

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Story County

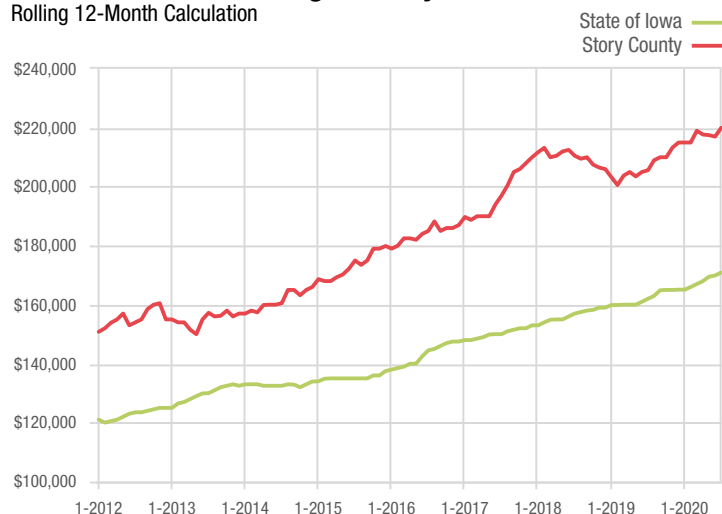
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	137	112	- 18.2%	918	807	- 12.1%
Pending Sales	133	129	- 3.0%	677	683	+ 0.9%
Closed Sales	156	136	- 12.8%	631	601	- 4.8%
Days on Market Until Sale	55	49	- 10.9%	63	58	- 7.9%
Median Sales Price*	\$217,500	\$229,250	+ 5.4%	\$210,000	\$217,000	+ 3.3%
Average Sales Price*	\$234,032	\$255,410	+ 9.1%	\$230,246	\$235,503	+ 2.3%
Percent of List Price Received*	97.7%	98.7%	+ 1.0%	97.6%	98.1%	+ 0.5%
Inventory of Homes for Sale	367	274	- 25.3%	—	—	—
Months Supply of Inventory	4.4	3.1	- 29.5%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	20	15	- 25.0%	132	128	- 3.0%
Pending Sales	13	19	+ 46.2%	96	107	+ 11.5%
Closed Sales	14	21	+ 50.0%	82	93	+ 13.4%
Days on Market Until Sale	99	83	- 16.2%	107	74	- 30.8%
Median Sales Price*	\$230,000	\$195,000	- 15.2%	\$172,500	\$194,000	+ 12.5%
Average Sales Price*	\$225,295	\$214,633	- 4.7%	\$193,154	\$206,570	+ 6.9%
Percent of List Price Received*	98.2%	98.2%	0.0%	97.0%	96.9%	- 0.1%
Inventory of Homes for Sale	67	40	- 40.3%	—	—	—
Months Supply of Inventory	5.8	3.0	- 48.3%	—	—	—

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

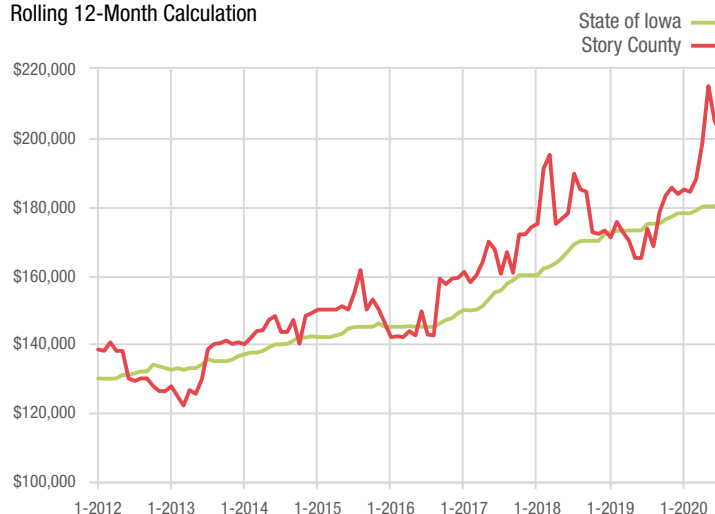
Median Sales Price - Single-Family Detached

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.