

# Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Central Iowa Board of REALTORS®

Includes Boone and Story Counties

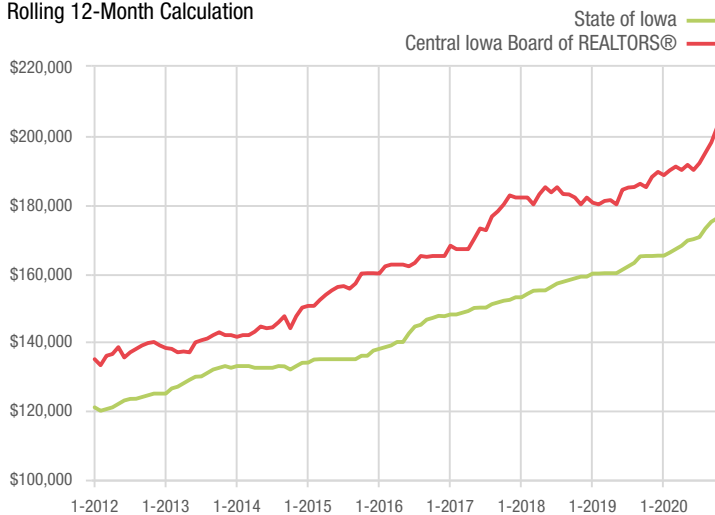
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	150	180	+ 20.0%	1,736	1,559	- 10.2%
Pending Sales	123	154	+ 25.2%	1,307	1,367	+ 4.6%
Closed Sales	107	146	+ 36.4%	1,259	1,295	+ 2.9%
Days on Market Until Sale	41	47	+ 14.6%	56	54	- 3.6%
Median Sales Price*	\$180,285	\$215,102	+ 19.3%	\$188,000	\$201,025	+ 6.9%
Average Sales Price*	\$202,298	\$232,545	+ 15.0%	\$207,649	\$220,792	+ 6.3%
Percent of List Price Received*	97.2%	98.9%	+ 1.7%	97.3%	98.0%	+ 0.7%
Inventory of Homes for Sale	469	317	- 32.4%	—	—	—
Months Supply of Inventory	3.8	2.4	- 36.8%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	13	16	+ 23.1%	190	201	+ 5.8%
Pending Sales	10	26	+ 160.0%	134	170	+ 26.9%
Closed Sales	12	24	+ 100.0%	125	153	+ 22.4%
Days on Market Until Sale	58	38	- 34.5%	90	75	- 16.7%
Median Sales Price*	\$220,750	\$200,985	- 9.0%	\$182,500	\$195,000	+ 6.8%
Average Sales Price*	\$217,333	\$210,720	- 3.0%	\$193,819	\$206,081	+ 6.3%
Percent of List Price Received*	97.6%	98.9%	+ 1.3%	97.1%	97.4%	+ 0.3%
Inventory of Homes for Sale	67	45	- 32.8%	—	—	—
Months Supply of Inventory	5.6	2.8	- 50.0%	—	—	—

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

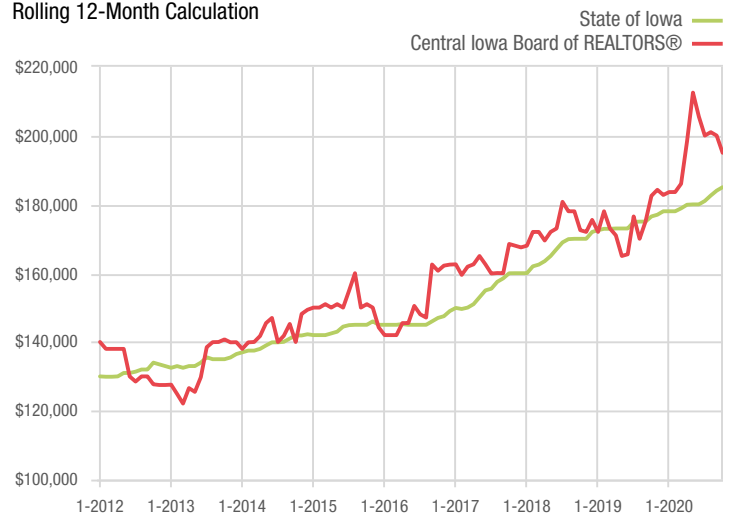
### Median Sales Price - Single-Family Detached

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.