

Market Analysis Report

July 2020

Market Analysis

In this Market Insights Report, the Iowa City Area Association of REALTORS (ICAAR) provides a market analysis of our service area by creating a single, timely, reliable source of data. Below is a snapshot of [month] 2020 sales with comparisons to 2019. Attached are individual reports.

Year over Year data for July

- The Median Sales Price increased 6.7% from July 2019.
- The Average Sales Price increased 6% from July 2019.
- The Average Days on Market for a property this month was up by 8 from July 2019.
- The Total Sales for July were 531 compared to 456 in 2019.

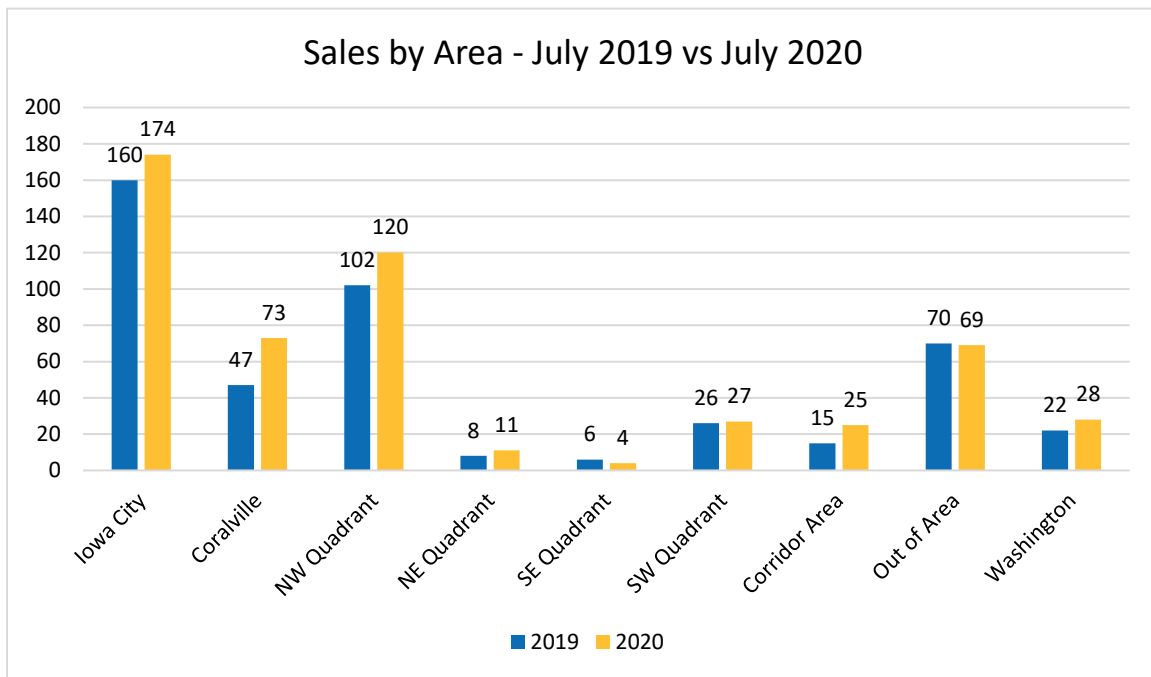
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Residential Sales

