

Southwest Iowa Association of REALTORS®

Includes Mills and Pottawattamie Counties

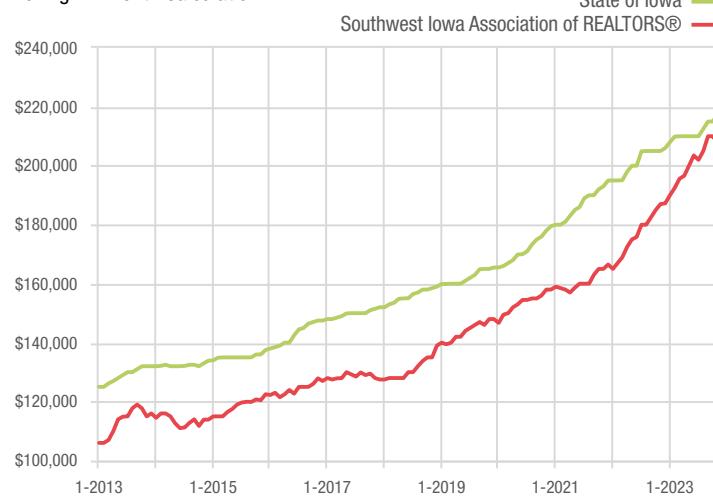
Single-Family Detached		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		72	77	+ 6.9%	1,504	1,419	- 5.7%
Pending Sales		78	51	- 34.6%	1,289	1,106	- 14.2%
Closed Sales		95	87	- 8.4%	1,298	1,122	- 13.6%
Days on Market Until Sale		21	18	- 14.3%	13	13	0.0%
Median Sales Price*		\$175,000	\$207,500	+ 18.6%	\$187,250	\$210,000	+ 12.1%
Average Sales Price*		\$212,206	\$220,739	+ 4.0%	\$231,486	\$245,367	+ 6.0%
Percent of List Price Received*		98.8%	97.4%	- 1.4%	100.1%	100.1%	0.0%
Inventory of Homes for Sale		91	138	+ 51.6%	—	—	—
Months Supply of Inventory		0.8	1.5	+ 87.5%	—	—	—

Townhouse-Condo		December			Year to Date		
Key Metrics		2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings		0	5	—	30	87	+ 190.0%
Pending Sales		0	2	—	25	66	+ 164.0%
Closed Sales		2	3	+ 50.0%	26	61	+ 134.6%
Days on Market Until Sale		22	9	- 59.1%	14	14	0.0%
Median Sales Price*		\$240,000	\$339,000	+ 41.3%	\$252,500	\$290,000	+ 14.9%
Average Sales Price*		\$240,000	\$316,667	+ 31.9%	\$270,796	\$280,308	+ 3.5%
Percent of List Price Received*		97.0%	98.0%	+ 1.0%	100.7%	99.9%	- 0.8%
Inventory of Homes for Sale		5	15	+ 200.0%	—	—	—
Months Supply of Inventory		2.0	2.7	+ 35.0%	—	—	—

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

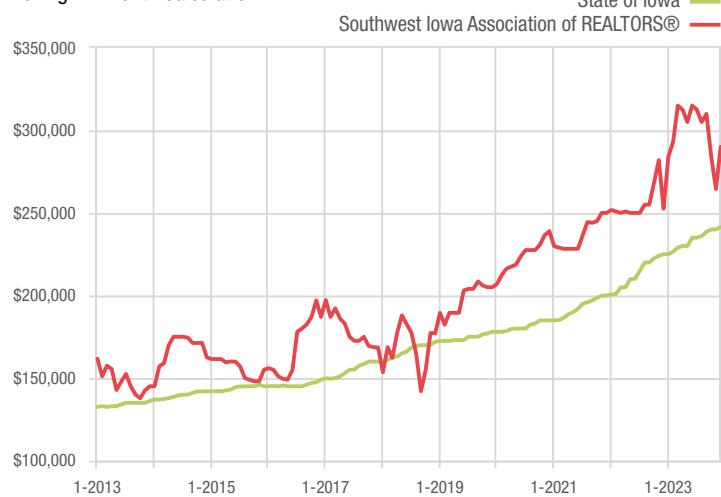
Median Sales Price - Single-Family Detached

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.