

# Market Analysis Report

## September 2020

## Market Analysis

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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 September 2020 sales with comparisons to 2019. Attached are individual reports.

Year over Year data for September

- The Median Sales Price increased 4.3% from September 2019.
- The Average Sales Price increased 2.6% from September 2019.
- The Average Days on Market for a property this month was up by 9 from September 2019.
- The Total Sales for September were 228 compared to 267 in 2019.

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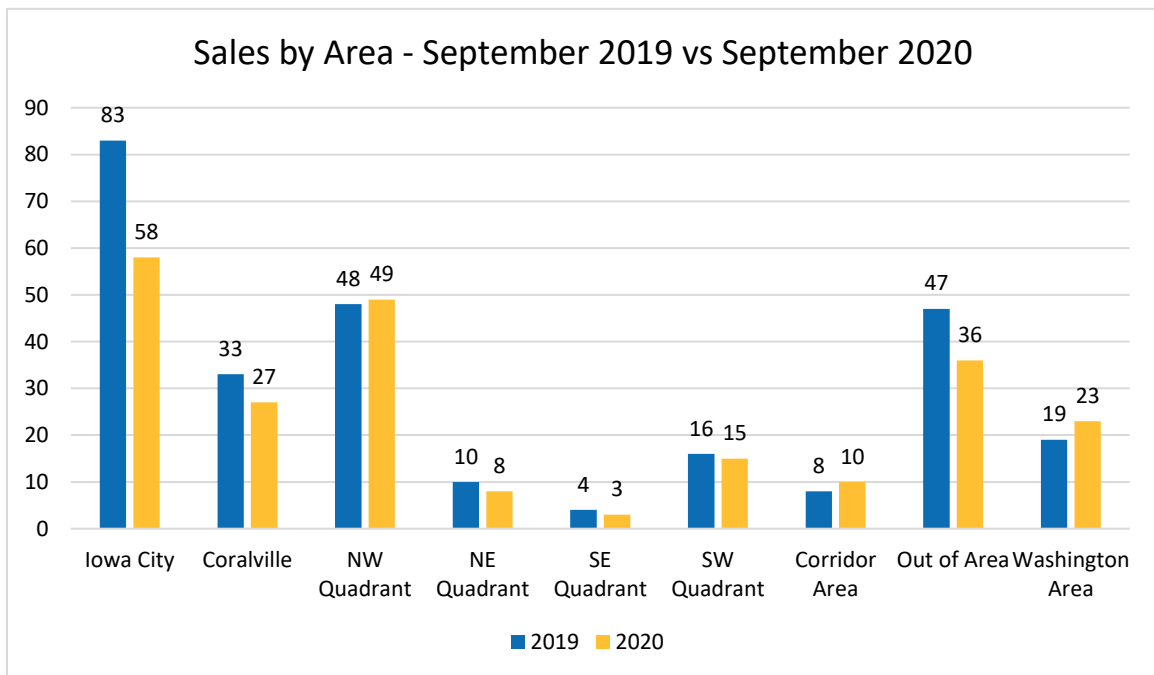
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# Residential Sales