Data from the month of July 2020

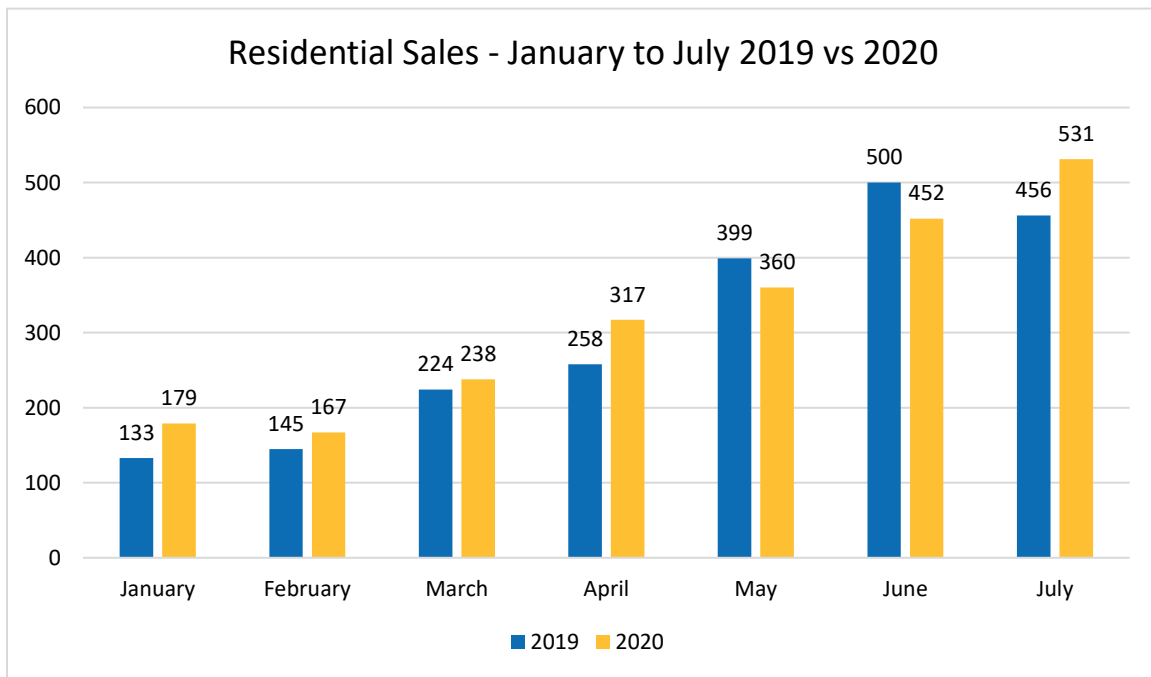
		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACERAGE	Conventional	457	\$124,887,012	\$273,276	\$240,000	63
	FHA	10	\$1,688,299	\$168,830	\$169,750	41
	VA	12	\$2,530,200	\$210,850	\$212,450	65
	Cash	42	\$9,954,553	\$237,013	\$225,950	72
	Other	6	\$1,096,500	\$182,750	\$150,000	97
	Rural Development	4	\$485,000	\$121,250	\$120,500	53
ANALYSIS BY AREA	Iowa City	174	\$47,312,596	\$271,911	\$238,250	62
	Coralville	73	\$21,601,905	\$295,917	\$262,900	81
	NW Quadrant	120	\$34,078,321	\$283,986	\$250,250	71
	NE Quadrant	11	\$2,065,263	\$187,751	\$165,000	54
	SE Quadrant	4	\$924,000	\$231,000	\$215,750	29
	SW Quadrant	27	\$6,871,070	\$254,484	\$219,900	58
	Corridor Area	25	\$8,125,590	\$325,024	\$345,000	47
	Out of Area	69	\$15,788,774	\$228,823	\$198,000	46
	Washington Area	28	\$3,874,000	\$138,357	\$131,500	77
TOTAL	Non Co-Op Sales	152	\$40,408,095	\$265,843	\$239,450	64
	Co-Op Sales	379	\$100,233,469	\$264,468	\$235,000	64
	Total Sales	531	\$140,641,564	\$264,862	\$235,000	64



Residential Sales

Data from the months of January to July 2020

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	1888	\$487,109,378	\$258,003	\$230,000	66
	FHA	30	\$5,764,499	\$192,150	\$167,750	37
	VA	73	\$17,374,590	\$248,208	\$229,000	56
	Cash	220	\$51,908,203	\$235,946	\$220,500	59
	Other	18	\$2,939,800	\$163,322	\$156,000	65
	Rural Development	18	\$2,636,900	\$146,494	\$138,250	45
ANALYSIS BY AREA	Iowa City	684	\$190,919,896	\$279,123	\$245,000	62
	Coralville	243	\$66,457,958	\$273,490	\$248,900	72
	NW Quadrant	474	\$129,713,677	\$273,658	\$248,250	74
	NE Quadrant	54	\$10,678,479	\$197,750	\$166,250	70
	SE Quadrant	34	\$6,492,500	\$190,956	\$138,950	54
	SW Quadrant	119	\$27,417,244	\$230,397	\$210,500	56
	Corridor Area	103	\$34,629,192	\$336,817	\$295,000	58
	Out of Area	394	\$82,122,974	\$208,434	\$169,500	49
	Washington Area	139	\$19,238,450	\$138,406	\$126,000	73
TOTAL	Non Co-Op Sales	598	\$144,606,369	\$241,817	\$215,875	59
	Co-Op Sales	1646	\$423,127,001	\$257,064	\$230,000	66
	Total Sales	2244	\$567,773,370	\$253,001	\$227,000	64



