

Local Market Update – February 2019

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



Union County

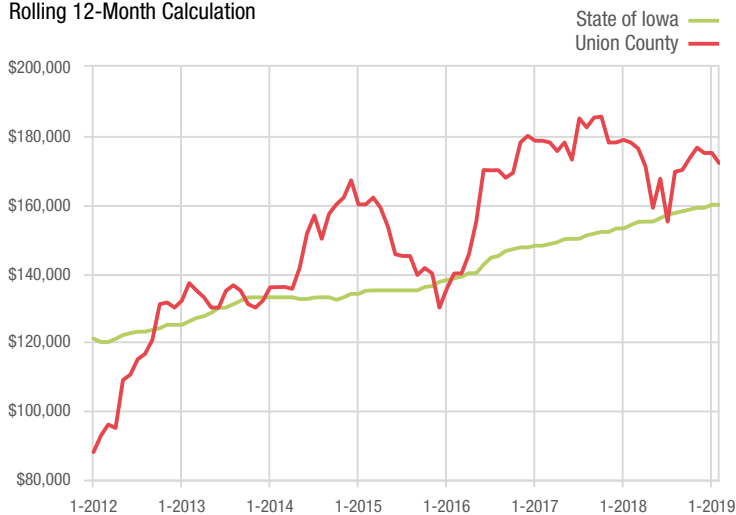
| Single-Family Detached | February | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 2-2018 | Thru 2-2019 | % Change |
| New Listings | 25 | 25 | 0.0% | 49 | 51 | + 4.1% |
| Pending Sales | 17 | 23 | + 35.3% | 32 | 36 | + 12.5% |
| Closed Sales | 11 | 17 | + 54.5% | 30 | 30 | 0.0% |
| Days on Market Until Sale | 84 | 69 | - 17.9% | 102 | 93 | - 8.8% |
| Median Sales Price* | \$155,000 | \$115,000 | - 25.8% | \$152,500 | \$118,700 | - 22.2% |
| Average Sales Price* | \$222,264 | \$183,495 | - 17.4% | \$225,242 | \$187,068 | - 16.9% |
| Percent of List Price Received* | 95.0% | 94.9% | - 0.1% | 94.7% | 94.2% | - 0.5% |
| Inventory of Homes for Sale | 121 | 115 | - 5.0% | — | — | — |
| Months Supply of Inventory | 5.3 | 4.7 | - 11.3% | — | — | — |

| Townhouse-Condo | February | | | Year to Date | | |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
| | 2018 | 2019 | % Change | Thru 2-2018 | Thru 2-2019 | % Change |
| New Listings | 0 | 0 | 0.0% | 1 | 8 | + 700.0% |
| Pending Sales | 2 | 1 | - 50.0% | 5 | 9 | + 80.0% |
| Closed Sales | 1 | 1 | 0.0% | 5 | 6 | + 20.0% |
| Days on Market Until Sale | 102 | 3 | - 97.1% | 68 | 42 | - 38.2% |
| Median Sales Price* | \$275,000 | \$240,000 | - 12.7% | \$354,510 | \$319,875 | - 9.8% |
| Average Sales Price* | \$275,000 | \$240,000 | - 12.7% | \$300,278 | \$323,540 | + 7.7% |
| Percent of List Price Received* | 84.6% | 98.0% | + 15.8% | 98.6% | 99.4% | + 0.8% |
| Inventory of Homes for Sale | 41 | 30 | - 26.8% | — | — | — |
| Months Supply of Inventory | 14.1 | 8.9 | - 36.9% | — | — | — |

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

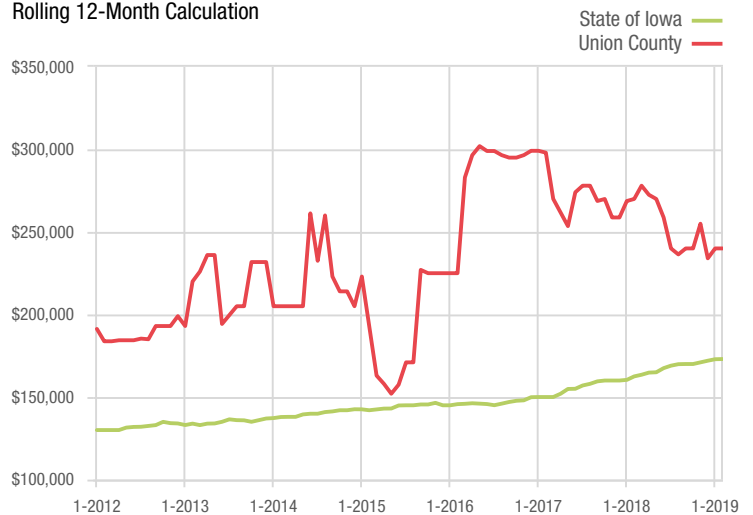
Median Sales Price - Single-Family Detached

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.