

# Market Analysis Report

November / 2020

Iowa City Area  
Association of REALTORS®

## 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 November 2020 sales with comparisons to 2019. Attached are individual reports.

Year over Year data for November:

- The Median Sales Price increased 5%
- The Average Sales Price increased 5.1%
- The Average Days on Market for a property this month was up 5 days
- The Total Sales for November were 283 compared to 202 in 2019

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# Residential Sales

Data for the month of \*November 2020\*

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	231	\$63,861,317	\$276,456	\$237,500	69
	FHA	7	\$1,144,400	\$163,486	\$131,900	56
	VA	12	\$2,819,000	\$234,917	\$239,750	38
	Cash	23	\$5,124,800	\$222,817	\$193,900	60
	Other	3	\$649,400	\$216,467	\$165,500	56
	Rural Development	7	\$1,034,900	\$147,843	\$151,500	39
ANALYSIS BY AREA	Iowa City	92	\$28,138,956	\$305,858	\$260,000	66
	Coralville	31	\$9,905,179	\$319,522	\$244,500	91
	NW Quadrant	49	\$12,926,812	\$263,812	\$245,000	83
	NE Quadrant	13	\$2,590,000	\$199,231	\$178,500	65
	SE Quadrant	5	\$1,175,500	\$235,100	\$240,000	97
	SW Quadrant	20	\$4,391,800	\$219,590	\$207,000	54
	Corridor Area	9	\$3,056,570	\$339,619	\$185,500	81
	Out of Area	46	\$9,914,500	\$215,533	\$178,500	40
	Washington Area	18	\$2,534,500	\$140,806	\$134,250	38
TOTALS	Non Co-Op Sales	60	\$15,992,220	\$266,537	\$216,950	61
	Co-Op Sales	223	\$58,641,597	\$262,967	\$229,900	67
	Total Sales	283	\$74,633,817	\$263,724	\$229,512	66

# Residential Sales

Data for the months of \*January – November 2020\*

**Iowa City Area  
Association of REALTORS®**

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	2,963	\$772,909,197	\$260,854	\$234,900	65
	FHA	57	\$10,078,444	\$176,815	\$166,500	54
	VA	111	\$26,759,568	\$241,077	\$220,000	54
	Cash	363	\$86,342,485	\$237,858	\$214,900	58
	Other	31	\$4,969,365	\$160,302	\$160,000	66
	Rural Development	35	\$5,285,000	\$151,000	\$137,500	43
ANALYSIS BY AREA	Iowa City	1,045	\$295,788,949	\$283,052	\$249,900	63
	Coralville	380	\$106,102,863	\$279,218	\$245,000	72
	NW Quadrant	749	\$207,250,671	\$276,703	\$250,000	75
	NE Quadrant	104	\$21,433,269	\$206,089	\$187,500	75
	SE Quadrant	58	\$11,630,400	\$200,524	\$200,000	60
	SW Quadrant	209	\$46,608,595	\$223,008	\$205,000	58
	Corridor Area	161	\$52,918,741	\$328,688	\$290,000	68
	Out of Area	613	\$129,790,371	\$211,730	\$179,000	44
	Washington Area	241	\$34,820,200	\$144,482	\$130,000	65
TOTALS	Non Co-Op Sales	942	\$235,551,619	\$250,055	\$219,000	60
	Co-Op Sales	2,618	\$670,792,440	\$256,223	\$231,000	65
	Total Sales	3,560	\$906,344,059	\$254,591	\$229,900	64