Existing Single Family Home Sales

Data from the month of July 2020

**Iowa City Area
Association of REALTORS®**

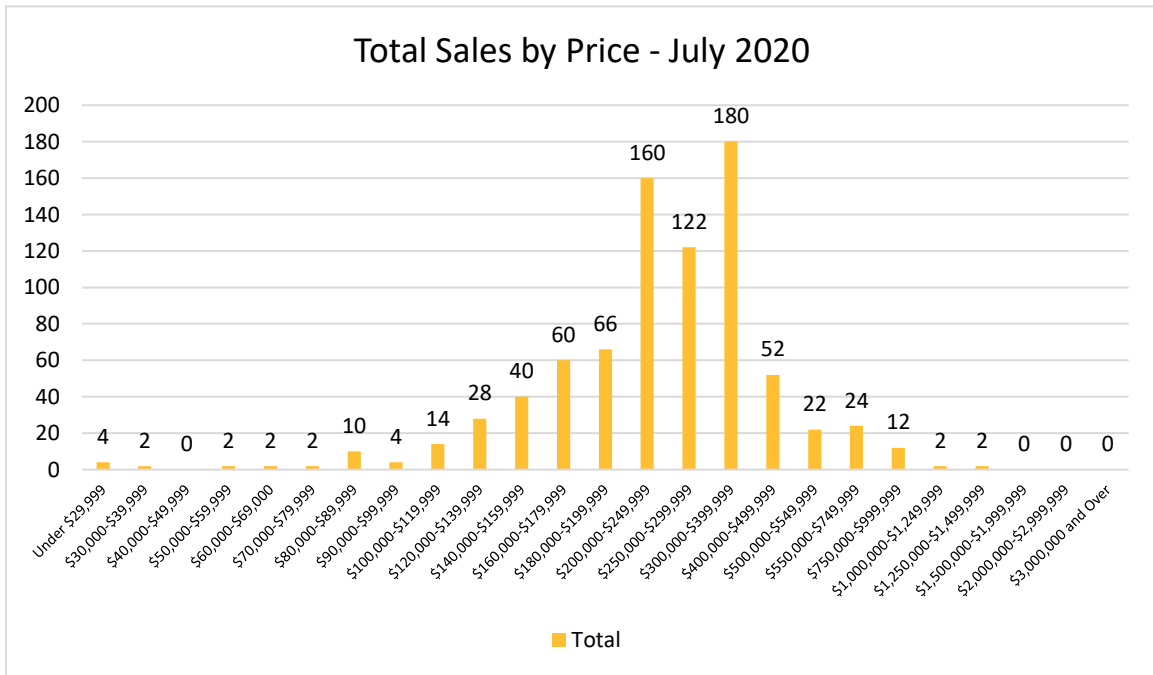
PRICE CATEGORY	SOLD SINGLE FAM. UNITS				SOLD CONDO UNITS				ACTIVE LISTINGS		SALES PENDING	
	Number of Bedrooms				Number of Bedrooms				End of Month		End of Month	
	2	3	4+	Total	2	3	4+	Total	S/Fam	CD/CO	S/Fam	CD/CO
UNDER 29999	1	1	0	2	1	1	0	2	4	4	1	1
30000-39999	0	1	0	1	0	1	0	1	1	1	0	0
40000-49999	0	0	0	0	0	0	0	0	10	10	0	0
50000-59999	0	0	1	1	0	0	1	1	5	5	0	0
60000-69999	1	0	0	1	1	0	0	1	9	9	3	3
70000-79999	1	4	0	1	1	0	0	1	12	12	1	1
80000-89999	1	0	0	5	1	4	0	5	16	16	0	0
90000-99999	2	4	0	2	2	0	0	2	4	4	0	0
100000-119999	3	8	0	7	3	4	0	7	18	18	5	5
120000-139999	4	14	2	14	4	8	2	14	30	30	6	6
140000-159999	4	19	2	20	4	14	2	20	26	26	5	5
160000-179999	6	26	5	30	6	19	5	30	59	59	2	2
180000-199999	3	53	4	33	3	26	4	33	46	46	10	10
200000-249999	1	21	26	80	1	53	26	80	148	148	12	12
250000-299999	1	19	39	61	1	21	39	61	135	135	13	13
300000-399999	2	2	69	90	2	19	69	90	184	184	17	17
400000-499999	0	0	24	26	0	2	24	26	90	90	6	6
500000-549999	0	1	11	11	0	0	11	11	26	26	0	0
550000-749999	0	0	11	12	0	1	11	12	55	55	1	1
750000-999999	0	0	6	6	0	0	6	6	20	20	1	1
1000000-1249999	0	0	1	1	0	0	1	1	4	4	0	0
1250000-1499999	0	0	1	1	0	0	1	1	6	6	0	0
1500000-1999999	0	0	0	0	0	0	0	0	1	1	0	0
2000000-2999999	0	0	0	0	0	0	0	0	1	1	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	1	1	0	0
TOTAL	30	173	202	405	30	173	202	405	911	911	83	83
AVERAGE PRICE	152,715	217,933	364,154	286,032	152,715	217,933	364,154	286,032	324,473	324,473	255,148	255,148

