

Local Market Update – July 2022

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

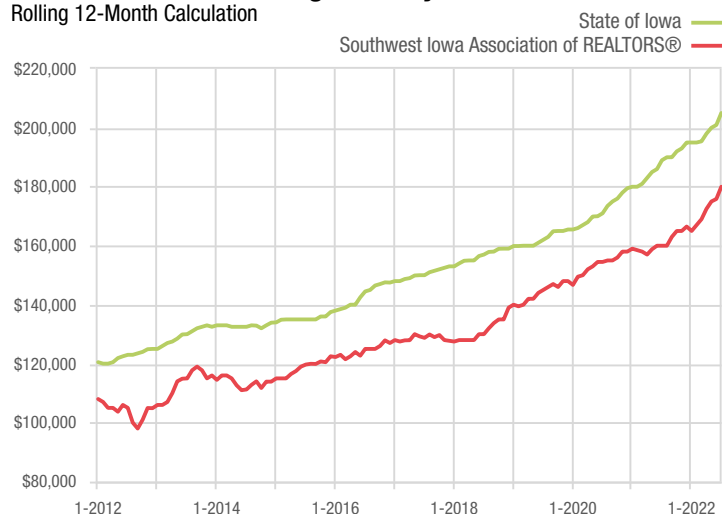
Single-Family Detached	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	181	132	- 27.1%	971	927	- 4.5%
Pending Sales	135	103	- 23.7%	859	800	- 6.9%
Closed Sales	145	115	- 20.7%	810	741	- 8.5%
Days on Market Until Sale	17	7	- 58.8%	16	13	- 18.8%
Median Sales Price*	\$162,625	\$209,000	+ 28.5%	\$160,000	\$185,000	+ 15.6%
Average Sales Price*	\$200,876	\$258,708	+ 28.8%	\$200,367	\$229,854	+ 14.7%
Percent of List Price Received*	100.8%	100.5%	- 0.3%	100.7%	100.7%	0.0%
Inventory of Homes for Sale	121	107	- 11.6%	—	—	—
Months Supply of Inventory	1.0	0.9	- 10.0%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	6	3	- 50.0%	55	24	- 56.4%
Pending Sales	5	4	- 20.0%	46	19	- 58.7%
Closed Sales	6	2	- 66.7%	35	18	- 48.6%
Days on Market Until Sale	75	7	- 90.7%	35	6	- 82.9%
Median Sales Price*	\$252,500	\$299,500	+ 18.6%	\$244,000	\$237,992	- 2.5%
Average Sales Price*	\$269,250	\$299,500	+ 11.2%	\$238,791	\$246,111	+ 3.1%
Percent of List Price Received*	98.3%	100.2%	+ 1.9%	99.4%	101.9%	+ 2.5%
Inventory of Homes for Sale	5	5	0.0%	—	—	—
Months Supply of Inventory	0.8	1.5	+ 87.5%	—	—	—

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

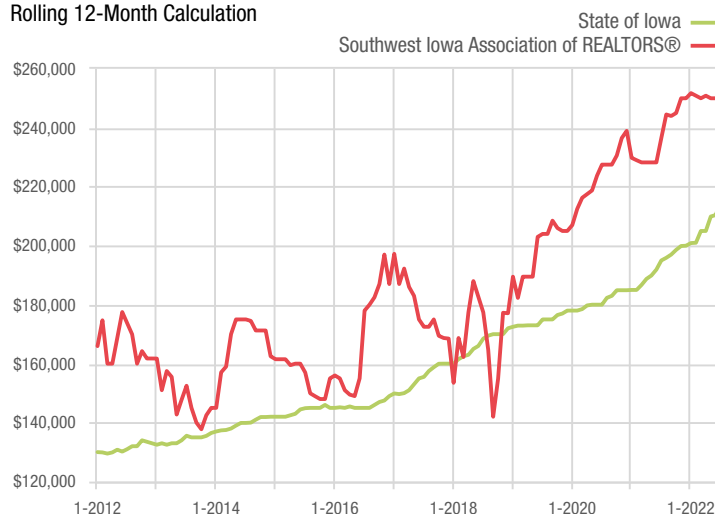
Median Sales Price - Single-Family Detached

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.