

Local Market Update – March 2022

A Research Tool Provided by Iowa Association of REALTORS®



West Central Iowa Regional Board of REALTORS®

Includes Adair, Adams, Audubon, Carroll, Cass, Clarke (West of I-35), Crawford, Decatur (West of I-35), Fremont, Greene, Guthrie, Harrison, Monona, Montgomery, Page, Ringgold, Shelby, Taylor and Union Counties

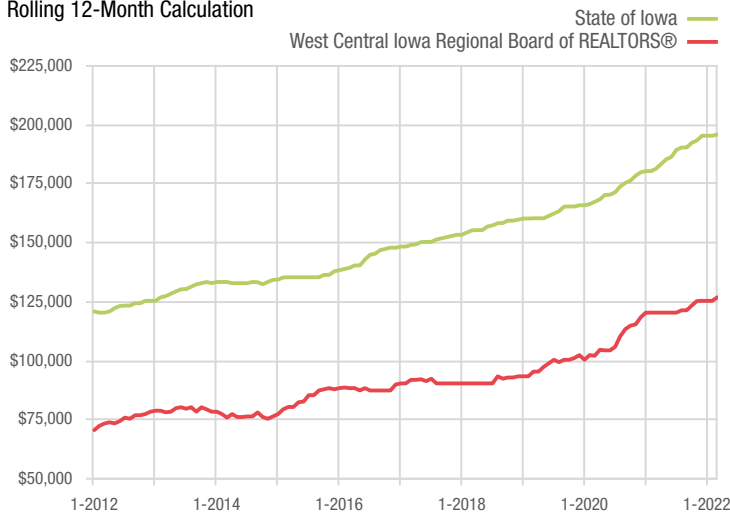
| Single-Family Detached | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2021 | 2022 | % Change | Thru 3-2021 | Thru 3-2022 | % Change |
| New Listings | 188 | 161 | - 14.4% | 396 | 402 | + 1.5% |
| Pending Sales | 167 | 159 | - 4.8% | 384 | 386 | + 0.5% |
| Closed Sales | 108 | 139 | + 28.7% | 311 | 369 | + 18.6% |
| Days on Market Until Sale | 78 | 64 | - 17.9% | 78 | 56 | - 28.2% |
| Median Sales Price* | \$98,500 | \$132,000 | + 34.0% | \$110,000 | \$133,500 | + 21.4% |
| Average Sales Price* | \$135,340 | \$164,745 | + 21.7% | \$142,959 | \$167,390 | + 17.1% |
| Percent of List Price Received* | 94.1% | 95.1% | + 1.1% | 93.6% | 95.3% | + 1.8% |
| Inventory of Homes for Sale | 369 | 278 | - 24.7% | — | — | — |
| Months Supply of Inventory | 2.4 | 1.7 | - 29.2% | — | — | — |

| Townhouse-Condo | March | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| | 2021 | 2022 | % Change | Thru 3-2021 | Thru 3-2022 | % Change |
| New Listings | 3 | 2 | - 33.3% | 9 | 6 | - 33.3% |
| Pending Sales | 1 | 3 | + 200.0% | 5 | 4 | - 20.0% |
| Closed Sales | 2 | 1 | - 50.0% | 6 | 3 | - 50.0% |
| Days on Market Until Sale | 100 | 49 | - 51.0% | 135 | 72 | - 46.7% |
| Median Sales Price* | \$134,000 | \$185,000 | + 38.1% | \$182,750 | \$189,000 | + 3.4% |
| Average Sales Price* | \$134,000 | \$185,000 | + 38.1% | \$195,917 | \$220,333 | + 12.5% |
| Percent of List Price Received* | 94.3% | 94.6% | + 0.3% | 95.9% | 125.8% | + 31.2% |
| Inventory of Homes for Sale | 15 | 10 | - 33.3% | — | — | — |
| Months Supply of Inventory | 3.6 | 2.6 | - 27.8% | — | — | — |

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

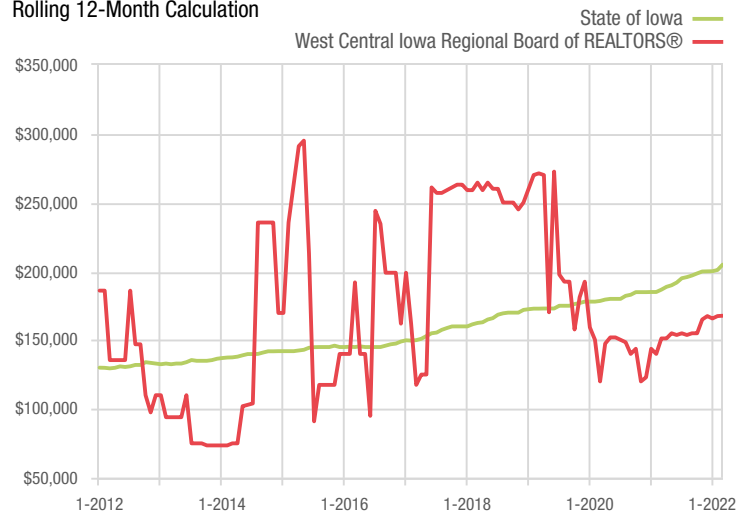
Median Sales Price - Single-Family Detached

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.