

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Polk County

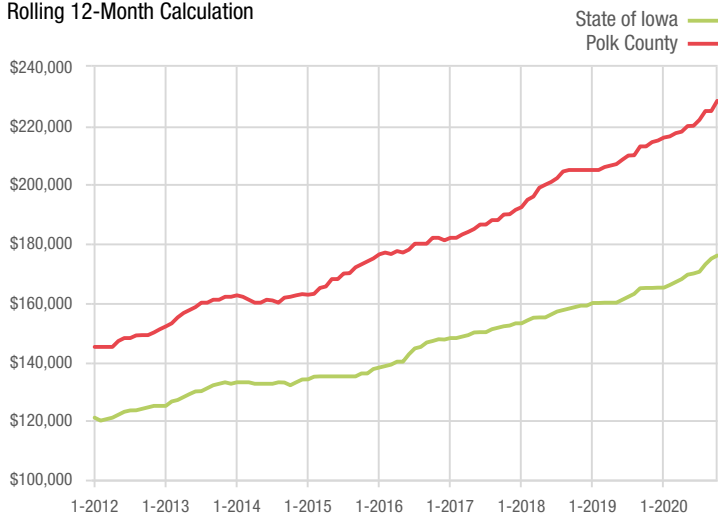
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	837	879	+ 5.0%	8,361	8,361	0.0%
Pending Sales	612	792	+ 29.4%	6,227	7,185	+ 15.4%
Closed Sales	627	774	+ 23.4%	6,188	7,017	+ 13.4%
Days on Market Until Sale	46	34	- 26.1%	51	46	- 9.8%
Median Sales Price*	\$201,975	\$239,400	+ 18.5%	\$215,000	\$229,900	+ 6.9%
Average Sales Price*	\$225,213	\$257,246	+ 14.2%	\$232,220	\$245,604	+ 5.8%
Percent of List Price Received*	98.0%	99.3%	+ 1.3%	98.5%	98.9%	+ 0.4%
Inventory of Homes for Sale	2,643	2,228	- 15.7%	—	—	—
Months Supply of Inventory	4.3	3.2	- 25.6%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
Key Metrics						
New Listings	126	138	+ 9.5%	1,478	1,674	+ 13.3%
Pending Sales	122	173	+ 41.8%	1,143	1,301	+ 13.8%
Closed Sales	112	170	+ 51.8%	1,114	1,260	+ 13.1%
Days on Market Until Sale	47	58	+ 23.4%	55	60	+ 9.1%
Median Sales Price*	\$174,700	\$179,450	+ 2.7%	\$171,238	\$177,950	+ 3.9%
Average Sales Price*	\$199,322	\$203,829	+ 2.3%	\$190,500	\$197,430	+ 3.6%
Percent of List Price Received*	98.9%	99.0%	+ 0.1%	98.7%	98.7%	0.0%
Inventory of Homes for Sale	530	559	+ 5.5%	—	—	—
Months Supply of Inventory	4.7	4.5	- 4.3%	—	—	—

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

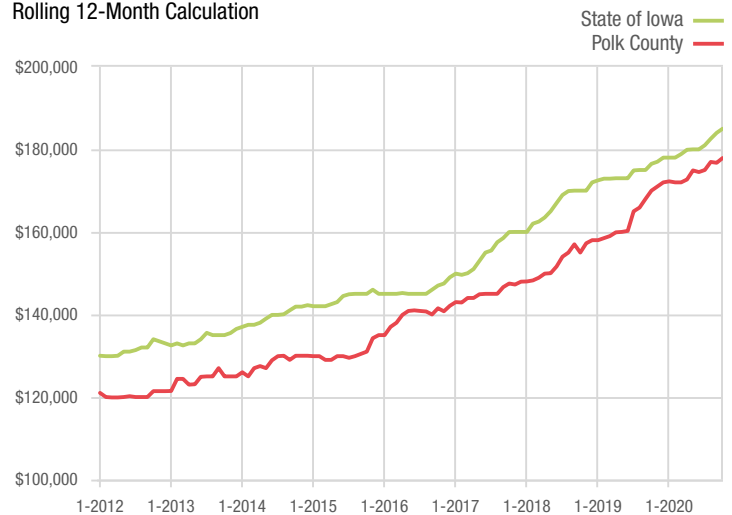
Median Sales Price - Single-Family Detached

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.