

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Story County

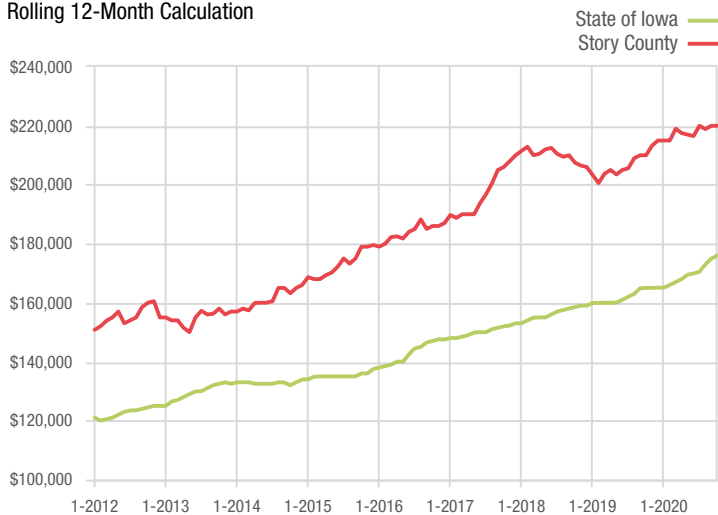
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	88	131	+ 48.9%	1,205	1,107	- 8.1%
Pending Sales	85	110	+ 29.4%	924	980	+ 6.1%
Closed Sales	73	106	+ 45.2%	890	920	+ 3.4%
Days on Market Until Sale	41	43	+ 4.9%	60	54	- 10.0%
Median Sales Price*	\$217,500	\$223,700	+ 2.9%	\$212,500	\$217,500	+ 2.4%
Average Sales Price*	\$227,732	\$246,230	+ 8.1%	\$232,086	\$241,578	+ 4.1%
Percent of List Price Received*	97.5%	99.5%	+ 2.1%	97.6%	98.4%	+ 0.8%
Inventory of Homes for Sale	314	234	- 25.5%	—	—	—
Months Supply of Inventory	3.6	2.6	- 27.8%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	12	14	+ 16.7%	178	180	+ 1.1%
Pending Sales	7	20	+ 185.7%	127	152	+ 19.7%
Closed Sales	11	24	+ 118.2%	119	144	+ 21.0%
Days on Market Until Sale	48	38	- 20.8%	90	69	- 23.3%
Median Sales Price*	\$215,000	\$200,985	- 6.5%	\$182,750	\$195,750	+ 7.1%
Average Sales Price*	\$216,500	\$210,720	- 2.7%	\$194,646	\$208,294	+ 7.0%
Percent of List Price Received*	97.4%	98.9%	+ 1.5%	97.0%	97.5%	+ 0.5%
Inventory of Homes for Sale	62	40	- 35.5%	—	—	—
Months Supply of Inventory	5.5	2.8	- 49.1%	—	—	—

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

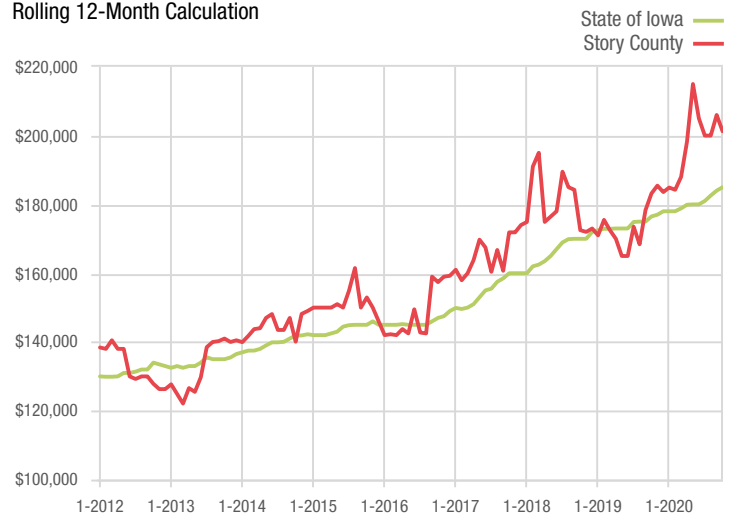
Median Sales Price - Single-Family Detached

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.