TIME ON MARKET OF UNITS SOLD

DAYS ON MARKET	ALL UNITS
0-30	32
31-60	147
61-90	84
91-120	46
120+	96

TYPE OF FINANCING OF UNITS SOLD

TYPE OF FINANCING	ALL UNITS
CONV	349
CASH	31
VA	11
FHA	7
OTHER	5
RD	2
PPC	0
LEAS	0
EXC	0



Existing Single Family Home Sales

Data from the months of January to July 2020

**Iowa City Area
Association of REALTORS®**

PRICE CATEGORY	SOLD SINGLE FAM. UNITS				SOLD CONDO UNITS				ACTIVE LISTINGS		SALES PENDING	
	Number of Bedrooms				Number of Bedrooms				End of Month		End of Month	
	2	3	4+	Total	2	3	4+	Total	S/Fam	CD/CO	S/Fam	CD/CO
UNDER 29999	7	3	2	12	7	3	2	12	4	4	1	1
30000-39999	1	5	1	7	1	5	1	7	1	1	0	0
40000-49999	4	2	0	6	4	2	0	6	10	10	0	0
50000-59999	4	7	2	13	4	7	2	13	5	5	0	0
60000-69999	5	5	0	10	5	5	0	10	9	9	3	3
70000-79999	8	7	1	16	8	7	1	16	12	12	1	1
80000-89999	11	12	3	26	11	12	3	26	16	16	0	0
90000-99999	6	5	1	12	6	5	1	12	4	4	2	2
100000-119999	21	29	4	54	21	29	4	54	18	18	6	6
120000-139999	22	56	11	89	22	56	11	89	30	30	12	10
140000-159999	13	69	16	98	13	69	16	98	26	26	11	11
160000-179999	19	87	26	132	19	87	26	132	59	59	8	8
180000-199999	15	92	23	130	15	92	23	130	46	46	14	14
200000-249999	15	222	117	354	15	222	117	354	148	148	22	22
250000-299999	5	108	171	284	5	108	171	284	135	135	23	23
300000-399999	4	53	259	316	4	53	259	316	184	184	29	29
400000-499999	1	9	118	128	1	9	118	128	90	90	10	10
500000-549999	0	1	30	31	0	1	30	31	26	26	2	2
550000-749999	1	2	44	47	1	2	44	47	55	55	5	5
750000-999999	1	0	19	20	1	0	19	20	20	20	1	1
1000000-1249999	0	1	5	6	0	1	5	6	4	4	1	1
1250000-1499999	0	0	1	1	0	0	1	1	6	6	0	0
1500000-1999999	0	0	0	0	0	0	0	0	1	1	0	0
2000000-2999999	0	0	0	0	0	0	0	0	1	1	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	1	1	0	0
TOTAL	163	775	854	1792	163	775	854	1792	911	911	149	149
AVERAGE PRICE	146,262	206,332	345,748	267,308	146,262	206,332	345,748	267,308	324,473	324,473	267,176	267,176

TIME ON MARKET OF UNITS SOLD	
DAYS ON MARKET	ALL UNITS
0-30	134
31-60	575
61-90	419
91-120	242
120+	422

TYPE OF FINANCING OF UNITS SOLD	
TYPE OF FINANCING	ALL UNITS
CONV	1513
CASH	155
VA	62
FHA	30
RD	16
OTHER	16
PPC	0
LEAS	0
EXC	0