Data from the month of September 2020

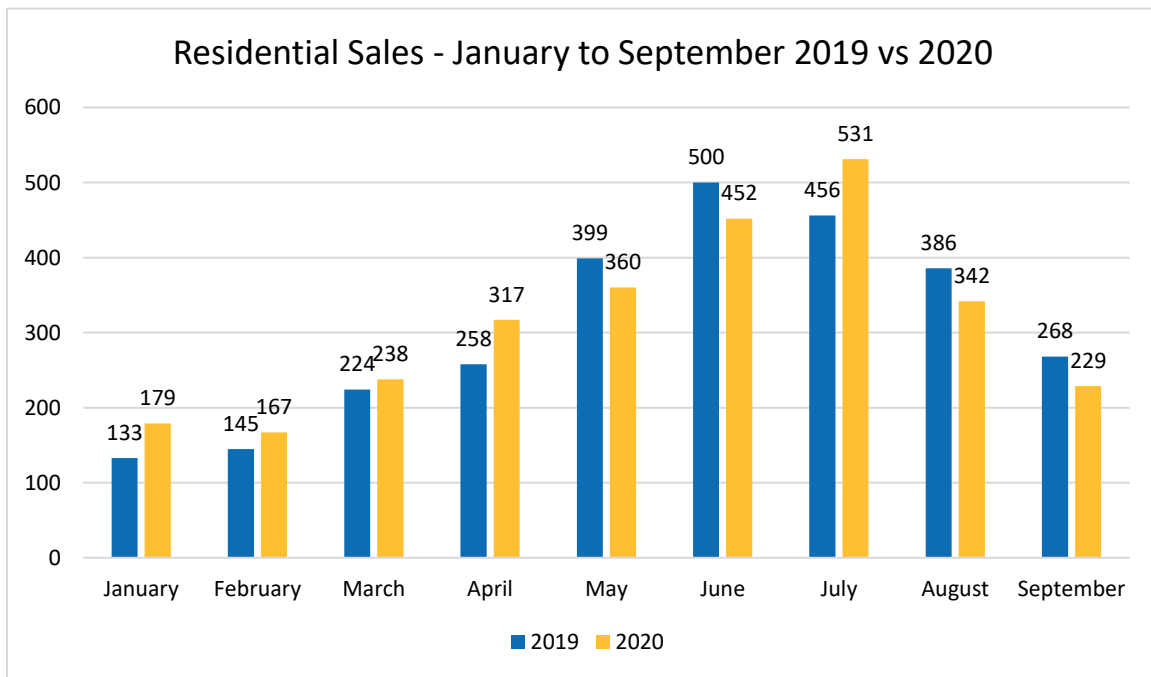
		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ACREAGE	Conventional	192	\$50,766,357	\$264,408	\$234,950	67
	FHA	6	\$1,060,900	\$176,817	\$190,200	54
	VA	7	\$1,520,677	\$217,240	\$164,000	97
	Cash	23	\$5,591,187	\$243,095	\$240,000	63
	Rural Development	1	\$279,000	\$279,000	\$279,000	1
	ANALYSIS BY AREA	Iowa City	58	\$15,895,349	\$274,058	\$244,000
Coralville		27	\$8,365,061	\$309,817	\$256,000	70
NW Quadrant		49	\$14,466,314	\$295,231	\$264,900	85
NE Quadrant		8	\$2,213,100	\$276,638	\$232,550	141
SE Quadrant		3	\$795,000	\$265,000	\$224,000	103
SW Quadrant		15	\$2,768,650	\$184,577	\$169,000	37
Corridor Area		10	\$2,828,179	\$282,818	\$233,500	71
Out of Area		36	\$8,163,068	\$226,752	\$197,250	32
Washington Area		23	\$3,723,400	\$161,887	\$145,000	62
TOTAL		Non Co-Op Sales	69	\$18,015,430	\$261,093	\$230,000
	Co-Op Sales	160	\$41,202,691	\$257,517	\$231,250	62
	Total Sales	229	\$59,218,121	\$258,594	\$230,000	67



# Residential Sales

Data from the months of January to September 2020

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	2446	\$637,160,765	\$260,491	\$234,900	66
	FHA	44	\$8,236,299	\$187,189	\$170,750	46
	VA	87	\$20,763,667	\$238,663	\$210,250	56
	Cash	296	\$69,770,010	\$235,709	\$219,950	56
	Other	21	\$3,380,800	\$160,990	\$160,000	64
	Rural Development	24	\$3,664,800	\$152,700	\$138,250	42
ANALYSIS BY AREA	Iowa City	865	\$224,764,207	\$282,964	\$247,000	63
	Coralville	313	\$85,982,484	\$274,704	\$245,000	69
	NW Quadrant	628	\$174,235,369	\$277,445	\$252,450	75
	NE Quadrant	80	\$16,369,669	\$204,621	\$187,500	75
	SE Quadrant	45	\$8,764,500	\$194,767	\$188,000	59
	SW Quadrant	161	\$36,849,394	\$228,878	\$210,500	55
	Corridor Area	133	\$42,832,971	\$322,052	\$290,000	65
	Out of Area	502	\$105,814,097	\$210,785	\$175,500	46
TOTAL	Washington Area	191	\$27,363,650	\$143,265	\$130,000	72
	Non Co-Op Sales	795	\$198,019,284	\$249,081	\$219,900	61
	Co-Op Sales	2123	\$544,957,057	\$256,629	\$231,500	65
	Total Sales	2918	\$742,976,341	\$254,618	\$229,900	64



