

# Local Market Update – January 2019

This is a research tool provided by Iowa Association of REALTORS®.



## Union County

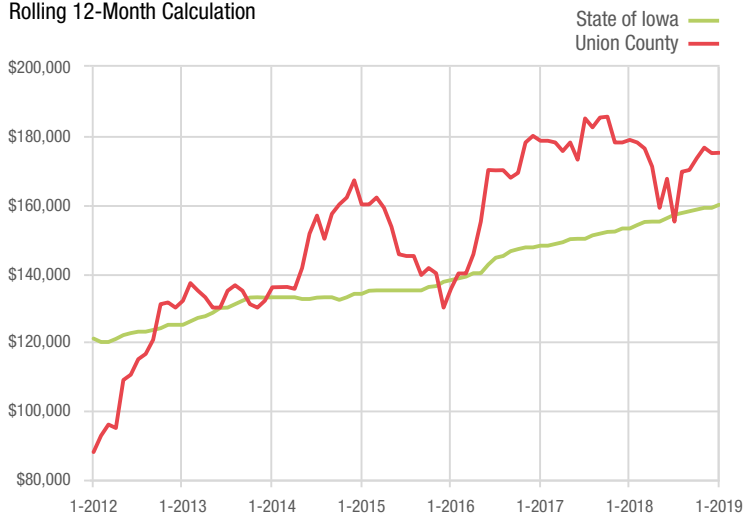
Single-Family Detached	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
<b>Key Metrics</b>						
New Listings	24	<b>26</b>	+ 8.3%	24	<b>26</b>	+ 8.3%
Pending Sales	15	<b>14</b>	- 6.7%	15	<b>14</b>	- 6.7%
Closed Sales	19	<b>13</b>	- 31.6%	19	<b>13</b>	- 31.6%
Days on Market Until Sale	112	<b>123</b>	+ 9.8%	112	<b>123</b>	+ 9.8%
Median Sales Price*	\$134,000	<b>\$217,000</b>	+ 61.9%	\$134,000	<b>\$217,000</b>	+ 61.9%
Average Sales Price*	\$226,966	<b>\$191,740</b>	- 15.5%	\$226,966	<b>\$191,740</b>	- 15.5%
Percent of List Price Received*	94.6%	<b>93.3%</b>	- 1.4%	94.6%	<b>93.3%</b>	- 1.4%
Inventory of Homes for Sale	122	<b>117</b>	- 4.1%	—	—	—
Months Supply of Inventory	5.3	<b>4.8</b>	- 9.4%	—	—	—

Townhouse-Condo	January			Year to Date		
	2018	2019	% Change	Thru 1-2018	Thru 1-2019	% Change
<b>Key Metrics</b>						
New Listings	1	<b>8</b>	+ 700.0%	1	<b>8</b>	+ 700.0%
Pending Sales	3	<b>8</b>	+ 166.7%	3	<b>8</b>	+ 166.7%
Closed Sales	4	<b>5</b>	+ 25.0%	4	<b>5</b>	+ 25.0%
Days on Market Until Sale	60	<b>50</b>	- 16.7%	60	<b>50</b>	- 16.7%
Median Sales Price*	\$359,986	<b>\$399,750</b>	+ 11.0%	\$359,986	<b>\$399,750</b>	+ 11.0%
Average Sales Price*	\$306,597	<b>\$340,248</b>	+ 11.0%	\$306,597	<b>\$340,248</b>	+ 11.0%
Percent of List Price Received*	102.1%	<b>99.6%</b>	- 2.4%	102.1%	<b>99.6%</b>	- 2.4%
Inventory of Homes for Sale	43	<b>31</b>	- 27.9%	—	—	—
Months Supply of Inventory	15.2	<b>8.9</b>	- 41.4%	—	—	—

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

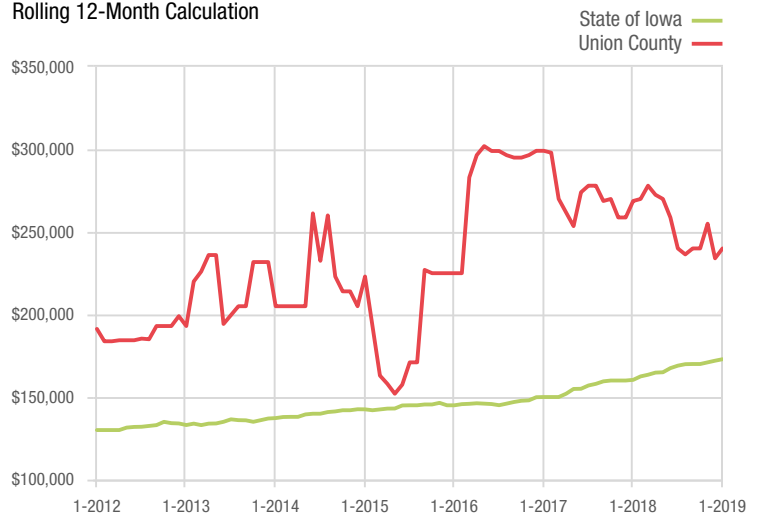
### Median Sales Price - Single-Family Detached

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.