Residential Sales

Data from the month of July 2019

**Iowa City Area
Association of REALTORS®**

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	381	\$97,455,887	\$255,790	\$225,000	55
	FHA	7	\$1,301,600	\$185,943	\$174,000	79
	VA	13	\$2,706,000	\$208,154	\$175,000	80
	Cash	44	\$10,575,177	\$240,345	\$216,500	56
	Other	6	\$932,400	\$155,400	\$148,000	81
	Rural Development	5	\$870,900	\$174,180	\$170,000	46
ANALYSIS BY AREA	Iowa City	160	\$44,542,232	\$278,389	\$244,875	58
	Coralville	47	\$13,044,900	\$277,551	\$218,000	62
	NW Quadrant	102	\$25,509,443	\$250,093	\$231,950	69
	NE Quadrant	8	\$1,468,400	\$183,550	\$147,450	52
	SE Quadrant	6	\$1,028,435	\$171,406	\$188,342	55
	SW Quadrant	26	\$5,317,900	\$204,535	\$182,500	49
	Corridor Area	15	\$4,532,700	\$302,180	\$225,000	61
	Out of Area	70	\$14,595,954	\$208,514	\$181,450	36
TOTAL	Washington Area	22	\$3,802,000	\$172,818	\$178,750	49
	Non Co-Op Sales	144	\$29,171,090	\$255,887	\$217,500	54
	Co-Op Sales	342	\$84,670,874	\$247,576	\$219,900	57
	Total Sales	456	\$113,841,964	\$249,653	\$219,900	56

Residential Sales

Data from the months of January to July 2019

**Iowa City Area
Association of REALTORS®**

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	1714	\$423,409,946	\$247,030	\$220,000	64
	FHA	46	\$6,931,447	\$150,684	\$139,000	60
	VA	58	\$13,058,930	\$225,154	\$211,250	64
	Cash	259	\$58,153,960	\$224,533	\$210,000	67
	Other	18	\$2,987,900	\$165,994	\$148,000	51
	Rural Development	20	\$3,089,700	\$154,485	\$168,750	69
ANALYSIS BY AREA	Iowa City	701	\$188,400,708	\$268,760	\$235,100	63
	Coralville	246	\$66,667,450	\$271,006	\$226,500	71
	NW Quadrant	409	\$103,546,877	\$253,171	\$234,900	81
	NE Quadrant	56	\$9,792,400	\$174,864	\$158,450	78
	SE Quadrant	31	\$5,755,935	\$185,675	\$189,000	81
	SW Quadrant	119	\$22,467,085	\$188,799	\$178,500	50
	Corridor Area	74	\$23,242,900	\$314,093	\$242,500	67
	Out of Area	358	\$71,202,549	\$198,890	\$177,375	42
TOTAL	Washington Area	121	\$16,555,979	\$136,826	\$128,500	70
	Non Co-Op Sales	602	\$145,642,173	\$241,931	\$211,000	64
	Co-Op Sales	1513	\$361,989,710	\$239,253	\$217,000	64
	Total Sales	2115	\$507,631,883	\$240,015	\$215,000	64

Existing Single Family Home Sales

Data from the month of July 2019

**Iowa City Area
Association of REALTORS®**

PRICE CATEGORY	SOLD SINGLE FAM. UNITS				SOLD CONDO UNITS				ACTIVE LISTINGS		SALES PENDING	
	Number of Bedrooms				Number of Bedrooms				End of Month		End of Month	
	2	3	4+	Total	2	3	4+	Total	S/Fam	CD/CO	S/Fam	CD/CO
UNDER 29999	0	0	1	1	0	0	0	0	2	0	0	0
30000-39999	0	0	0	0	0	0	0	0	0	0	0	0
40000-49999	0	0	0	0	0	0	0	0	1	0	0	0
50000-59999	1	0	0	1	0	0	0	0	4	0	0	0
60000-69999	2	2	0	4	0	0	0	0	6	0	0	0
70000-79999	0	0	0	0	0	0	0	0	14	0	2	0
80000-89999	3	2	1	6	4	0	0	4	10	2	0	1
90000-99999	3	4	0	7	3	0	0	3	6	4	0	0
100000-119999	7	3	0	10	16	0	0	16	30	29	2	3
120000-139999	1	11	1	13	5	1	0	6	33	12	4	0
140000-159999	5	15	4	24	13	2	0	15	38	13	3	3
160000-179999	1	18	3	22	4	7	0	11	51	23	7	0
180000-199999	4	13	7	24	1	9	0	10	52	14	1	3
200000-249999	1	52	15	68	4	17	2	23	150	66	9	3
250000-299999	2	15	35	52	1	4	1	6	155	47	4	0
300000-399999	1	7	45	53	0	2	3	5	218	42	15	0
400000-499999	0	1	23	24	1	0	0	1	126	16	4	1
500000-549999	0	0	11	11	0	0	0	0	25	2	1	0
550000-749999	0	0	10	10	0	0	0	0	55	9	2	0
750000-999999	0	0	1	1	0	0	0	0	21	2	0	0
1000000-1249999	0	0	0	0	0	0	0	0	5	0	1	0
1250000-1499999	0	0	0	0	0	0	0	0	11	0	0	0
1500000-1999999	0	0	0	0	0	0	0	0	3	0	0	0
2000000-2999999	1	0	0	1	0	0	0	0	2	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL	32	143	157	332	52	42	6	100	1018	281	55	14
AVERAGE PRICE	221,084	200,832	347,498	282,141	144,947	209,343	274,317	179,755	335,625	253,385	283,624	183,807