# Existing Single Family Home Sales

Data from the month of September 2020

**Iowa City Area  
Association of REALTORS®**

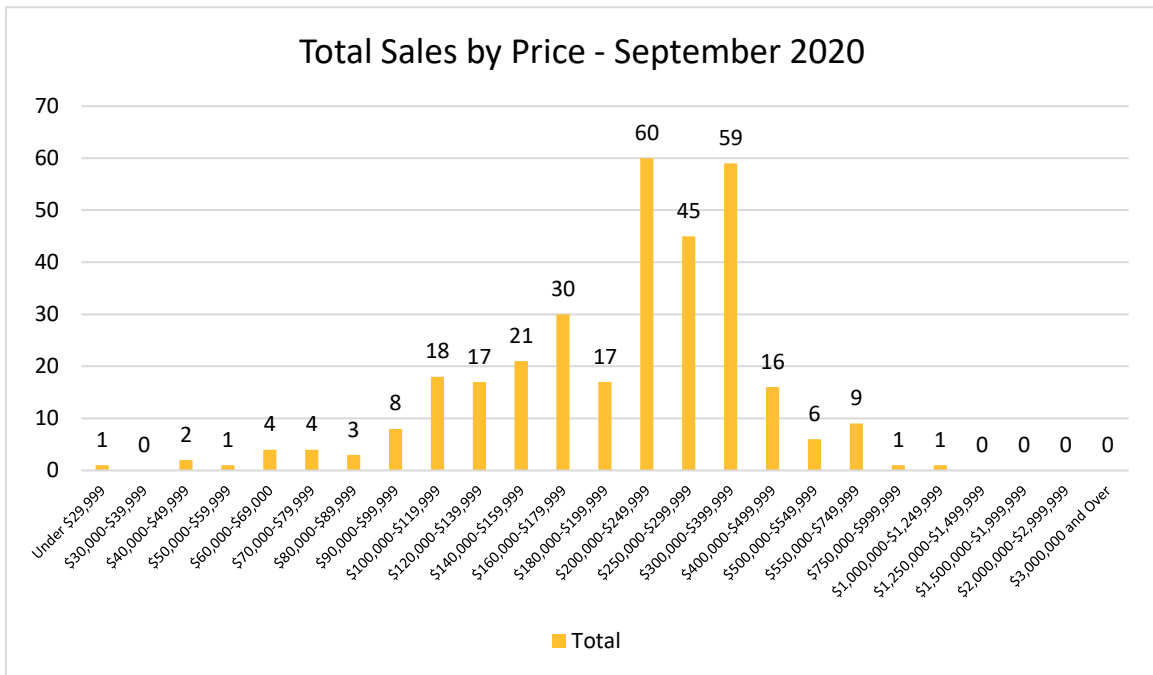
PRICE CATEGORY	SOLD SINGLE FAM. UNITS				SOLD CONDO UNITS				ACTIVE LISTINGS		SALES PENDING	
	Number of Bedrooms				Number of Bedrooms				End of Month		End of Month	
	2	3	4+	Total	2	3	4+	Total	S/Fam	CD/CO	S/Fam	CD/CO
UNDER 29999	1	0	0	1	0	0	0	0	1	0	0	0
30000-39999	0	0	0	0	0	0	0	0	4	0	0	0
40000-49999	1	1	0	2	0	0	0	0	3	0	0	0
50000-59999	1	0	0	1	0	0	0	0	6	0	2	0
60000-69999	2	1	0	3	1	0	0	1	7	1	1	0
70000-79999	3	0	0	3	1	0	0	1	11	1	1	0
80000-89999	0	1	1	2	1	0	0	1	11	5	0	0
90000-99999	3	4	0	7	1	0	0	1	6	2	2	0
100000-119999	4	9	0	13	5	0	0	5	22	14	2	0
120000-139999	4	3	4	11	4	2	0	6	24	15	3	0
140000-159999	3	8	4	15	5	1	0	6	38	20	2	1
160000-179999	7	12	4	23	5	2	0	7	66	24	7	0
180000-199999	1	8	5	14	1	2	0	3	50	29	7	0
200000-249999	1	32	17	50	4	6	0	10	122	83	10	4
250000-299999	1	21	15	37	1	5	2	8	134	44	6	1
300000-399999	0	12	44	56	1	0	2	3	159	35	13	1
400000-499999	1	1	13	15	0	0	1	1	72	27	4	0
500000-549999	0	0	6	6	0	0	0	0	14	8	0	0
550000-749999	0	2	5	7	2	0	0	2	45	8	1	0
750000-999999	0	0	1	1	0	0	0	0	32	7	1	0
1000000-1249999	0	0	1	1	0	0	0	0	5	1	0	0
1250000-1499999	0	0	0	0	0	0	0	0	4	0	0	0
1500000-1999999	0	0	0	0	0	0	0	0	1	0	0	0
2000000-2999999	0	0	0	0	0	0	0	0	2	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	1	0	0	0
<b>TOTAL</b>	33	115	120	268	32	18	5	55	840	324	62	7
<b>AVERAGE PRICE</b>	138,552	219,374	333,796	260,532	183,113	210,977	343,642	206,826	326,525	296,284	250,350	243,329

