

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



Linn County

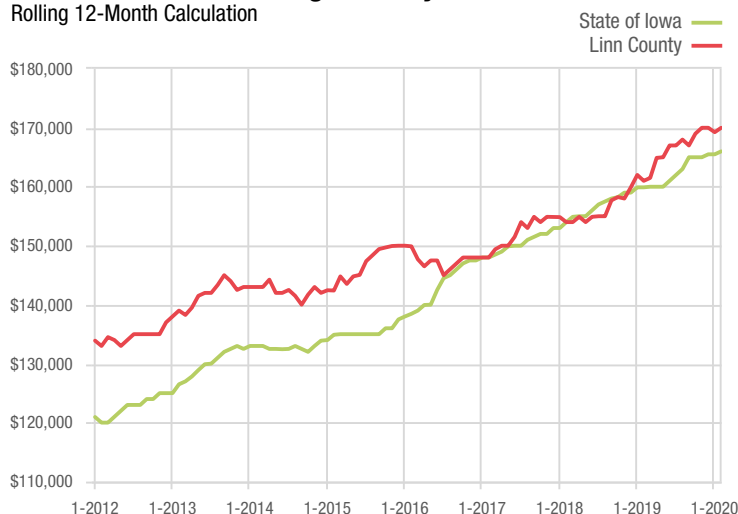
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	204	262	+ 28.4%	475	511	+ 7.6%
Pending Sales	183	273	+ 49.2%	406	492	+ 21.2%
Closed Sales	181	157	- 13.3%	329	334	+ 1.5%
Days on Market Until Sale	57	66	+ 15.8%	57	57	0.0%
Median Sales Price*	\$142,000	\$155,000	+ 9.2%	\$152,500	\$157,000	+ 3.0%
Average Sales Price*	\$173,598	\$192,509	+ 10.9%	\$185,487	\$191,224	+ 3.1%
Percent of List Price Received*	98.7%	97.8%	- 0.9%	98.5%	97.6%	- 0.9%
Inventory of Homes for Sale	487	425	- 12.7%	—	—	—
Months Supply of Inventory	1.9	1.6	- 15.8%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	36	68	+ 88.9%	88	166	+ 88.6%
Pending Sales	27	54	+ 100.0%	64	98	+ 53.1%
Closed Sales	30	30	0.0%	54	59	+ 9.3%
Days on Market Until Sale	57	46	- 19.3%	47	51	+ 8.5%
Median Sales Price*	\$176,500	\$153,750	- 12.9%	\$163,000	\$157,500	- 3.4%
Average Sales Price*	\$167,715	\$163,905	- 2.3%	\$156,789	\$164,457	+ 4.9%
Percent of List Price Received*	99.3%	99.9%	+ 0.6%	98.9%	99.0%	+ 0.1%
Inventory of Homes for Sale	130	191	+ 46.9%	—	—	—
Months Supply of Inventory	2.6	3.5	+ 34.6%	—	—	—

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

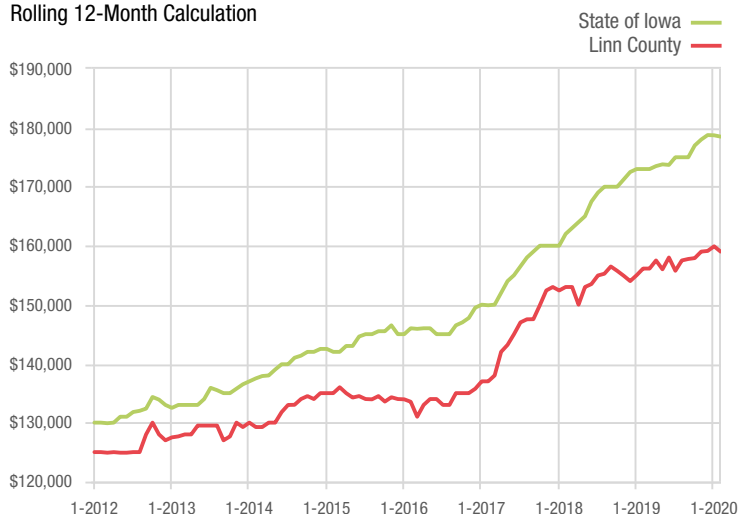
Median Sales Price - Single-Family Detached

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.