

Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



Des Moines Area Association of REALTORS®

Includes Dallas, Jasper, Madison, Marion, Polk and Warren Counties

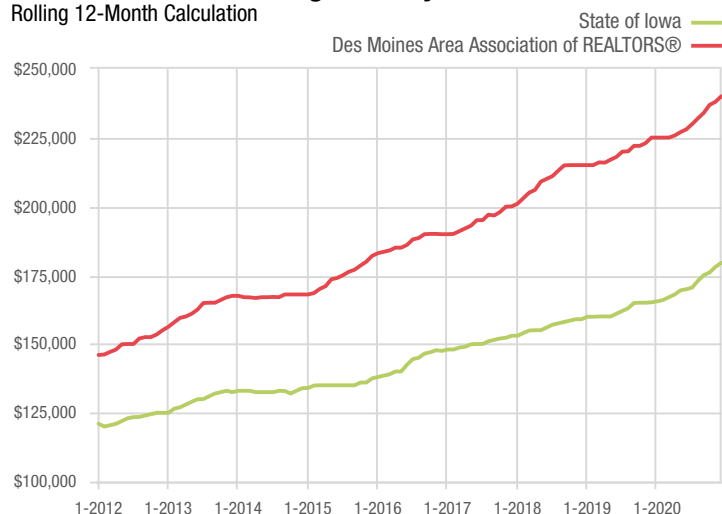
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	618	726	+ 17.5%	14,045	14,269	+ 1.6%
Pending Sales	861	1,098	+ 27.5%	11,001	12,897	+ 17.2%
Closed Sales	838	1,091	+ 30.2%	10,931	12,625	+ 15.5%
Days on Market Until Sale	62	39	- 37.1%	58	49	- 15.5%
Median Sales Price*	\$229,563	\$248,000	+ 8.0%	\$225,000	\$240,000	+ 6.7%
Average Sales Price*	\$249,470	\$268,052	+ 7.4%	\$242,840	\$259,094	+ 6.7%
Percent of List Price Received*	98.4%	99.1%	+ 0.7%	98.4%	98.9%	+ 0.5%
Inventory of Homes for Sale	3,374	2,698	- 20.0%	—	—	—
Months Supply of Inventory	3.7	2.5	- 32.4%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	147	127	- 13.6%	2,604	2,905	+ 11.6%
Pending Sales	130	207	+ 59.2%	2,013	2,393	+ 18.9%
Closed Sales	141	193	+ 36.9%	1,988	2,318	+ 16.6%
Days on Market Until Sale	61	65	+ 6.6%	68	63	- 7.4%
Median Sales Price*	\$186,000	\$182,900	- 1.7%	\$176,800	\$183,000	+ 3.5%
Average Sales Price*	\$206,070	\$198,370	- 3.7%	\$194,169	\$199,424	+ 2.7%
Percent of List Price Received*	98.4%	99.0%	+ 0.6%	98.8%	99.0%	+ 0.2%
Inventory of Homes for Sale	813	743	- 8.6%	—	—	—
Months Supply of Inventory	4.8	3.7	- 22.9%	—	—	—

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

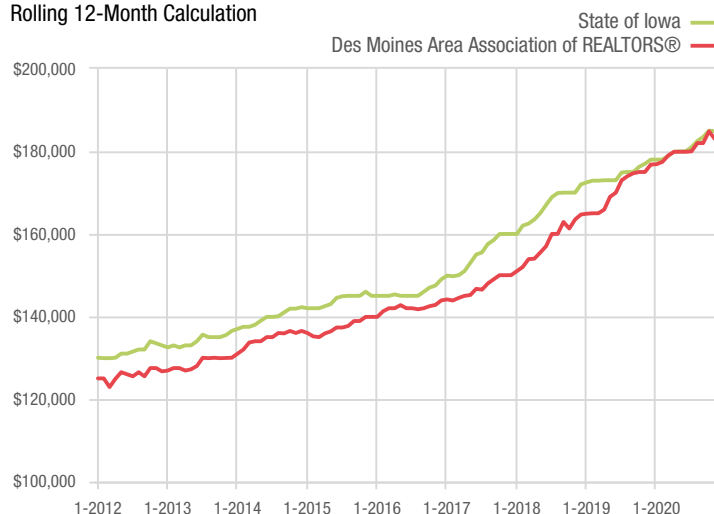
Median Sales Price - Single-Family Detached

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.