230,543	\$236,282	+ 2.5%
Percent of List Price Received*	98.1%	97.7%	- 0.4%	98.0%	97.9%	- 0.1%
Inventory of Homes for Sale	3,513	3,523	+ 0.3%	—	—	—
Months Supply of Inventory	3.8	3.8	0.0%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	149	159	+ 6.7%	333	377	+ 13.2%
Pending Sales	91	129	+ 41.8%	178	214	+ 20.2%
Closed Sales	87	121	+ 39.1%	166	198	+ 19.3%
Days on Market Until Sale	93	62	- 33.3%	82	61	- 25.6%
Median Sales Price*	\$155,000	\$165,500	+ 6.8%	\$159,300	\$165,250	+ 3.7%
Average Sales Price*	\$176,525	\$175,502	- 0.6%	\$177,817	\$184,950	+ 4.0%
Percent of List Price Received*	98.0%	98.6%	+ 0.6%	98.4%	98.5%	+ 0.1%
Inventory of Homes for Sale	737	880	+ 19.4%	—	—	—
Months Supply of Inventory	4.3	5.1	+ 18.6%	—	—	—

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

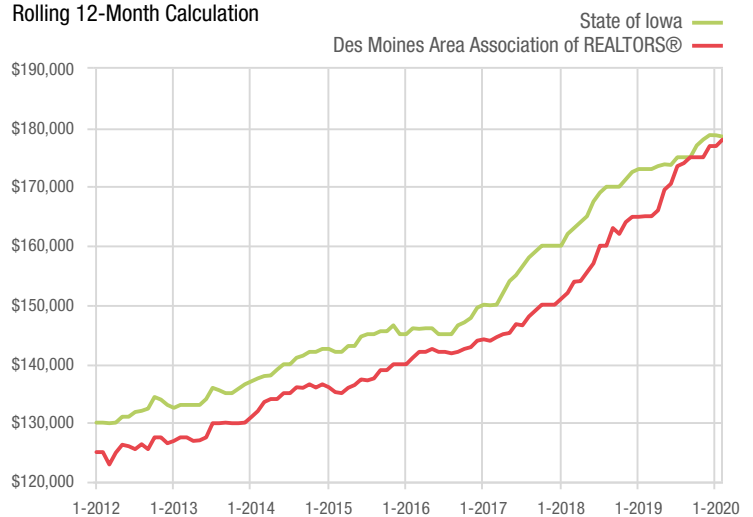
Median Sales Price - Single-Family Detached

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.