

# Local Market Update – May 2022

A Research Tool Provided by Iowa Association of REALTORS®



## Mid-Iowa Regional Board of REALTORS®

Includes Benton, Iowa, Marshall, Poweshiek and Tama Counties

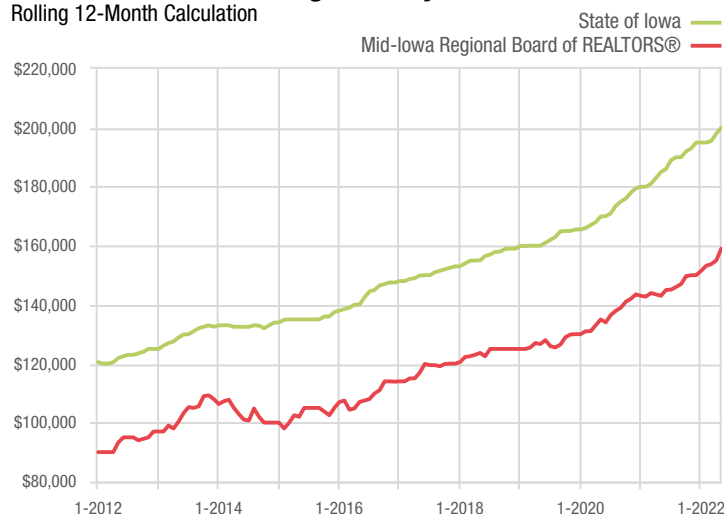
| Single-Family Detached          | May       |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2021      | 2022      | % Change | Thru 5-2021  | Thru 5-2022 | % Change |
| New Listings                    | 164       | 169       | + 3.0%   | 613          | 672         | + 9.6%   |
| Pending Sales                   | 145       | 131       | - 9.7%   | 557          | 563         | + 1.1%   |
| Closed Sales                    | 115       | 129       | + 12.2%  | 427          | 491         | + 15.0%  |
| Days on Market Until Sale       | 34        | 30        | - 11.8%  | 52           | 34          | - 34.6%  |
| Median Sales Price*             | \$143,500 | \$170,000 | + 18.5%  | \$135,000    | \$158,000   | + 17.0%  |
| Average Sales Price*            | \$156,257 | \$190,980 | + 22.2%  | \$160,149    | \$178,082   | + 11.2%  |
| Percent of List Price Received* | 99.1%     | 98.0%     | - 1.1%   | 97.1%        | 97.3%       | + 0.2%   |
| Inventory of Homes for Sale     | 181       | 205       | + 13.3%  | —            | —           | —        |
| Months Supply of Inventory      | 1.4       | 1.7       | + 21.4%  | —            | —           | —        |

| Townhouse-Condo                 | May       |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics                     | 2021      | 2022      | % Change | Thru 5-2021  | Thru 5-2022 | % Change |
| New Listings                    | 9         | 1         | - 88.9%  | 33           | 15          | - 54.5%  |
| Pending Sales                   | 16        | 1         | - 93.8%  | 30           | 16          | - 46.7%  |
| Closed Sales                    | 7         | 7         | 0.0%     | 21           | 19          | - 9.5%   |
| Days on Market Until Sale       | 51        | 111       | + 117.6% | 69           | 87          | + 26.1%  |
| Median Sales Price*             | \$200,000 | \$189,900 | - 5.1%   | \$200,000    | \$212,400   | + 6.2%   |
| Average Sales Price*            | \$175,342 | \$166,629 | - 5.0%   | \$195,874    | \$175,689   | - 10.3%  |
| Percent of List Price Received* | 98.8%     | 101.4%    | + 2.6%   | 100.3%       | 98.2%       | - 2.1%   |
| Inventory of Homes for Sale     | 14        | 6         | - 57.1%  | —            | —           | —        |
| Months Supply of Inventory      | 2.9       | 1.5       | - 48.3%  | —            | —           | —        |

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

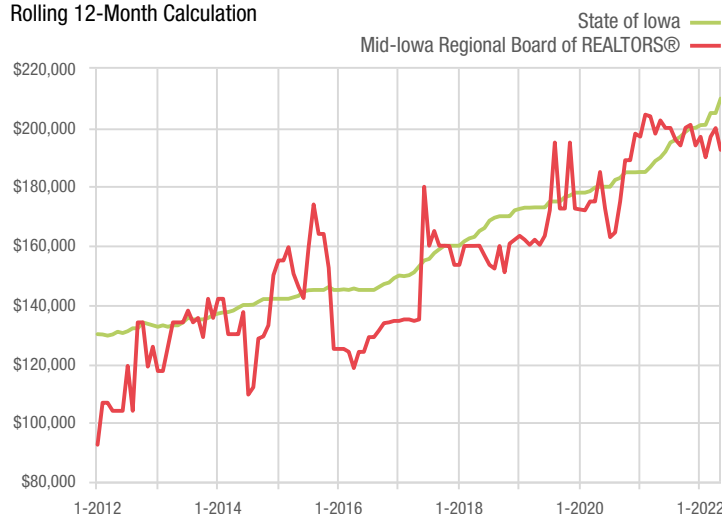
### Median Sales Price - Single-Family Detached

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.