

Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



Story County

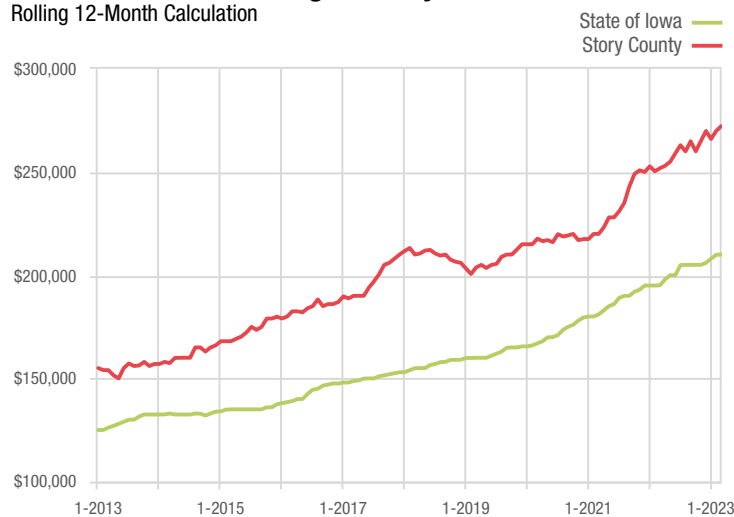
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	109	104	- 4.6%	259	216	- 16.6%
Pending Sales	76	82	+ 7.9%	187	189	+ 1.1%
Closed Sales	60	70	+ 16.7%	138	130	- 5.8%
Days on Market Until Sale	40	49	+ 22.5%	40	41	+ 2.5%
Median Sales Price*	\$257,000	\$298,000	+ 16.0%	\$247,450	\$256,400	+ 3.6%
Average Sales Price*	\$280,673	\$308,547	+ 9.9%	\$280,233	\$297,844	+ 6.3%
Percent of List Price Received*	101.0%	100.2%	- 0.8%	99.2%	99.4%	+ 0.2%
Inventory of Homes for Sale	163	109	- 33.1%	—	—	—
Months Supply of Inventory	1.8	1.4	- 22.2%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	15	9	- 40.0%	36	23	- 36.1%
Pending Sales	16	12	- 25.0%	34	26	- 23.5%
Closed Sales	9	3	- 66.7%	23	14	- 39.1%
Days on Market Until Sale	49	19	- 61.2%	50	41	- 18.0%
Median Sales Price*	\$165,000	\$235,000	+ 42.4%	\$183,000	\$216,875	+ 18.5%
Average Sales Price*	\$178,000	\$221,000	+ 24.2%	\$187,859	\$210,889	+ 12.3%
Percent of List Price Received*	96.1%	100.2%	+ 4.3%	96.9%	97.7%	+ 0.8%
Inventory of Homes for Sale	20	21	+ 5.0%	—	—	—
Months Supply of Inventory	1.6	2.0	+ 25.0%	—	—	—

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

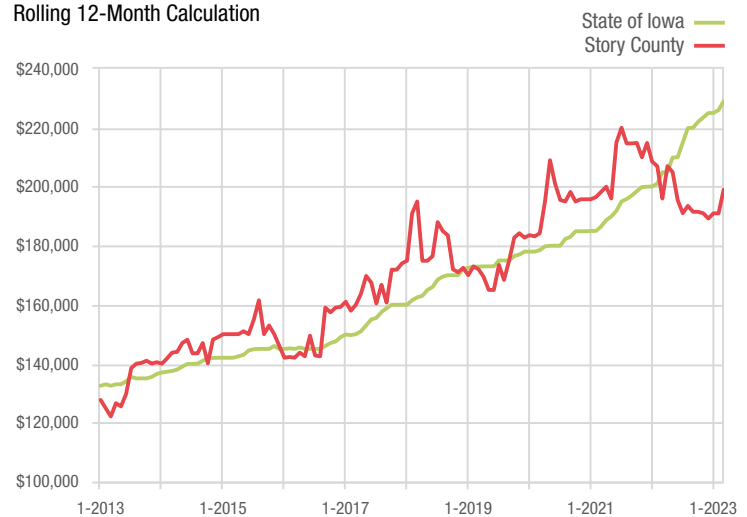
Median Sales Price - Single-Family Detached

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.