

Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



Johnson County

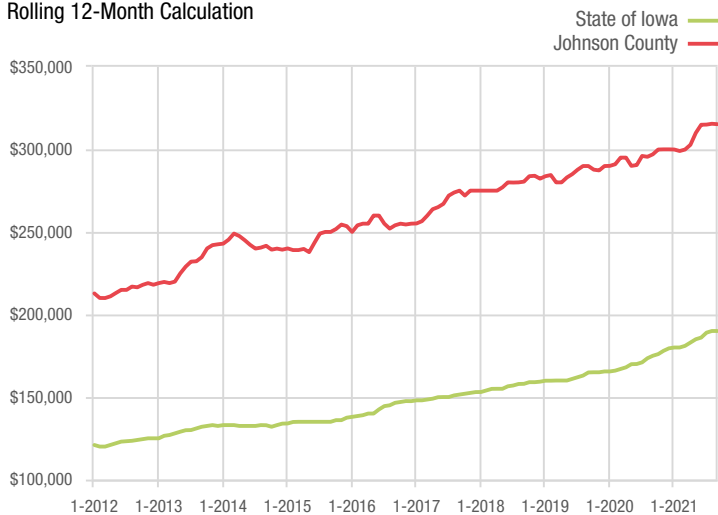
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	178	126	- 29.2%	1,825	1,636	- 10.4%
Pending Sales	118	116	- 1.7%	1,310	1,389	+ 6.0%
Closed Sales	132	109	- 17.4%	1,269	1,323	+ 4.3%
Days on Market Until Sale	65	43	- 33.8%	65	48	- 26.2%
Median Sales Price*	\$310,000	\$299,900	- 3.3%	\$299,900	\$320,000	+ 6.7%
Average Sales Price*	\$326,213	\$336,230	+ 3.1%	\$328,522	\$350,884	+ 6.8%
Percent of List Price Received*	98.4%	98.5%	+ 0.1%	98.5%	99.7%	+ 1.2%
Inventory of Homes for Sale	428	287	- 32.9%	—	—	—
Months Supply of Inventory	3.2	2.0	- 37.5%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
Key Metrics						
New Listings	109	81	- 25.7%	1,235	1,273	+ 3.1%
Pending Sales	88	76	- 13.6%	830	1,018	+ 22.7%
Closed Sales	80	86	+ 7.5%	781	994	+ 27.3%
Days on Market Until Sale	78	50	- 35.9%	69	56	- 18.8%
Median Sales Price*	\$216,950	\$216,000	- 0.4%	\$204,900	\$214,900	+ 4.9%
Average Sales Price*	\$220,869	\$240,040	+ 8.7%	\$210,369	\$221,767	+ 5.4%
Percent of List Price Received*	98.6%	99.5%	+ 0.9%	99.0%	99.9%	+ 0.9%
Inventory of Homes for Sale	380	262	- 31.1%	—	—	—
Months Supply of Inventory	4.7	2.5	- 46.8%	—	—	—

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

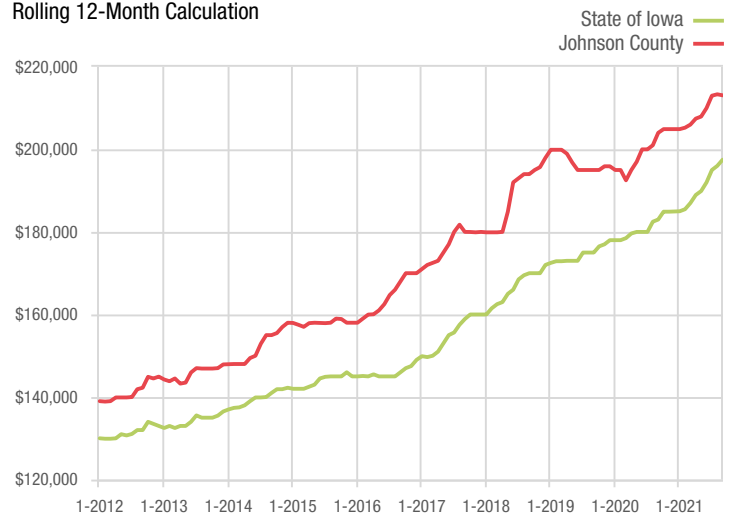
Median Sales Price - Single-Family Detached

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.