

Local Market Update – October 2021

A Research Tool Provided by Iowa Association of REALTORS®



Polk County

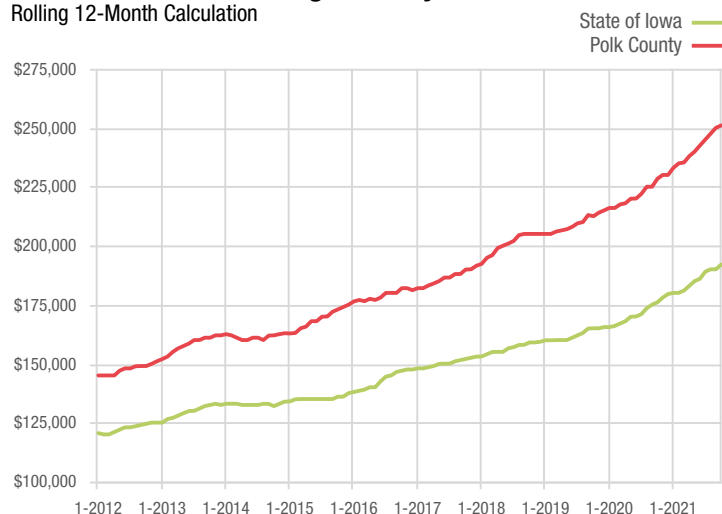
Single-Family Detached	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	883	768	- 13.0%	8,392	8,464	+ 0.9%
Pending Sales	787	813	+ 3.3%	7,166	7,591	+ 5.9%
Closed Sales	797	773	- 3.0%	7,108	7,403	+ 4.2%
Days on Market Until Sale	34	24	- 29.4%	46	26	- 43.5%
Median Sales Price*	\$239,000	\$265,000	+ 10.9%	\$229,900	\$255,000	+ 10.9%
Average Sales Price*	\$257,058	\$287,939	+ 12.0%	\$245,936	\$275,819	+ 12.2%
Percent of List Price Received*	99.3%	99.6%	+ 0.3%	98.9%	100.3%	+ 1.4%
Inventory of Homes for Sale	2,278	1,948	- 14.5%	—	—	—
Months Supply of Inventory	3.3	2.6	- 21.2%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	142	115	- 19.0%	1,683	1,594	- 5.3%
Pending Sales	173	127	- 26.6%	1,300	1,473	+ 13.3%
Closed Sales	176	123	- 30.1%	1,279	1,434	+ 12.1%
Days on Market Until Sale	56	37	- 33.9%	60	46	- 23.3%
Median Sales Price*	\$178,450	\$185,000	+ 3.7%	\$177,900	\$189,700	+ 6.6%
Average Sales Price*	\$203,521	\$207,451	+ 1.9%	\$197,323	\$208,488	+ 5.7%
Percent of List Price Received*	99.0%	99.1%	+ 0.1%	98.7%	99.6%	+ 0.9%
Inventory of Homes for Sale	576	411	- 28.6%	—	—	—
Months Supply of Inventory	4.6	2.8	- 39.1%	—	—	—

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

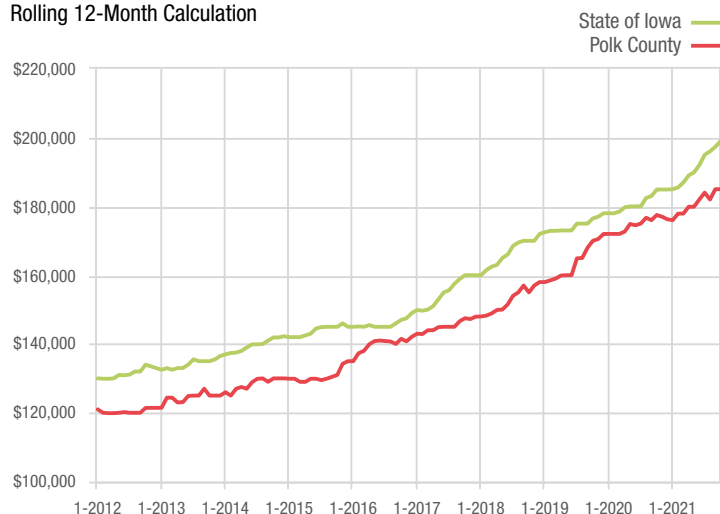
Median Sales Price - Single-Family Detached

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.