

Local Market Update – March 2022

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

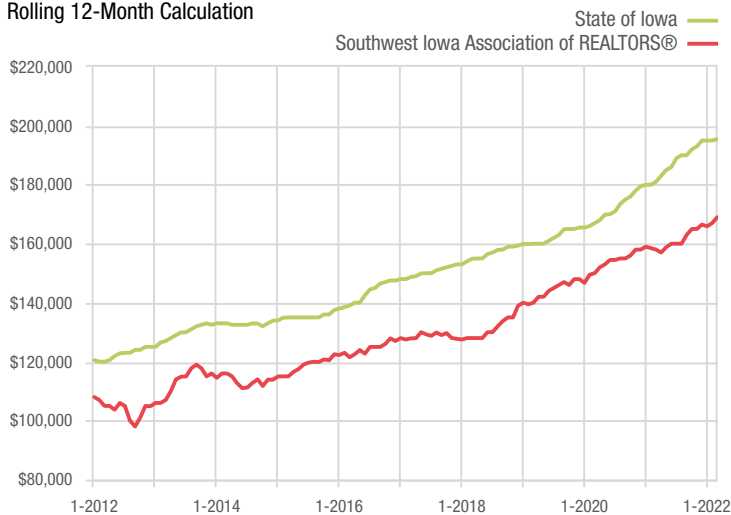
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	129	142	+ 10.1%	295	309	+ 4.7%
Pending Sales	120	119	- 0.8%	281	279	- 0.7%
Closed Sales	85	89	+ 4.7%	248	240	- 3.2%
Days on Market Until Sale	19	12	- 36.8%	21	19	- 9.5%
Median Sales Price*	\$140,000	\$165,000	+ 17.9%	\$145,000	\$157,000	+ 8.3%
Average Sales Price*	\$186,573	\$210,899	+ 13.0%	\$187,883	\$201,174	+ 7.1%
Percent of List Price Received*	100.4%	100.2%	- 0.2%	98.9%	99.1%	+ 0.2%
Inventory of Homes for Sale	77	66	- 14.3%	—	—	—
Months Supply of Inventory	0.6	0.5	- 16.7%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	9	1	- 88.9%	29	10	- 65.5%
Pending Sales	10	0	- 100.0%	17	9	- 47.1%
Closed Sales	2	2	0.0%	9	9	0.0%
Days on Market Until Sale	162	2	- 98.8%	69	7	- 89.9%
Median Sales Price*	\$310,000	\$194,750	- 37.2%	\$217,500	\$230,000	+ 5.7%
Average Sales Price*	\$310,000	\$194,750	- 37.2%	\$236,966	\$230,998	- 2.5%
Percent of List Price Received*	94.1%	103.9%	+ 10.4%	97.9%	101.5%	+ 3.7%
Inventory of Homes for Sale	17	4	- 76.5%	—	—	—
Months Supply of Inventory	2.6	0.8	- 69.2%	—	—	—

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

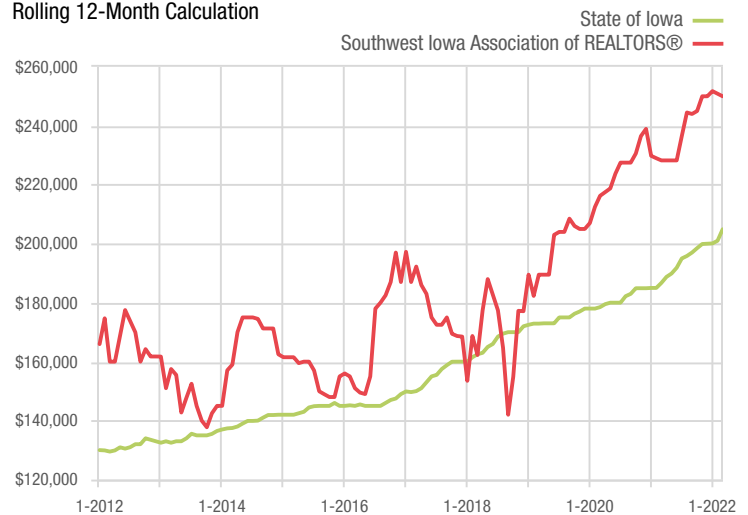
Median Sales Price - Single-Family Detached

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.