### TIME ON MARKET OF UNITS SOLD

DAYS ON MARKET	ALL UNITS
0-30	22
31-60	143
61-90	61
91-120	35
120+	62

### TYPE OF FINANCING OF UNITS SOLD

TYPE OF FINANCING	ALL UNITS
CONV	246
CASH	38
VA	10
FHA	5
RD	4
OTHER	2
PPC	0
LEAS	0
EXC	0



# Existing Single Family Home Sales

Data from the months of January to September 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	8	6	3	17	0	0	0	0	1	0	0	0
30000-39999	1	6	1	8	0	0	0	0	4	0	0	0
40000-49999	5	6	0	11	0	0	0	0	3	0	0	0
50000-59999	5	8	2	15	1	0	0	1	6	0	2	0
60000-69999	7	7	1	15	1	0	0	1	7	1	2	0
70000-79999	11	10	1	22	4	0	0	4	11	1	1	0
80000-89999	12	14	4	30	15	0	0	15	11	5	0	0
90000-99999	9	11	2	22	17	1	0	18	6	2	2	0
100000-119999	27	40	4	71	49	4	0	53	22	14	5	2
120000-139999	31	65	16	112	50	9	0	59	24	15	8	0
140000-159999	18	87	22	127	38	16	0	54	38	20	4	2
160000-179999	29	105	39	173	48	29	1	78	66	24	10	0
180000-199999	17	113	32	162	14	32	1	47	51	29	13	0
200000-249999	24	287	155	466	32	63	7	102	122	83	20	4
250000-299999	6	148	215	369	16	27	21	64	134	44	9	1
300000-399999	4	71	358	433	7	12	14	33	159	35	19	1
400000-499999	2	13	150	165	1	0	1	2	72	27	9	0
500000-549999	0	2	47	49	0	0	0	0	14	8	0	0
550000-749999	1	4	61	66	2	1	1	4	45	8	2	0
750000-999999	1	0	24	25	0	0	1	1	32	7	1	0
1000000-1249999	0	1	6	7	1	0	0	1	5	1	0	0
1250000-1499999	0	0	1	1	0	0	0	0	4	0	0	0
1500000-1999999	0	0	0	0	0	0	0	0	1	0	0	0
2000000-2999999	0	0	0	0	0	0	0	0	2	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	1	0	0	0
<b>TOTAL</b>	218	1004	1144	2366	296	194	47	537	841	324	107	10
<b>AVERAGE PRICE</b>	147,037	207,341	346,118	268,886	162,944	212,723	309,649	193,767	326,357	269,284	249,771	208,020