TIME ON MARKET OF UNITS SOLD

DAYS ON MARKET	ALL UNITS
0-30	38
31-60	138
61-90	113
91-120	58
120+	85

TYPE OF FINANCING OF UNITS SOLD

TYPE OF FINANCING	ALL UNITS
CONV	367
CASH	38
VA	11
FHA	6
RD	5
OTHER	5
PPC	0
LEAS	0
EXC	0

Existing Single Family Home Sales

Data from the months of January to July 2019

**Iowa City Area
Association of REALTORS®**

PRICE CATEGORY	SOLD SINGLE FAM. UNITS				SOLD CONDO UNITS				ACTIVE LISTINGS		SALES PENDING	
	Number of Bedrooms				Number of Bedrooms				End of Month		End of Month	
	2	3	4+	Total	2	3	4+	Total	S/Fam	CD/CO	S/Fam	CD/CO
UNDER 29999	1	0	3	4	0	0	0	0	2	0	0	0
30000-39999	1	4	0	5	0	0	0	0	0	0	0	0
40000-49999	0	4	1	5	0	0	0	0	1	0	0	0
50000-59999	2	1	1	4	0	0	0	0	4	0	0	0
60000-69999	5	5	5	15	1	0	0	1	6	0	0	0
70000-79999	6	7	1	14	2	0	0	2	14	0	2	0
80000-89999	18	10	7	35	26	0	0	26	10	2	0	1
90000-99999	15	16	4	35	22	0	0	22	6	4	0	0
100000-119999	23	30	6	59	52	5	1	58	30	29	5	3
120000-139999	17	52	11	80	24	3	0	27	33	12	7	1
140000-159999	22	65	19	106	47	13	0	60	38	13	9	3
160000-179999	13	85	27	125	24	29	2	55	51	23	11	1
180000-199999	20	85	32	137	10	36	1	47	52	14	2	5
200000-249999	21	220	100	341	19	67	7	93	150	66	10	5
250000-299999	5	71	164	240	7	19	9	35	155	47	5	0
300000-399999	3	41	222	266	2	8	4	14	219	42	20	1
400000-499999	0	5	109	114	4	1	0	5	126	16	8	1
500000-549999	0	0	31	31	2	0	0	2	25	2	1	0
550000-749999	0	0	39	39	0	0	0	0	55	9	2	0
750000-999999	0	1	8	9	0	0	2	2	21	2	0	0
1000000-1249999	0	0	1	1	0	0	0	0	5	0	2	0
1250000-1499999	0	0	0	0	0	0	0	0	11	0	0	0
1500000-1999999	0	0	0	0	0	0	0	0	3	0	0	0
2000000-2999999	1	0	0	1	0	0	0	0	2	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	0	0	0	0
TOTAL	173	702	791	1666	242	181	26	449	1019	281	84	21
AVERAGE PRICE	158,554	198,762	327,794	255,849	148,956	208,528	288,717	181,064	335,610	253,385	277,433	192,529

TIME ON MARKET OF UNITS SOLD

DAYS ON MARKET	ALL UNITS
0-30	190
31-60	647
61-90	492
91-120	305
120+	481

TYPE OF FINANCING OF UNITS SOLD

TYPE OF FINANCING	ALL UNITS
CONV	1715
CASH	258
VA	60
FHA	44
RD	20
OTHER	18
PPC	0
LEAS	0
EXC	0