

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Story County

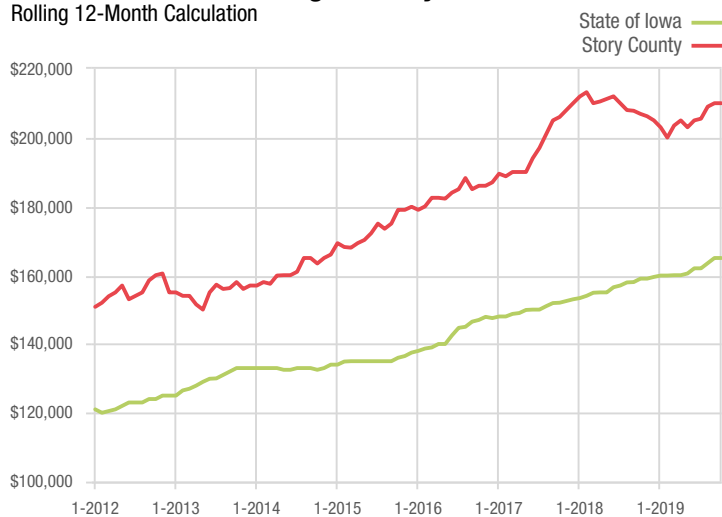
Single-Family Detached	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	103	88	- 14.6%	1,106	1,214	+ 9.8%
Pending Sales	69	87	+ 26.1%	853	947	+ 11.0%
Closed Sales	47	74	+ 57.4%	804	898	+ 11.7%
Days on Market Until Sale	63	40	- 36.5%	55	56	+ 1.8%
Median Sales Price*	\$224,350	\$220,000	- 1.9%	\$207,500	\$212,500	+ 2.4%
Average Sales Price*	\$241,370	\$230,640	- 4.4%	\$231,916	\$232,355	+ 0.2%
Percent of List Price Received*	97.0%	97.4%	+ 0.4%	97.5%	97.6%	+ 0.1%
Inventory of Homes for Sale	342	301	- 12.0%	—	—	—
Months Supply of Inventory	4.2	3.4	- 19.0%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2018	2019	% Change	Thru 10-2018	Thru 10-2019	% Change
New Listings	18	12	- 33.3%	172	185	+ 7.6%
Pending Sales	12	7	- 41.7%	134	130	- 3.0%
Closed Sales	15	11	- 26.7%	133	120	- 9.8%
Days on Market Until Sale	100	48	- 52.0%	102	89	- 12.7%
Median Sales Price*	\$165,000	\$215,000	+ 30.3%	\$171,000	\$182,100	+ 6.5%
Average Sales Price*	\$193,374	\$216,500	+ 12.0%	\$208,478	\$193,324	- 7.3%
Percent of List Price Received*	96.8%	97.4%	+ 0.6%	98.0%	97.0%	- 1.0%
Inventory of Homes for Sale	74	65	- 12.2%	—	—	—
Months Supply of Inventory	6.2	5.6	- 9.7%	—	—	—

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

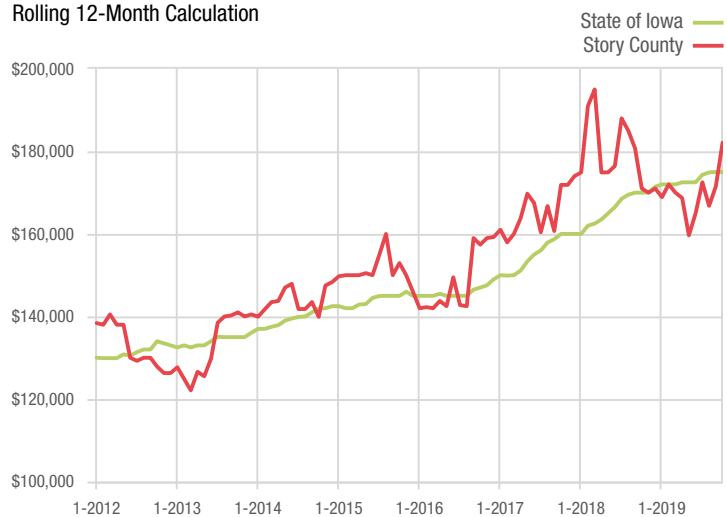
Median Sales Price - Single-Family Detached

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.