

Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

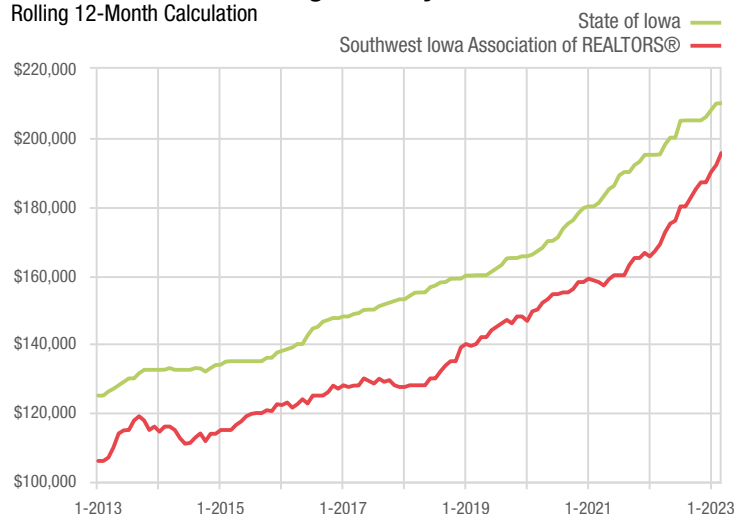
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	142	105	- 26.1%	312	254	- 18.6%
Pending Sales	139	84	- 39.6%	305	232	- 23.9%
Closed Sales	93	90	- 3.2%	247	223	- 9.7%
Days on Market Until Sale	12	18	+ 50.0%	18	20	+ 11.1%
Median Sales Price*	\$165,000	\$217,250	+ 31.7%	\$156,000	\$197,750	+ 26.8%
Average Sales Price*	\$208,613	\$266,914	+ 27.9%	\$199,406	\$243,540	+ 22.1%
Percent of List Price Received*	100.3%	100.3%	0.0%	99.2%	99.4%	+ 0.2%
Inventory of Homes for Sale	43	68	+ 58.1%	—	—	—
Months Supply of Inventory	0.4	0.7	+ 75.0%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	1	8	+ 700.0%	10	23	+ 130.0%
Pending Sales	0	6	—	9	17	+ 88.9%
Closed Sales	3	3	0.0%	10	14	+ 40.0%
Days on Market Until Sale	2	3	+ 50.0%	7	8	+ 14.3%
Median Sales Price*	\$190,000	\$325,000	+ 71.1%	\$227,500	\$315,000	+ 38.5%
Average Sales Price*	\$193,167	\$306,400	+ 58.6%	\$226,898	\$296,739	+ 30.8%
Percent of List Price Received*	103.5%	100.0%	- 3.4%	101.6%	100.2%	- 1.4%
Inventory of Homes for Sale	4	8	+ 100.0%	—	—	—
Months Supply of Inventory	0.8	2.6	+ 225.0%	—	—	—

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

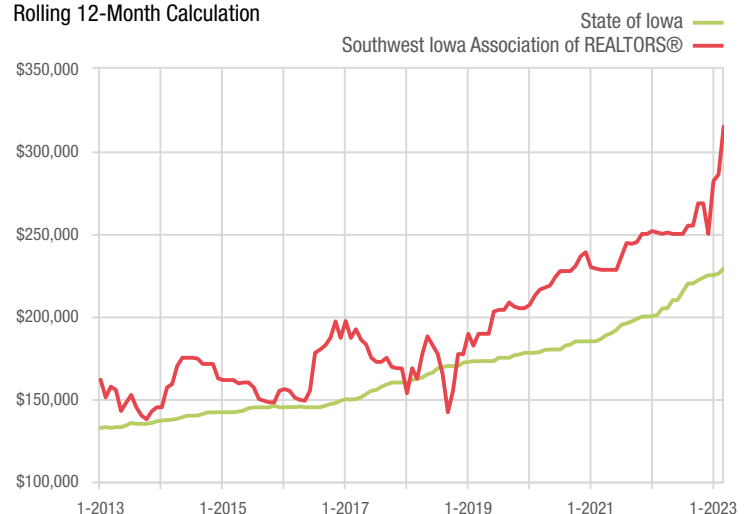
Median Sales Price - Single-Family Detached

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.