

Local Market Update – October 2022

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

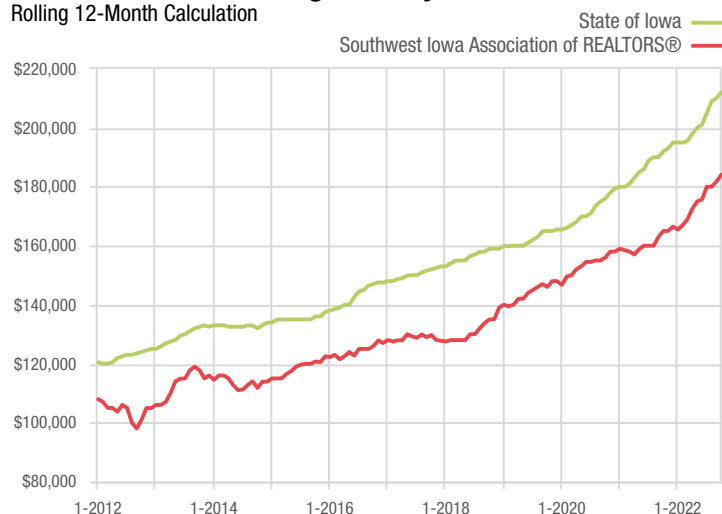
Single-Family Detached	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	138	133	- 3.6%	1,414	1,302	- 7.9%
Pending Sales	119	75	- 37.0%	1,265	1,109	- 12.3%
Closed Sales	137	100	- 27.0%	1,226	1,088	- 11.3%
Days on Market Until Sale	14	10	- 28.6%	14	12	- 14.3%
Median Sales Price*	\$171,750	\$184,115	+ 7.2%	\$165,000	\$186,283	+ 12.9%
Average Sales Price*	\$206,518	\$213,880	+ 3.6%	\$204,243	\$232,922	+ 14.0%
Percent of List Price Received*	100.0%	99.6%	- 0.4%	100.5%	100.4%	- 0.1%
Inventory of Homes for Sale	100	120	+ 20.0%	—	—	—
Months Supply of Inventory	0.8	1.1	+ 37.5%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	3	1	- 66.7%	66	28	- 57.6%
Pending Sales	4	0	- 100.0%	60	22	- 63.3%
Closed Sales	9	0	- 100.0%	57	23	- 59.6%
Days on Market Until Sale	21	—	—	32	12	- 62.5%
Median Sales Price*	\$255,000	—	—	\$244,000	\$255,000	+ 4.5%
Average Sales Price*	\$232,000	—	—	\$239,244	\$266,596	+ 11.4%
Percent of List Price Received*	101.6%	—	—	99.8%	101.3%	+ 1.5%
Inventory of Homes for Sale	2	6	+ 200.0%	—	—	—
Months Supply of Inventory	0.4	2.3	+ 475.0%	—	—	—

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

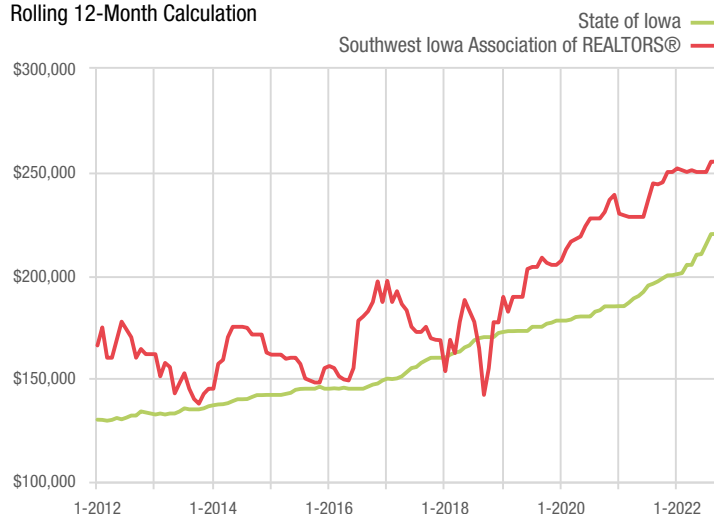
Median Sales Price - Single-Family Detached

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.