**TIME ON MARKET OF UNITS SOLD**

DAYS ON MARKET	ALL UNITS
0-30	192
31-60	1008
61-90	640
91-120	381
120+	682

**TYPE OF FINANCING OF UNITS SOLD**

TYPE OF FINANCING	ALL UNITS
CONV	2429
CASH	297
VA	86
FHA	44
RD	24
OTHER	23
PPC	0
LEAS	0
EXC	0

# Residential Sales

Data from the month of September 2019

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	206	\$55,579,450	\$269,803	\$238,500	60
	FHA	7	\$996,400	\$142,343	\$132,000	38
	VA	10	\$2,010,400	\$201,040	\$181,000	33
	Cash	37	\$7,612,364	\$205,740	\$198,500	56
	Exchange	1	\$216,500	\$216,500	\$216,500	211
	Other	5	\$918,425	\$183,685	\$170,025	36
	Rural Development	2	\$244,900	\$122,450	\$122,450	11
ANALYSIS BY AREA	Iowa City	83	\$22,577,787	\$272,022	\$220,964	60
	Coralville	33	\$9,688,035	\$293,577	\$275,000	65
	NW Quadrant	48	\$15,073,137	\$314,024	\$284,000	73
	NE Quadrant	10	\$2,399,350	\$239,935	\$232,000	57
	SE Quadrant	4	\$583,900	\$145,975	\$164,000	60
	SW Quadrant	16	\$3,025,900	\$189,119	\$168,750	52
	Corridor Area	8	\$2,143,895	\$267,987	\$279,500	42
	Out of Area	47	\$9,573,400	\$203,682	\$185,000	47
	Washington Area	19	\$2,513,400	\$132,284	\$120,000	32
TOTAL	Non Co-Op Sales	80	\$20,779,260	\$259,741	\$216,750	68
	Co-Op Sales	188	\$46,799,179	\$248,932	\$220,932	53
	Total Sales	268	\$67,578,439	\$252,158	\$220,450	58



# Residential Sales

Data from the months of January to September 2019

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	2247	\$564,235,204	\$251,106	\$222,000	61
	FHA	56	\$8,362,347	\$149,328	\$137,950	57
	VA	72	\$15,850,330	\$220,143	\$191,250	58
	Cash	337	\$76,422,415	\$226,773	\$210,000	63
	Exchange	1	\$216,500	\$216,500	\$216,500	211
	Other	29	\$4,965,325	\$171,218	\$143,000	50
	Rural Development	26	\$3,894,100	\$149,773	\$153,450	63
ANALYSIS BY AREA	Iowa City	884	\$238,620,064	\$269,932	\$235,050	61
	Coralville	323	\$88,904,955	\$275,248	\$233,500	68
	NW Quadrant	534	\$138,312,318	\$259,012	\$236,450	76
	NE Quadrant	82	\$15,610,652	\$190,374	\$165,000	71
	SE Quadrant	45	\$8,136,735	\$180,816	\$179,000	75
	SW Quadrant	158	\$31,315,885	\$198,202	\$177,000	47
	Corridor Area	106	\$33,894,860	\$319,763	\$258,000	62
	Out of Area	476	\$97,493,434	\$204,818	\$178,000	42
	Washington Area	160	\$21,657,318	\$135,358	\$125,000	64
TOTAL	Non Co-Op Sales	802	\$196,092,524	\$244,504	\$212,500	62
	Co-Op Sales	1966	\$477,853,697	\$243,059	\$219,000	61
	Total Sales	2768	\$673,946,221	\$243,478	\$216,500	61