# Existing Single Family Home Sales

Data for the month of \*November 2020\*



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	3	0	0	0
40000-49999	0	0	0	0	0	0	0	0	5	0	0	0
50000-59999	1	1	0	2	0	0	0	0	4	0	0	0
60000-69999	1	1	0	2	0	0	0	0	9	2	0	0
70000-79999	1	1	0	2	0	0	0	0	6	1	0	0
80000-89999	0	3	0	3	1	0	0	1	4	4	0	0
90000-99999	1	3	0	4	2	0	0	2	4	3	0	0
100000-119999	4	4	2	10	3	0	0	3	15	17	1	0
120000-139999	0	10	6	16	2	1	0	3	16	10	2	0
140000-159999	4	8	3	15	4	0	0	4	26	17	1	0
160000-179999	4	7	7	18	4	1	0	5	33	19	6	1
180000-199999	1	9	4	14	3	2	0	5	43	26	0	0
200000-249999	1	18	15	34	3	7	0	10	85	63	6	1
250000-299999	1	12	14	27	2	4	1	7	104	37	0	0
300000-399999	1	7	31	39	1	0	2	3	104	33	5	1
400000-499999	0	4	16	20	2	1	0	3	65	23	3	0
500000-549999	0	0	6	6	0	0	0	0	18	7	0	0
550000-749999	0	0	8	8	0	0	0	0	26	8	1	0
750000-999999	0	0	4	4	0	0	0	0	21	7	3	0
1000000-1249999	0	0	2	2	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	2	0	0	0
2000000-2999999	0	0	0	0	0	0	0	0	1	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	1	0	0	0
<b>TOTAL</b>	<b>20</b>	<b>88</b>	<b>118</b>	<b>226</b>	<b>27</b>	<b>16</b>	<b>3</b>	<b>46</b>	<b>605</b>	<b>278</b>	<b>35</b>	<b>5</b>
<b>AVERAGE PRICE</b>	<b>148,920</b>	<b>202,946</b>	<b>359,701</b>	<b>280,011</b>	<b>189,765</b>	<b>233,640</b>	<b>338,167</b>	<b>214,705</b>	<b>335,045</b>	<b>271,440</b>	<b>315,891</b>	<b>255,380</b>

TIME ON MARKET OF UNITS SOLD	
DAYS ON MARKET	ALL UNITS
<b>0-30</b>	20
<b>31-60</b>	113
<b>61-90</b>	50
<b>91-120</b>	31
<b>120+</b>	58

TYPE OF FINANCING OF UNITS SOLD	
TYPE OF FINANCING	ALL UNITS
CONV	225
CASH	22
VA	11
FHA	7
OTHER	4
RD	3
PPC	0
LEAS	0
EXC	0

# Existing Single Family Home Sales

Data for the months of \*January – November 2020\*



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	2	9	0	0	0	0	3	0	0	0
40000-49999	6	6	0	12	0	0	0	0	5	0	0	0
50000-59999	6	9	2	17	1	0	0	1	4	0	0	0
60000-69999	10	8	2	20	1	0	0	1	9	2	0	0
70000-79999	15	11	3	29	4	0	0	4	6	1	0	0
80000-89999	12	18	5	35	16	0	0	16	4	4	0	0
90000-99999	12	14	3	29	21	1	0	22	4	3	0	0
100000-119999	37	47	7	91	60	4	0	64	15	17	2	1
120000-139999	37	79	25	141	55	11	0	66	16	10	4	0
140000-159999	24	105	26	155	49	17	0	66	26	17	5	3
160000-179999	36	136	55	227	55	32	1	88	33	19	12	1
180000-199999	24	137	42	203	21	41	2	64	43	26	3	0
200000-249999	28	341	189	558	39	83	7	129	85	63	10	1
250000-299999	9	174	251	434	18	37	24	79	104	37	8	2
300000-399999	6	85	437	528	8	14	17	39	104	33	10	1
400000-499999	4	19	178	201	3	2	1	6	65	23	6	0
500000-549999	0	3	54	57	0	0	0	0	18	7	1	0
550000-749999	1	6	76	83	2	1	1	4	26	8	2	0
750000-999999	1	0	33	34	0	0	1	1	21	7	4	0
1000000-1249999	0	1	8	9	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	2	0	0	0
2000000-2999999	0	0	0	0	0	0	0	0	1	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	1	0	0	0
<b>TOTAL</b>	<b>277</b>	<b>1211</b>	<b>1402</b>	<b>2890</b>	<b>354</b>	<b>243</b>	<b>54</b>	<b>651</b>	<b>605</b>	<b>278</b>	<b>67</b>	<b>9</b>
<b>AVERAGE PRICE</b>	<b>149,227</b>	<b>208,199</b>	<b>345,044</b>	<b>268,933</b>	<b>163,710</b>	<b>216,606</b>	<b>308,474</b>	<b>195,462</b>	<b>335,045</b>	<b>271,440</b>	<b>302,826</b>	<b>213,767</b>

TIME ON MARKET OF UNITS SOLD	
DAYS ON MARKET	ALL UNITS
<b>0-30</b>	248
<b>31-60</b>	1269
<b>61-90</b>	767
<b>91-120</b>	448
<b>120+</b>	809

TYPE OF FINANCING OF UNITS SOLD	
TYPE OF FINANCING	ALL UNITS
CONV	2946
CASH	363
VA	108
FHA	57
OTHER	36
RD	31
PPC	0
LEAS	0
EXC	0

