

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



Johnson County

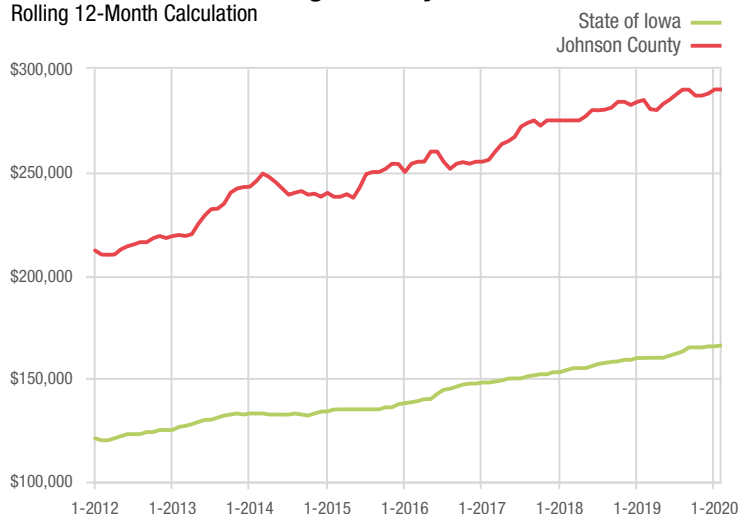
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	150	208	+ 38.7%	392	417	+ 6.4%
Pending Sales	85	86	+ 1.2%	154	164	+ 6.5%
Closed Sales	63	59	- 6.3%	119	123	+ 3.4%
Days on Market Until Sale	86	82	- 4.7%	82	76	- 7.3%
Median Sales Price*	\$270,000	\$310,000	+ 14.8%	\$267,000	\$307,000	+ 15.0%
Average Sales Price*	\$305,594	\$331,576	+ 8.5%	\$296,310	\$323,898	+ 9.3%
Percent of List Price Received*	97.4%	98.1%	+ 0.7%	97.5%	98.2%	+ 0.7%
Inventory of Homes for Sale	466	479	+ 2.8%	—	—	—
Months Supply of Inventory	3.9	3.7	- 5.1%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	86	112	+ 30.2%	295	395	+ 33.9%
Pending Sales	49	73	+ 49.0%	91	116	+ 27.5%
Closed Sales	39	46	+ 17.9%	64	74	+ 15.6%
Days on Market Until Sale	106	68	- 35.8%	96	71	- 26.0%
Median Sales Price*	\$178,900	\$169,900	- 5.0%	\$196,950	\$186,500	- 5.3%
Average Sales Price*	\$184,306	\$174,904	- 5.1%	\$192,565	\$184,209	- 4.3%
Percent of List Price Received*	98.3%	98.3%	0.0%	98.5%	98.3%	- 0.2%
Inventory of Homes for Sale	354	418	+ 18.1%	—	—	—
Months Supply of Inventory	4.6	5.5	+ 19.6%	—	—	—

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

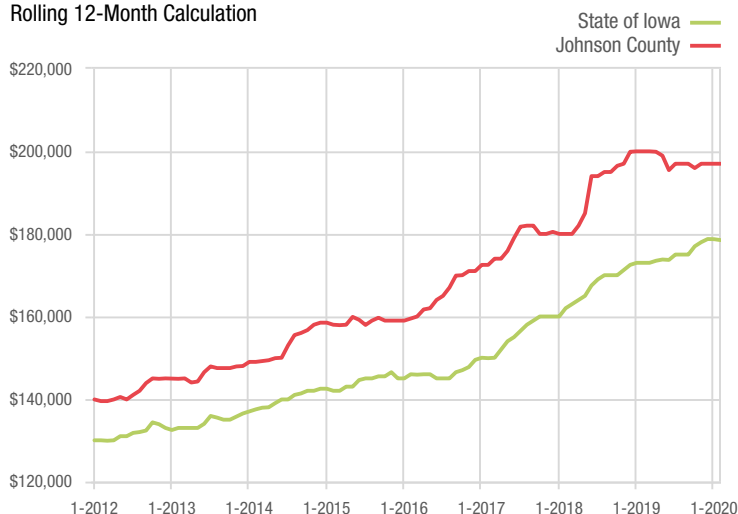
Median Sales Price - Single-Family Detached

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.