

Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



Johnson County

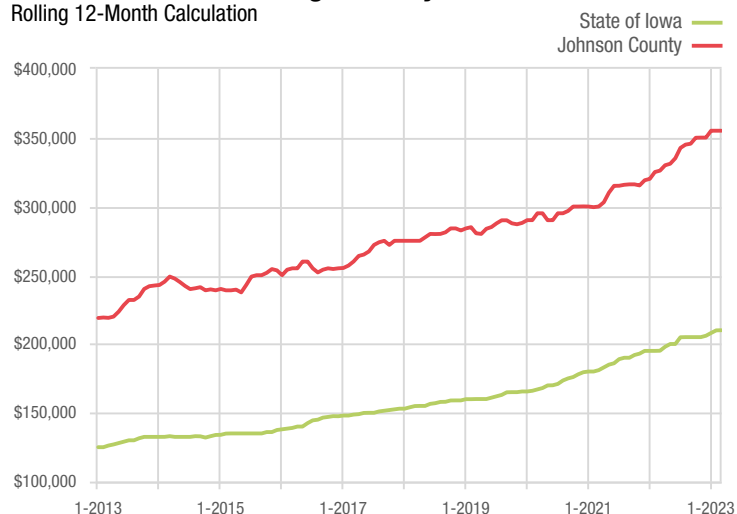
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	228	210	- 7.9%	494	449	- 9.1%
Pending Sales	176	121	- 31.3%	378	262	- 30.7%
Closed Sales	104	87	- 16.3%	248	194	- 21.8%
Days on Market Until Sale	35	55	+ 57.1%	52	62	+ 19.2%
Median Sales Price*	\$360,500	\$355,990	- 1.3%	\$339,000	\$355,990	+ 5.0%
Average Sales Price*	\$386,362	\$399,776	+ 3.5%	\$379,402	\$393,512	+ 3.7%
Percent of List Price Received*	100.9%	99.3%	- 1.6%	99.8%	98.2%	- 1.6%
Inventory of Homes for Sale	251	320	+ 27.5%	—	—	—
Months Supply of Inventory	1.7	2.8	+ 64.7%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	218	128	- 41.3%	435	412	- 5.3%
Pending Sales	141	77	- 45.4%	300	193	- 35.7%
Closed Sales	81	56	- 30.9%	191	122	- 36.1%
Days on Market Until Sale	59	65	+ 10.2%	62	62	0.0%
Median Sales Price*	\$236,000	\$289,950	+ 22.9%	\$232,900	\$257,400	+ 10.5%
Average Sales Price*	\$231,993	\$274,031	+ 18.1%	\$237,352	\$265,414	+ 11.8%
Percent of List Price Received*	99.5%	99.2%	- 0.3%	99.1%	98.9%	- 0.2%
Inventory of Homes for Sale	296	289	- 2.4%	—	—	—
Months Supply of Inventory	2.8	3.6	+ 28.6%	—	—	—

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

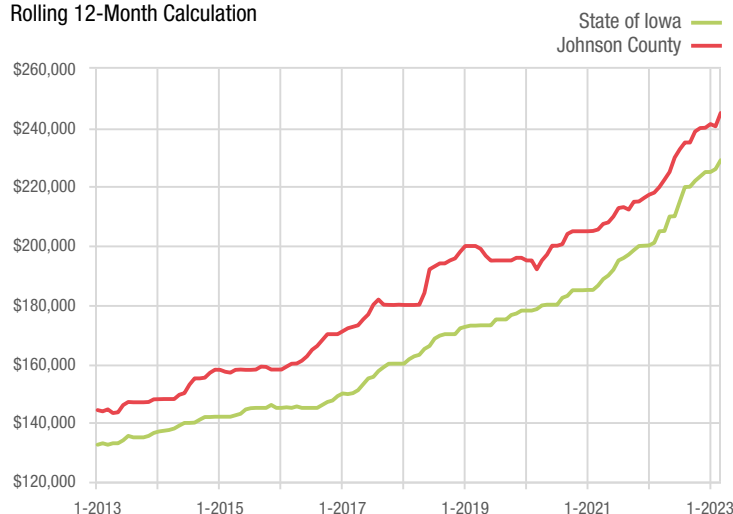
Median Sales Price - Single-Family Detached

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.