# Residential Sales

Data for the month of \*November 2019\*

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	160	\$40,421,213	\$252,633	\$231,450	64
	FHA	4	\$798,995	\$199,749	\$169,997	42
	VA	6	\$1,927,500	\$321,250	\$198,750	72
	Cash	24	\$6,140,474	\$255,853	\$213,500	42
	Other	6	\$969,500	\$161,583	\$157,500	21
	Rural Development	2	\$404,000	\$202,000	\$202,000	130
	ANALYSIS BY AREA	Iowa City	48	\$14,293,621	\$297,784	\$259,950
Coralville		19	\$5,462,600	\$287,505	\$250,000	53
NW Quadrant		42	\$10,367,792	\$246,852	\$244,000	68
NE Quadrant		5	\$1,416,500	\$283,300	\$295,000	54
SE Quadrant		5	\$998,000	\$199,600	\$184,000	95
SW Quadrant		15	\$3,354,274	\$223,618	\$216,800	64
Corridor Area		4	\$1,248,500	\$312,125	\$304,750	84
Out of Area		49	\$10,420,195	\$212,657	\$152,500	36
Washington Area		15	\$3,100,200	\$206,680	\$151,000	76
TOTALS	Non Co-Op Sales	61	\$14,392,837	\$235,948	\$216,800	61
	Co-Op Sales	141	\$36,268,845	\$257,226	\$219,900	61
	Total Sales	202	\$50,661,682	\$250,800	\$218,450	61



# Residential Sales

Data for the months of \*January – November 2019\*

		NO. OF LISTINGS	DOLLAR VOLUME	AVERAGE PRICE	MEDIAN PRICE	AVERAGE DOM
SINGLE FAMILY/ ACREAGE	Conventional	2636	\$662,251,222	\$251,233	\$221,750	61
	FHA	67	\$10,232,242	\$152,720	\$143,000	57
	VA	82	\$18,402	\$224,415	\$189,250	61
	Cash	401	\$91,252,164	\$227,562	\$210,000	63
	Other	35	\$5,934,825	\$169,566	\$153,000	45
	Rural Development	28	\$4,298,100	\$153,504	\$157,000	68
	ANALYSIS BY AREA	Iowa City	1009	\$272,527,640	\$270,097	\$236,000
Coralville		368	\$101,189,555	\$274,972	\$234,900	68
NW Quadrant		638	\$165,444,550	\$259,317	\$239,000	75
NE Quadrant		88	\$17,192,152	\$195,365	\$167,500	70
SE Quadrant		57	\$10,220,135	\$179,301	\$179,000	74
SW Quadrant		192	\$38,357,159	\$199,777	\$180,000	49
Corridor Area		123	\$39,063,542	\$317,590	\$275,000	60
Out of Area		572	\$119,803,032	\$209,446	\$178,000	41
Washington Area		203	\$28,789,318	\$141,819	\$125,000	64
TOTALS		Non Co-Op Sales	948	\$231,021,087	\$243,693	\$214,450
	Co-Op Sales	2302	\$561,565,996	\$243,947	\$217,000	61
	Total Sales	3250	\$792,587,083	\$243,873	\$215,750	61

# Existing Single Family Home Sales

Data for the month of \*November 2019\*



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	2	0	0	0
30000-39999	0	0	0	0	0	0	0	0	2	0	0	0
40000-49999	0	0	0	0	0	0	0	0	3	0	0	0
50000-59999	0	0	1	1	0	0	0	0	4	0	1	0
60000-69999	1	0	1	2	0	0	0	0	10	0	0	0
70000-79999	0	0	0	0	1	0	0	1	12	1	1	2
80000-89999	0	0	0	0	2	0	0	2	11	3	1	0
90000-99999	3	1	1	5	0	0	0	0	11	5	0	0
100000-119999	4	4	0	8	4	0	0	4	24	19	4	3
120000-139999	1	7	1	9	1	1	0	2	30	12	4	0
140000-159999	2	11	5	18	2	3	0	5	49	14	5	1
160000-179999	1	4	0	5	0	2	0	2	52	24	4	1
180000-199999	1	11	3	15	0	0	0	0	36	11	6	2
200000-249999	1	19	10	30	2	4	1	7	135	59	8	2
250000-299999	0	9	17	26	0	1	1	2	126	48	5	0
300000-399999	1	4	23	28	0	0	3	3	178	36	11	1
400000-499999	0	2	7	9	0	0	1	1	85	14	3	1
500000-549999	0	0	3	3	0	0	0	0	16	2	4	0
550000-749999	0	0	3	3	0	0	0	0	35	8	0	0
750000-999999	0	0	2	2	0	0	0	0	12	3	0	0
1000000-1249999	0	0	1	1	0	0	0	0	8	0	0	0
1250000-1499999	0	0	0	0	0	0	0	0	5	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	1	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	15	72	78	165	12	11	6	29	851	259	57	13
<b>AVERAGE PRICE</b>	143,120	206,148	332,377	260,090	127,317	180,991	338,067	191,279	310,278	255,464	248,552	182,100

