

Local Market Update – January 2022

A Research Tool Provided by Iowa Association of REALTORS®



Central Iowa Board of REALTORS®

Includes Boone and Story Counties

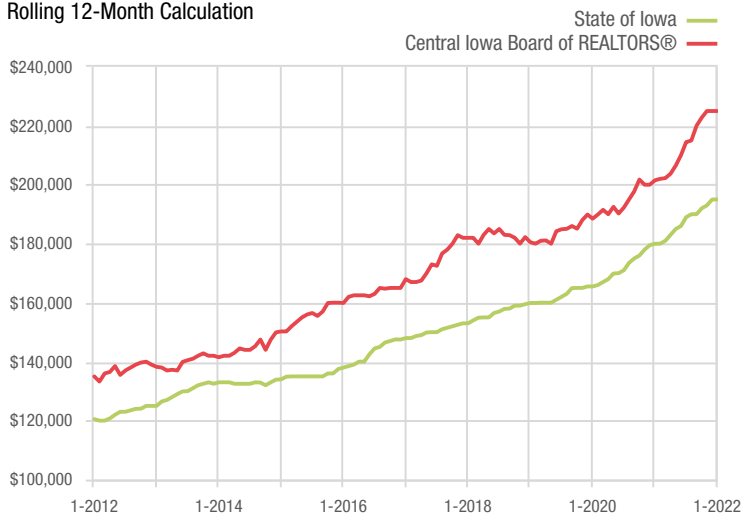
| Single-Family Detached | January | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2021 | 2022 | % Change | Thru 1-2021 | Thru 1-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 80 | 106 | + 32.5% | 80 | 106 | + 32.5% |
| Pending Sales | 83 | 91 | + 9.6% | 83 | 91 | + 9.6% |
| Closed Sales | 78 | 73 | - 6.4% | 78 | 73 | - 6.4% |
| Days on Market Until Sale | 47 | 39 | - 17.0% | 47 | 39 | - 17.0% |
| Median Sales Price* | \$198,000 | \$206,000 | + 4.0% | \$198,000 | \$206,000 | + 4.0% |
| Average Sales Price* | \$236,386 | \$254,422 | + 7.6% | \$236,386 | \$254,422 | + 7.6% |
| Percent of List Price Received* | 98.4% | 97.6% | - 0.8% | 98.4% | 97.6% | - 0.8% |
| Inventory of Homes for Sale | 216 | 184 | - 14.8% | — | — | — |
| Months Supply of Inventory | 1.7 | 1.4 | - 17.6% | — | — | — |

| Townhouse-Condo | January | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2021 | 2022 | % Change | Thru 1-2021 | Thru 1-2022 | % Change |
| Key Metrics | | | | | | |
| New Listings | 13 | 11 | - 15.4% | 13 | 11 | - 15.4% |
| Pending Sales | 13 | 8 | - 38.5% | 13 | 8 | - 38.5% |
| Closed Sales | 7 | 7 | 0.0% | 7 | 7 | 0.0% |
| Days on Market Until Sale | 89 | 46 | - 48.3% | 89 | 46 | - 48.3% |
| Median Sales Price* | \$187,500 | \$192,000 | + 2.4% | \$187,500 | \$192,000 | + 2.4% |
| Average Sales Price* | \$203,429 | \$173,514 | - 14.7% | \$203,429 | \$173,514 | - 14.7% |
| Percent of List Price Received* | 97.0% | 97.9% | + 0.9% | 97.0% | 97.9% | + 0.9% |
| Inventory of Homes for Sale | 30 | 30 | 0.0% | — | — | — |
| Months Supply of Inventory | 1.9 | 2.4 | + 26.3% | — | — | — |

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

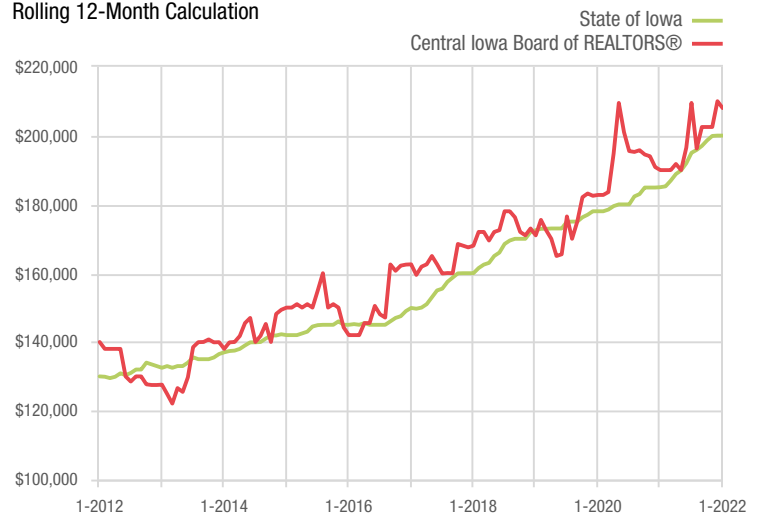
Median Sales Price - Single-Family Detached

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.