

# Local Market Update – September 2019

A Research Tool Provided by Iowa Association of REALTORS®



## Story County

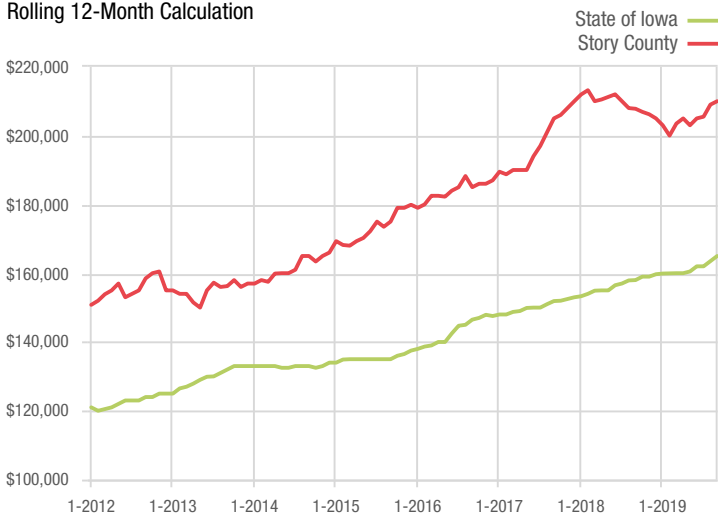
| Single-Family Detached          | September |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2018      | 2019      | % Change | Thru 9-2018  | Thru 9-2019 | % Change |
| New Listings                    | 108       | 101       | - 6.5%   | 1,002        | 1,126       | + 12.4%  |
| Pending Sales                   | 59        | 77        | + 30.5%  | 784          | 860         | + 9.7%   |
| Closed Sales                    | 52        | 62        | + 19.2%  | 757          | 823         | + 8.7%   |
| Days on Market Until Sale       | 43        | 54        | + 25.6%  | 55           | 58          | + 5.5%   |
| Median Sales Price*             | \$169,250 | \$215,500 | + 27.3%  | \$207,200    | \$212,500   | + 2.6%   |
| Average Sales Price*            | \$211,359 | \$231,118 | + 9.3%   | \$231,327    | \$232,474   | + 0.5%   |
| Percent of List Price Received* | 95.7%     | 97.0%     | + 1.4%   | 97.5%        | 97.6%       | + 0.1%   |
| Inventory of Homes for Sale     | 333       | 324       | - 2.7%   | —            | —           | —        |
| Months Supply of Inventory      | 4.1       | 3.7       | - 9.8%   | —            | —           | —        |

| Townhouse-Condo                 | September |           |          | Year to Date |             |          |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
|                                 | 2018      | 2019      | % Change | Thru 9-2018  | Thru 9-2019 | % Change |
| New Listings                    | 8         | 16        | + 100.0% | 154          | 173         | + 12.3%  |
| Pending Sales                   | 10        | 16        | + 60.0%  | 122          | 123         | + 0.8%   |
| Closed Sales                    | 10        | 9         | - 10.0%  | 118          | 109         | - 7.6%   |
| Days on Market Until Sale       | 135       | 58        | - 57.0%  | 102          | 94          | - 7.8%   |
| Median Sales Price*             | \$137,500 | \$195,500 | + 42.2%  | \$173,000    | \$175,000   | + 1.2%   |
| Average Sales Price*            | \$353,250 | \$160,139 | - 54.7%  | \$210,415    | \$190,985   | - 9.2%   |
| Percent of List Price Received* | 97.2%     | 97.2%     | 0.0%     | 98.2%        | 97.0%       | - 1.2%   |
| Inventory of Homes for Sale     | 70        | 68        | - 2.9%   | —            | —           | —        |
| Months Supply of Inventory      | 5.8       | 5.7       | - 1.7%   | —            | —           | —        |

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

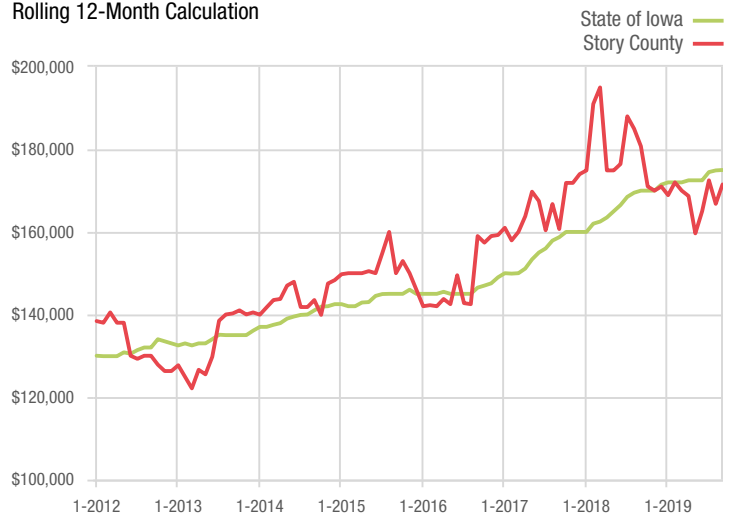
### Median Sales Price - Single-Family Detached

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.