

# Local Market Update – October 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

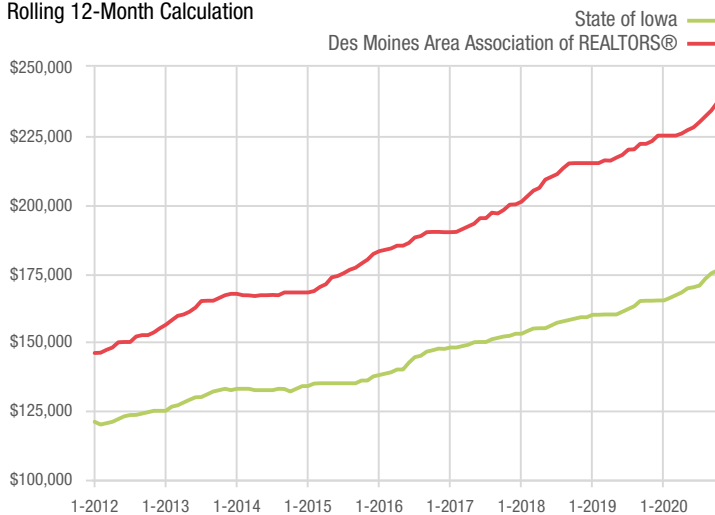
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	1,210	<b>1,323</b>	+ 9.3%	12,490	<b>12,662</b>	+ 1.4%
Pending Sales	911	<b>1,219</b>	+ 33.8%	9,306	<b>10,715</b>	+ 15.1%
Closed Sales	922	<b>1,187</b>	+ 28.7%	9,254	<b>10,420</b>	+ 12.6%
Days on Market Until Sale	52	<b>39</b>	- 25.0%	58	<b>52</b>	- 10.3%
Median Sales Price*	\$210,000	<b>\$245,000</b>	+ 16.7%	\$224,000	<b>\$238,500</b>	+ 6.5%
Average Sales Price*	\$234,247	<b>\$268,578</b>	+ 14.7%	\$242,004	<b>\$257,365</b>	+ 6.3%
Percent of List Price Received*	98.0%	<b>99.2%</b>	+ 1.2%	98.4%	<b>98.8%</b>	+ 0.4%
Inventory of Homes for Sale	4,172	<b>3,519</b>	- 15.7%	—	—	—
Months Supply of Inventory	4.6	<b>3.4</b>	- 26.1%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	203	<b>227</b>	+ 11.8%	2,256	<b>2,573</b>	+ 14.1%
Pending Sales	191	<b>260</b>	+ 36.1%	1,732	<b>1,999</b>	+ 15.4%
Closed Sales	184	<b>250</b>	+ 35.9%	1,692	<b>1,925</b>	+ 13.8%
Days on Market Until Sale	65	<b>60</b>	- 7.7%	69	<b>64</b>	- 7.2%
Median Sales Price*	\$174,950	<b>\$190,000</b>	+ 8.6%	\$175,000	<b>\$184,725</b>	+ 5.6%
Average Sales Price*	\$199,955	<b>\$208,143</b>	+ 4.1%	\$192,737	<b>\$199,564</b>	+ 3.5%
Percent of List Price Received*	99.0%	<b>99.2%</b>	+ 0.2%	98.9%	<b>98.9%</b>	0.0%
Inventory of Homes for Sale	835	<b>874</b>	+ 4.7%	—	—	—
Months Supply of Inventory	5.0	<b>4.6</b>	- 8.0%	—	—	—

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

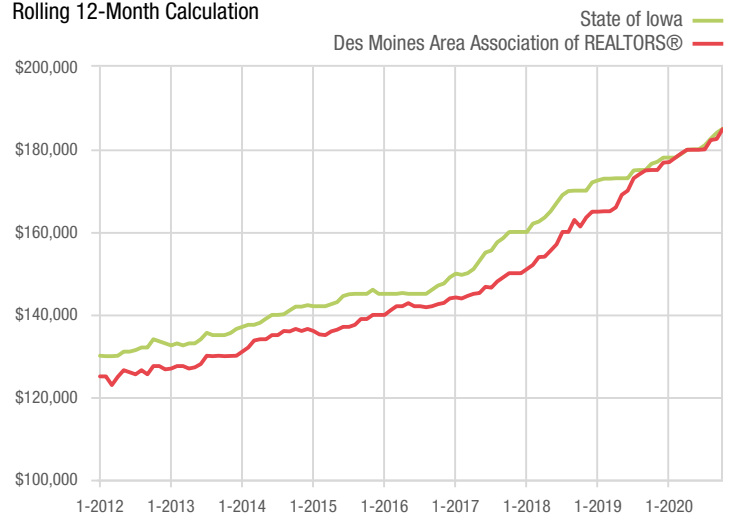
### Median Sales Price - Single-Family Detached

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.