

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Johnson County

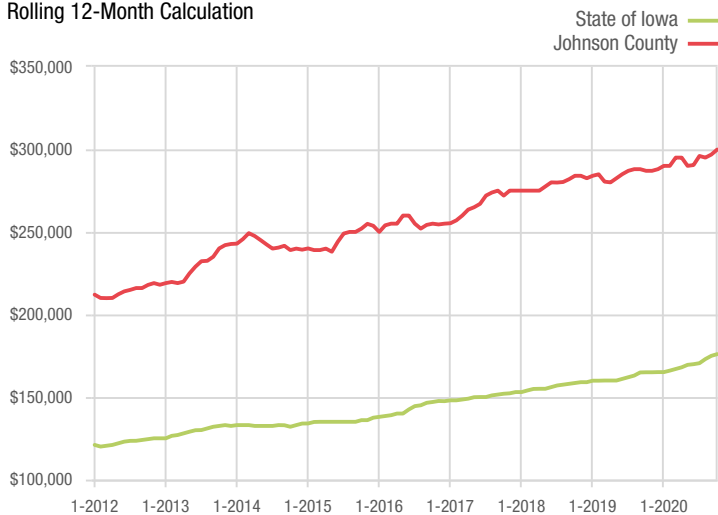
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	160	131	- 18.1%	2,058	1,947	- 5.4%
Pending Sales	112	135	+ 20.5%	1,364	1,438	+ 5.4%
Closed Sales	123	129	+ 4.9%	1,336	1,390	+ 4.0%
Days on Market Until Sale	74	64	- 13.5%	66	65	- 1.5%
Median Sales Price*	\$282,000	\$309,000	+ 9.6%	\$288,000	\$299,900	+ 4.1%
Average Sales Price*	\$308,548	\$333,809	+ 8.2%	\$311,722	\$329,094	+ 5.6%
Percent of List Price Received*	97.8%	98.1%	+ 0.3%	98.2%	98.4%	+ 0.2%
Inventory of Homes for Sale	494	385	- 22.1%	—	—	—
Months Supply of Inventory	3.9	2.9	- 25.6%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	76	79	+ 3.9%	1,148	1,292	+ 12.5%
Pending Sales	49	77	+ 57.1%	779	896	+ 15.0%
Closed Sales	61	89	+ 45.9%	773	856	+ 10.7%
Days on Market Until Sale	78	79	+ 1.3%	70	70	0.0%
Median Sales Price*	\$182,000	\$204,000	+ 12.1%	\$195,000	\$204,900	+ 5.1%
Average Sales Price*	\$183,992	\$210,487	+ 14.4%	\$199,728	\$209,789	+ 5.0%
Percent of List Price Received*	98.5%	98.8%	+ 0.3%	98.9%	99.0%	+ 0.1%
Inventory of Homes for Sale	312	345	+ 10.6%	—	—	—
Months Supply of Inventory	4.3	4.2	- 2.3%	—	—	—

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

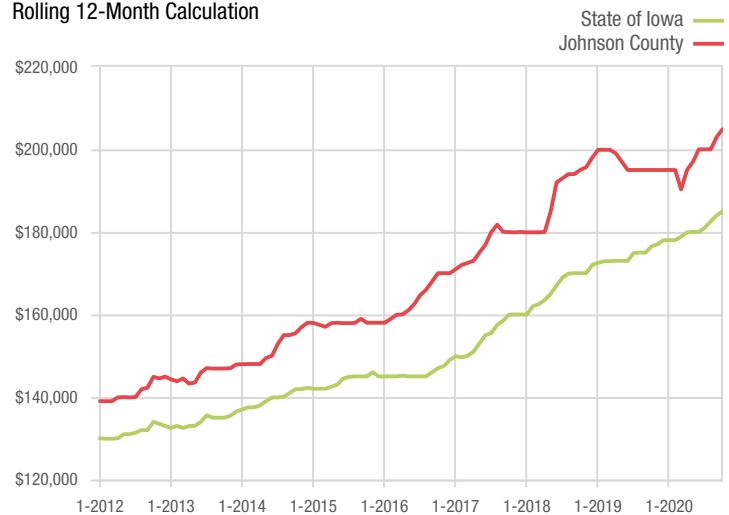
Median Sales Price - Single-Family Detached

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.