

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Central Iowa Board of REALTORS®

Includes Boone and Story Counties

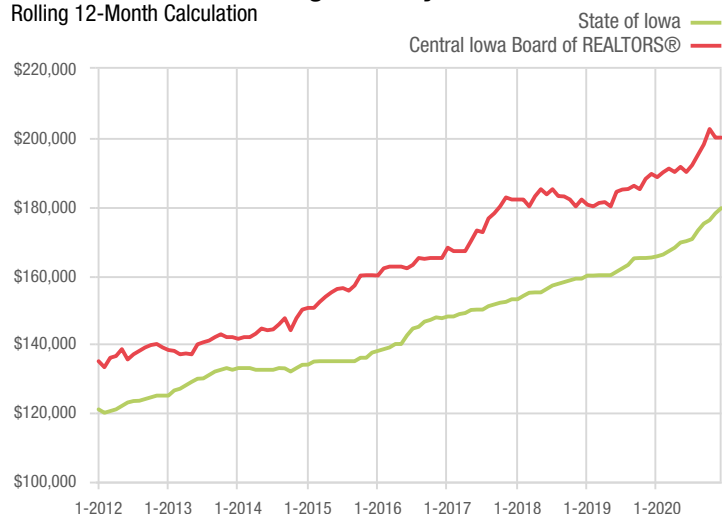
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	64	88	+ 37.5%	1,891	1,738	- 8.1%
Pending Sales	82	107	+ 30.5%	1,494	1,591	+ 6.5%
Closed Sales	119	154	+ 29.4%	1,493	1,559	+ 4.4%
Days on Market Until Sale	54	45	- 16.7%	57	52	- 8.8%
Median Sales Price*	\$193,000	\$204,000	+ 5.7%	\$189,450	\$200,000	+ 5.6%
Average Sales Price*	\$205,943	\$233,572	+ 13.4%	\$209,323	\$221,925	+ 6.0%
Percent of List Price Received*	98.3%	98.2%	- 0.1%	97.4%	97.9%	+ 0.5%
Inventory of Homes for Sale	351	231	- 34.2%	—	—	—
Months Supply of Inventory	2.8	1.7	- 39.3%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	6	4	- 33.3%	208	211	+ 1.4%
Pending Sales	10	8	- 20.0%	155	190	+ 22.6%
Closed Sales	14	17	+ 21.4%	151	186	+ 23.2%
Days on Market Until Sale	49	103	+ 110.2%	84	76	- 9.5%
Median Sales Price*	\$169,950	\$187,500	+ 10.3%	\$182,750	\$192,125	+ 5.1%
Average Sales Price*	\$195,682	\$187,868	- 4.0%	\$197,569	\$207,144	+ 4.8%
Percent of List Price Received*	96.0%	97.3%	+ 1.4%	97.0%	97.5%	+ 0.5%
Inventory of Homes for Sale	51	29	- 43.1%	—	—	—
Months Supply of Inventory	3.9	1.8	- 53.8%	—	—	—

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

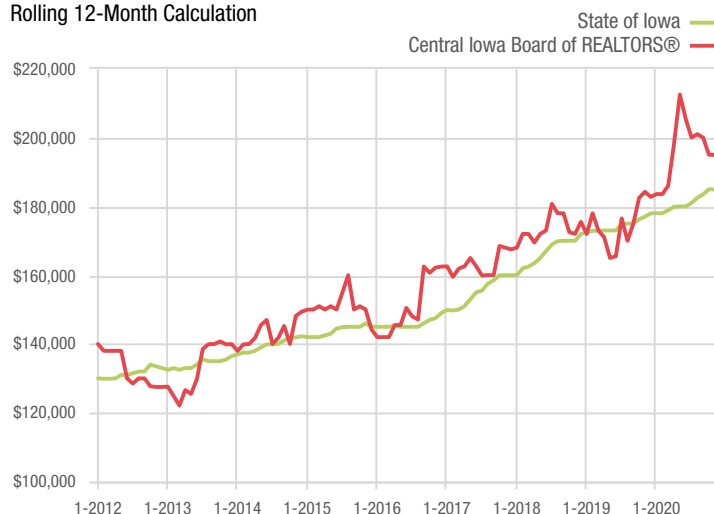
Median Sales Price - Single-Family Detached

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.