

# Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Central Iowa Board of REALTORS®

Includes Boone and Story Counties

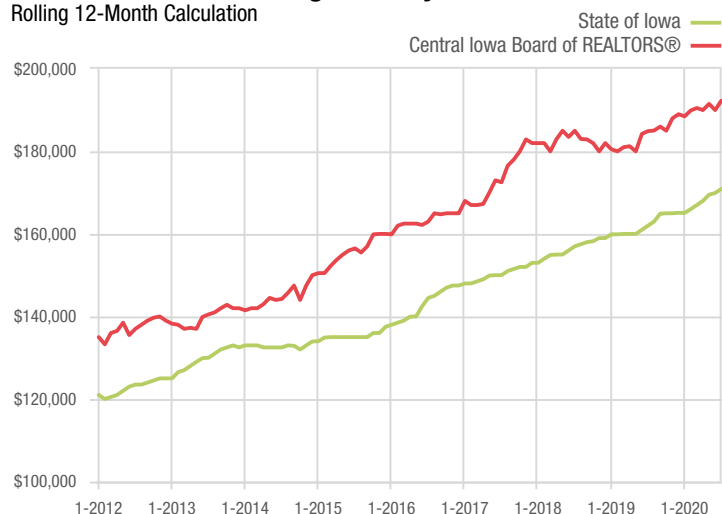
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	199	155	- 22.1%	1,280	1,137	- 11.2%
Pending Sales	189	179	- 5.3%	948	970	+ 2.3%
Closed Sales	208	205	- 1.4%	879	871	- 0.9%
Days on Market Until Sale	51	47	- 7.8%	60	57	- 5.0%
Median Sales Price*	\$195,750	\$210,000	+ 7.3%	\$188,230	\$193,000	+ 2.5%
Average Sales Price*	\$212,700	\$227,045	+ 6.7%	\$208,355	\$213,986	+ 2.7%
Percent of List Price Received*	97.7%	98.2%	+ 0.5%	97.4%	97.7%	+ 0.3%
Inventory of Homes for Sale	502	364	- 27.5%	—	—	—
Months Supply of Inventory	4.2	2.9	- 31.0%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	20	19	- 5.0%	143	147	+ 2.8%
Pending Sales	14	20	+ 42.9%	98	114	+ 16.3%
Closed Sales	14	21	+ 50.0%	83	97	+ 16.9%
Days on Market Until Sale	99	83	- 16.2%	107	76	- 29.0%
Median Sales Price*	\$230,000	\$195,000	- 15.2%	\$175,000	\$195,000	+ 11.4%
Average Sales Price*	\$225,295	\$214,633	- 4.7%	\$192,996	\$206,920	+ 7.2%
Percent of List Price Received*	98.2%	98.2%	0.0%	97.0%	96.9%	- 0.1%
Inventory of Homes for Sale	77	54	- 29.9%	—	—	—
Months Supply of Inventory	6.5	3.8	- 41.5%	—	—	—

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

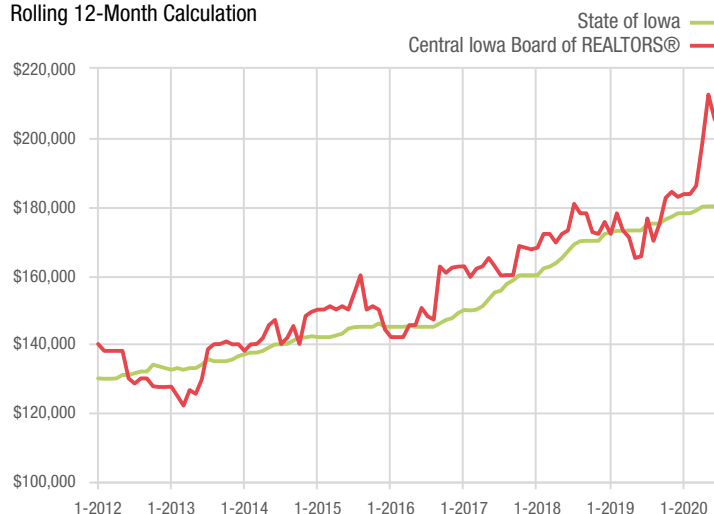
### Median Sales Price - Single-Family Detached

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.