

# Local Market Update – February 2019

This is a research tool provided by Iowa Association of REALTORS®.



## Story County

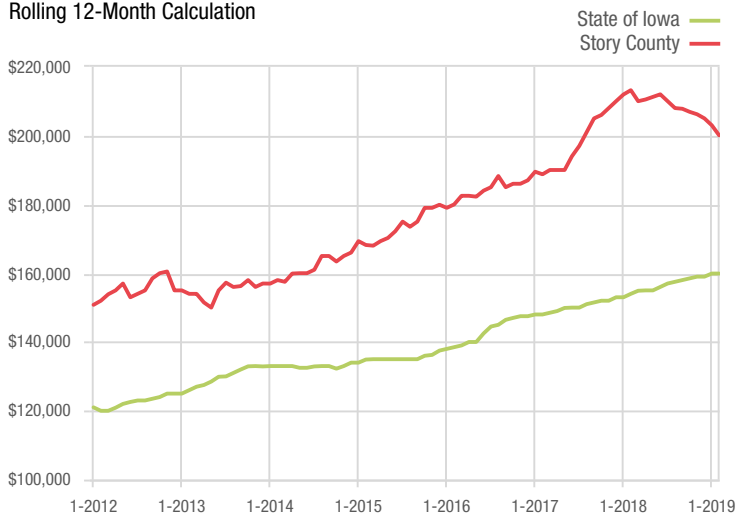
| Single-Family Detached          | February  |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2018      | 2019      | % Change | Thru 2-2018  | Thru 2-2019 | % Change |
| New Listings                    | 86        | 81        | - 5.8%   | 153          | 173         | + 13.1%  |
| Pending Sales                   | 53        | 78        | + 47.2%  | 121          | 125         | + 3.3%   |
| Closed Sales                    | 34        | 43        | + 26.5%  | 101          | 84          | - 16.8%  |
| Days on Market Until Sale       | 101       | 82        | - 18.8%  | 80           | 64          | - 20.0%  |
| Median Sales Price*             | \$199,750 | \$177,500 | - 11.1%  | \$222,000    | \$194,000   | - 12.6%  |
| Average Sales Price*            | \$225,884 | \$210,311 | - 6.9%   | \$244,062    | \$218,042   | - 10.7%  |
| Percent of List Price Received* | 98.5%     | 97.5%     | - 1.0%   | 97.5%        | 96.8%       | - 0.7%   |
| Inventory of Homes for Sale     | 241       | 275       | + 14.1%  | —            | —           | —        |
| Months Supply of Inventory      | 2.9       | 3.4       | + 17.2%  | —            | —           | —        |

| Townhouse-Condo                 | February  |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2018      | 2019      | % Change | Thru 2-2018  | Thru 2-2019 | % Change |
| New Listings                    | 14        | 17        | + 21.4%  | 26           | 26          | 0.0%     |
| Pending Sales                   | 12        | 8         | - 33.3%  | 20           | 18          | - 10.0%  |
| Closed Sales                    | 11        | 11        | 0.0%     | 15           | 12          | - 20.0%  |
| Days on Market Until Sale       | 109       | 208       | + 90.8%  | 113          | 196         | + 73.5%  |
| Median Sales Price*             | \$170,000 | \$200,000 | + 17.6%  | \$191,000    | \$197,500   | + 3.4%   |
| Average Sales Price*            | \$193,152 | \$196,818 | + 1.9%   | \$214,111    | \$189,583   | - 11.5%  |
| Percent of List Price Received* | 100.1%    | 94.3%     | - 5.8%   | 101.0%       | 94.1%       | - 6.8%   |
| Inventory of Homes for Sale     | 59        | 54        | - 8.5%   | —            | —           | —        |
| Months Supply of Inventory      | 5.2       | 4.6       | - 11.5%  | —            | —           | —        |

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

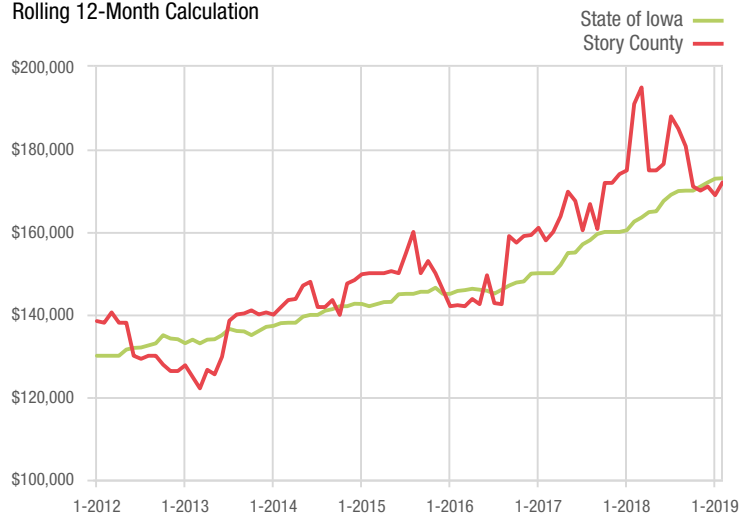
### Median Sales Price - Single-Family Detached

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.