

Local Market Update – December 2023

A Research Tool Provided by Iowa Association of REALTORS®



Story County

Single-Family Detached

Key Metrics	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	36	37	+ 2.8%	1,026	959	- 6.5%
Pending Sales	32	45	+ 40.6%	953	825	- 13.4%
Closed Sales	66	59	- 10.6%	952	806	- 15.3%
Days on Market Until Sale	30	50	+ 66.7%	26	32	+ 23.1%
Median Sales Price*	\$265,000	\$270,350	+ 2.0%	\$270,000	\$283,950	+ 5.2%
Average Sales Price*	\$287,691	\$311,524	+ 8.3%	\$309,870	\$312,788	+ 0.9%
Percent of List Price Received*	98.6%	97.6%	- 1.0%	100.4%	99.3%	- 1.1%
Inventory of Homes for Sale	103	118	+ 14.6%	—	—	—
Months Supply of Inventory	1.3	1.7	+ 30.8%	—	—	—

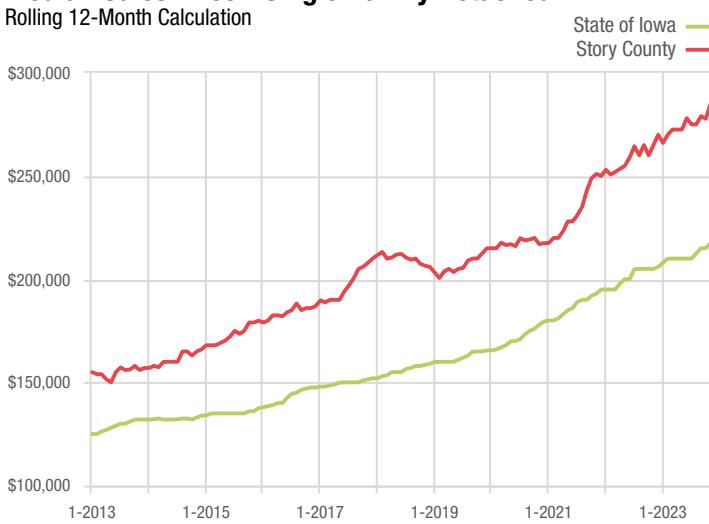
Townhouse-Condo

Key Metrics	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	7	6	- 14.3%	153	127	- 17.0%
Pending Sales	2	5	+ 150.0%	132	116	- 12.1%
Closed Sales	10	9	- 10.0%	136	110	- 19.1%
Days on Market Until Sale	68	119	+ 75.0%	43	54	+ 25.6%
Median Sales Price*	\$165,000	\$235,000	+ 42.4%	\$190,975	\$236,250	+ 23.7%
Average Sales Price*	\$202,350	\$239,122	+ 18.2%	\$213,429	\$245,636	+ 15.1%
Percent of List Price Received*	97.9%	96.1%	- 1.8%	99.1%	98.1%	- 1.0%
Inventory of Homes for Sale	27	21	- 22.2%	—	—	—
Months Supply of Inventory	2.5	2.2	- 12.0%	—	—	—

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

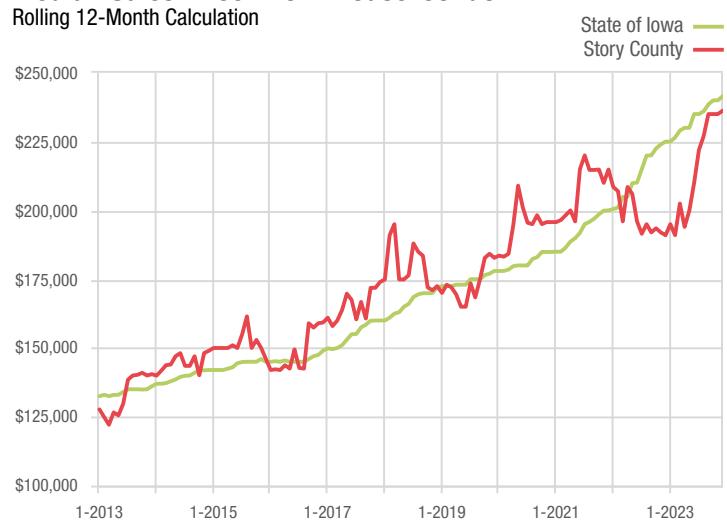
Median Sales Price - Single-Family Detached

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.