

Local Market Update – March 2022

A Research Tool Provided by Iowa Association of REALTORS®



Johnson County

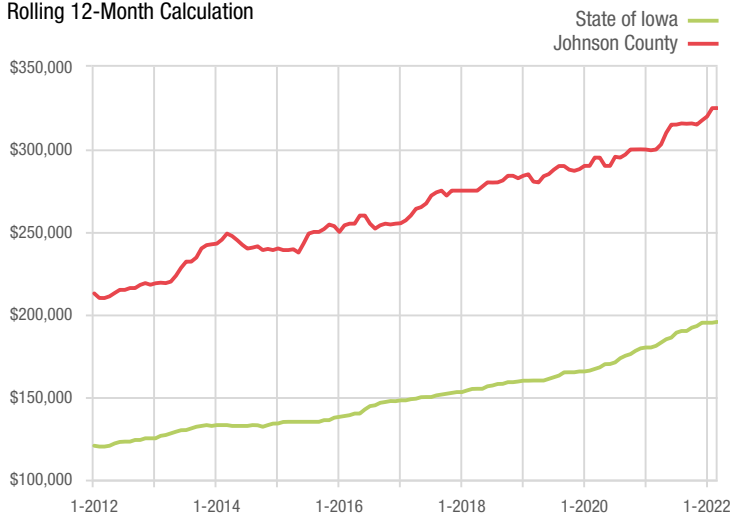
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	222	227	+ 2.3%	542	491	- 9.4%
Pending Sales	155	161	+ 3.9%	360	356	- 1.1%
Closed Sales	101	103	+ 2.0%	252	246	- 2.4%
Days on Market Until Sale	50	36	- 28.0%	60	53	- 11.7%
Median Sales Price*	\$303,000	\$360,000	+ 18.8%	\$289,000	\$335,450	+ 16.1%
Average Sales Price*	\$342,995	\$385,996	+ 12.5%	\$326,780	\$376,120	+ 15.1%
Percent of List Price Received*	99.5%	100.8%	+ 1.3%	98.5%	99.7%	+ 1.2%
Inventory of Homes for Sale	347	285	- 17.9%	—	—	—
Months Supply of Inventory	2.4	2.0	- 16.7%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
Key Metrics						
New Listings	177	215	+ 21.5%	543	431	- 20.6%
Pending Sales	120	133	+ 10.8%	269	287	+ 6.7%
Closed Sales	65	79	+ 21.5%	173	185	+ 6.9%
Days on Market Until Sale	60	56	- 6.7%	82	61	- 25.6%
Median Sales Price*	\$185,000	\$238,500	+ 28.9%	\$204,900	\$232,900	+ 13.7%
Average Sales Price*	\$201,183	\$233,703	+ 16.2%	\$213,631	\$237,014	+ 10.9%
Percent of List Price Received*	99.0%	99.6%	+ 0.6%	98.9%	99.2%	+ 0.3%
Inventory of Homes for Sale	398	322	- 19.1%	—	—	—
Months Supply of Inventory	4.4	3.1	- 29.5%	—	—	—

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

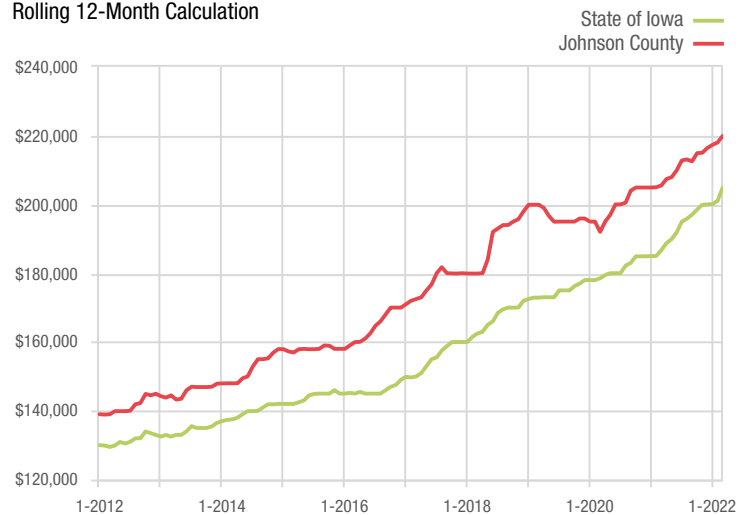
Median Sales Price - Single-Family Detached

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.