<b>TIME ON MARKET OF UNITS SOLD</b>	
<b>DAYS ON MARKET</b>	<b>ALL UNITS</b>
<b>0-30</b>	14
<b>31-60</b>	75
<b>61-90</b>	43
<b>91-120</b>	18
<b>120+</b>	44
<b>TYPE OF FINANCING OF UNITS SOLD</b>	
<b>TYPE OF FINANCING</b>	<b>ALL UNITS</b>
CONV	154
CASH	24
VA	6
FHA	6
OTHER	2
RD	2
PPC	0
LEAS	0
EXC	0

# Existing Single Family Home Sales

Data from the months of \*January –November 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	2	3	0	0	0	0	2	0	1	0
30000-39999	2	7	1	10	0	0	0	0	2	0	0	0
40000-49999	1	5	2	8	0	0	0	0	3	0	0	0
50000-59999	6	3	3	12	0	0	0	0	4	0	2	2
60000-69999	7	7	7	21	1	0	0	1	10	0	0	0
70000-79999	10	13	4	27	3	0	0	3	12	1	1	2
80000-89999	22	18	10	50	32	0	0	32	11	3	1	0
90000-99999	19	24	6	49	27	0	0	27	11	5	0	0
100000-119999	41	49	13	103	74	6	1	81	24	19	4	4
120000-139999	28	90	15	133	34	6	0	40	30	12	4	2
140000-159999	32	100	35	167	60	25	0	85	49	14	6	1
160000-179999	21	135	32	188	37	40	2	79	52	24	5	1
180000-199999	27	131	55	213	15	45	3	63	36	11	9	3
200000-249999	34	308	155	497	32	94	10	136	135	59	11	2
250000-299999	8	110	251	369	8	22	15	45	126	48	9	0
300000-399999	4	69	353	426	6	11	11	28	178	36	13	1
400000-499999	2	16	163	181	5	2	1	8	85	14	6	1
500000-549999	0	0	53	53	2	0	0	2	16	2	8	0
550000-749999	0	2	65	67	0	0	2	2	35	8	2	0
750000-999999	1	2	15	18	0	0	2	2	12	3	0	0
1000000-1249999	1	0	3	4	0	0	0	0	8	0	0	0
1250000-1499999	0	0	1	1	0	0	0	0	5	0	0	0
1500000-1999999	1	0	0	1	0	0	0	0	4	0	0	0
2000000-2999999	1	0	0	1	0	0	0	0	1	0	0	0
3000000 AND OVER	0	0	0	0	0	0	0	0	0	0	0	0
<b>TOTAL</b>	<b>269</b>	<b>1089</b>	<b>1244</b>	<b>2602</b>	<b>336</b>	<b>251</b>	<b>47</b>	<b>634</b>	<b>851</b>	<b>259</b>	<b>82</b>	<b>17</b>
<b>AVERAGE PRICE</b>	<b>167,449</b>	<b>199,998</b>	<b>330,720</b>	<b>259,130</b>	<b>151,188</b>	<b>205,624</b>	<b>304,805</b>	<b>184,127</b>	<b>310,278</b>	<b>255,464</b>	<b>273,082</b>	<b>171,600</b>

TIME ON MARKET OF UNITS SOLD	
DAYS ON MARKET	ALL UNITS
<b>0-30</b>	297
<b>31-60</b>	1064
<b>61-90</b>	760
<b>91-120</b>	431
<b>120+</b>	684

TYPE OF FINANCING OF UNITS SOLD	
TYPE OF FINANCING	ALL UNITS
CONV	2626
CASH	399
VA	82
FHA	65
OTHER	35
RD	28
EXC	1
LEAS	0
PPC	0