# Existing Single Family Home Sales

Data from the month of September 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	0	0	0	0	0	0	1	0	0	0
30000-39999	0	0	0	0	0	0	0	0	0	0	0	0
40000-49999	1	0	0	1	0	0	0	0	4	0	0	0
50000-59999	1	0	1	2	0	0	0	0	5	0	1	0
60000-69999	1	0	0	1	0	0	0	0	7	0	3	0
70000-79999	2	2	1	5	0	0	0	0	11	2	0	0
80000-89999	2	3	0	5	1	0	0	1	11	2	0	0
90000-99999	1	0	0	1	2	0	0	2	11	6	2	0
100000-119999	3	3	2	8	5	1	0	6	32	28	1	1
120000-139999	4	7	1	12	1	1	0	2	37	15	3	0
140000-159999	5	7	4	16	4	1	0	5	43	15	1	0
160000-179999	0	13	1	14	5	1	0	6	59	23	1	0
180000-199999	3	8	5	16	1	2	0	3	53	13	2	1
200000-249999	2	17	13	32	1	7	1	9	148	63	5	2
250000-299999	0	10	19	29	0	0	3	3	151	49	2	0
300000-399999	0	6	38	44	1	1	2	4	205	39	8	1
400000-499999	1	2	11	14	0	1	0	1	90	16	3	0
500000-549999	0	0	5	5	0	0	0	0	24	3	2	0
550000-749999	0	0	7	7	0	0	1	1	42	8	1	0
750000-999999	1	1	0	2	0	0	0	0	19	3	0	0
1000000-1249999	0	0	0	0	0	0	0	0	6	0	0	0
1250000-1499999	0	0	0	0	0	0	0	0	10	0	0	0
1500000-1999999	0	0	0	0	0	0	0	0	4	0	0	0
2000000-2999999	0	0	0	0	0	0	0	0	2	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	27	79	108	214	21	15	7	43	975	285	35	5
<b>AVERAGE PRICE</b>	160,300	207,735	325,841	216,355	152,555	217,204	336,894	205,116	321,696	250,886	216,783	217,740

**TIME ON MARKET OF UNITS SOLD**

<b>DAYS ON MARKET</b>	<b>ALL UNITS</b>
0-30	19
31-60	95
61-90	69
91-120	26
120+	48

**TYPE OF FINANCING OF UNITS SOLD**

<b>TYPE OF FINANCING</b>	<b>ALL UNITS</b>
CONV	197
CASH	39
VA	9
FHA	6
OTHER	3
RD	2
EXC	1
LEAS	0
PPC	0

# Existing Single Family Home Sales

Data from the months of January to September 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	1	0	0	0
30000-39999	1	6	0	7	0	0	0	0	0	0	0	0
40000-49999	1	5	1	7	0	0	0	0	4	0	0	0
50000-59999	3	2	2	7	0	0	0	0	5	0	1	0
60000-69999	6	6	5	17	1	0	0	1	7	0	3	0
70000-79999	8	12	4	24	2	0	0	2	11	2	0	0
80000-89999	21	15	9	45	28	0	0	28	11	2	1	0
90000-99999	16	20	5	41	25	0	0	25	11	6	4	0
100000-119999	33	42	12	87	67	6	1	74	32	28	1	1
120000-139999	25	69	14	108	31	5	0	36	37	15	3	1
140000-159999	28	80	27	135	56	19	0	75	43	15	4	0
160000-179999	15	124	30	169	33	32	2	67	59	23	1	0
180000-199999	23	104	46	173	13	43	3	59	53	13	2	1
200000-249999	30	266	131	427	26	83	9	118	148	63	8	3
250000-299999	7	88	212	307	8	20	13	41	151	49	4	0
300000-399999	3	63	297	363	6	11	7	24	205	39	10	1
400000-499999	2	12	145	159	5	2	0	7	90	16	6	0
500000-549999	0	0	45	45	2	0	0	2	24	3	2	0
550000-749999	0	1	58	59	0	0	2	2	42	8	2	0
750000-999999	1	2	11	14	0	0	2	2	19	3	0	0
1000000-1249999	1	0	2	3	0	0	0	0	6	0	0	0
1250000-1499999	0	0	0	0	0	0	0	0	10	0	0	0
1500000-1999999	0	0	0	0	0	0	0	0	4	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
<b>TOTAL</b>	226	917	1059	2202	303	221	39	563	975	285	52	7
<b>AVERAGE PRICE</b>	164,827	200,292	329,855	258,962	152,060	208,087	299,918	184,295	321,696	250,886	264,820	203,371

**TIME ON MARKET OF UNITS SOLD**

DAYS ON MARKET	ALL UNITS
0-30	253
31-60	897
61-90	647
91-120	381
120+	587

**TYPE OF FINANCING OF UNITS SOLD**

TYPE OF FINANCING	ALL UNITS
CONV	2240
CASH	342
VA	73
FHA	54
OTHER	29
RD	26
EXC	1
LEAS	0
PPC	0