

Local Market Update – April 2023

A Research Tool Provided by Iowa Association of REALTORS®



Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

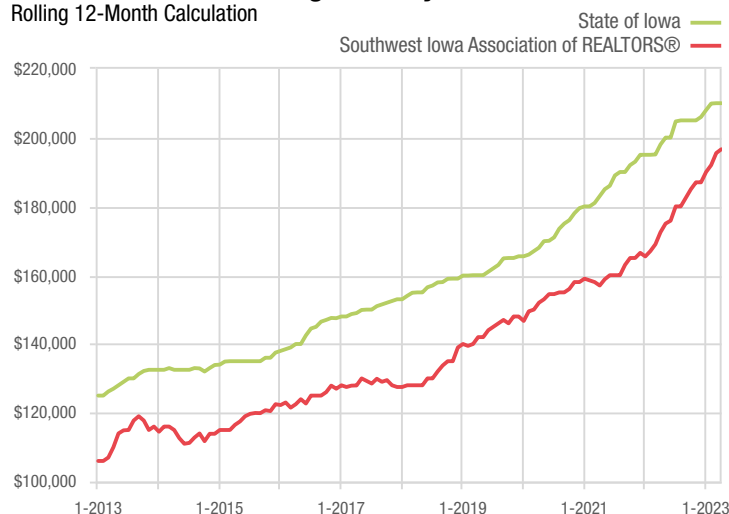
Single-Family Detached	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	165	137	- 17.0%	478	394	- 17.6%
Pending Sales	129	79	- 38.8%	434	324	- 25.3%
Closed Sales	113	76	- 32.7%	360	299	- 16.9%
Days on Market Until Sale	11	11	0.0%	16	18	+ 12.5%
Median Sales Price*	\$195,000	\$223,000	+ 14.4%	\$172,800	\$204,500	+ 18.3%
Average Sales Price*	\$248,545	\$257,060	+ 3.4%	\$214,779	\$246,988	+ 15.0%
Percent of List Price Received*	102.2%	101.5%	- 0.7%	100.1%	100.0%	- 0.1%
Inventory of Homes for Sale	76	100	+ 31.6%	—	—	—
Months Supply of Inventory	0.6	1.0	+ 66.7%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	3	8	+ 166.7%	13	31	+ 138.5%
Pending Sales	4	5	+ 25.0%	13	23	+ 76.9%
Closed Sales	3	7	+ 133.3%	13	21	+ 61.5%
Days on Market Until Sale	3	7	+ 133.3%	6	8	+ 33.3%
Median Sales Price*	\$300,000	\$300,000	0.0%	\$230,000	\$315,000	+ 37.0%
Average Sales Price*	\$298,671	\$279,971	- 6.3%	\$243,461	\$291,150	+ 19.6%
Percent of List Price Received*	102.1%	99.0%	- 3.0%	101.7%	99.8%	- 1.9%
Inventory of Homes for Sale	3	9	+ 200.0%	—	—	—
Months Supply of Inventory	0.7	2.8	+ 300.0%	—	—	—

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

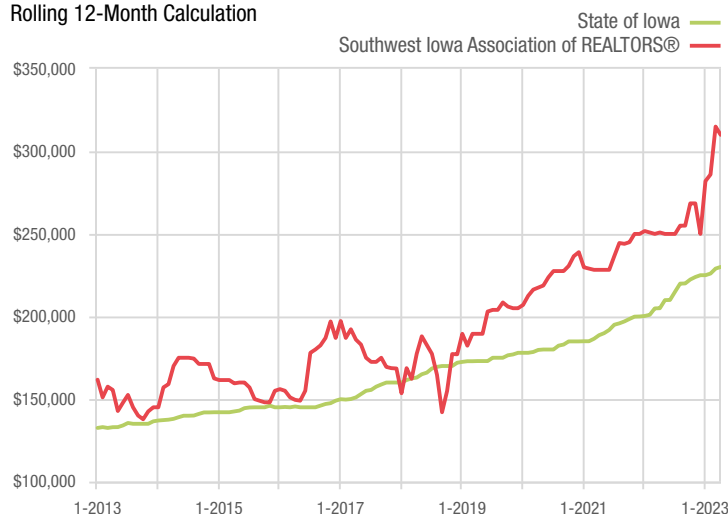
Median Sales Price - Single-Family Detached

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.