

Local Market Update – October 2019

A Research Tool Provided by Iowa Association of REALTORS®



Union County

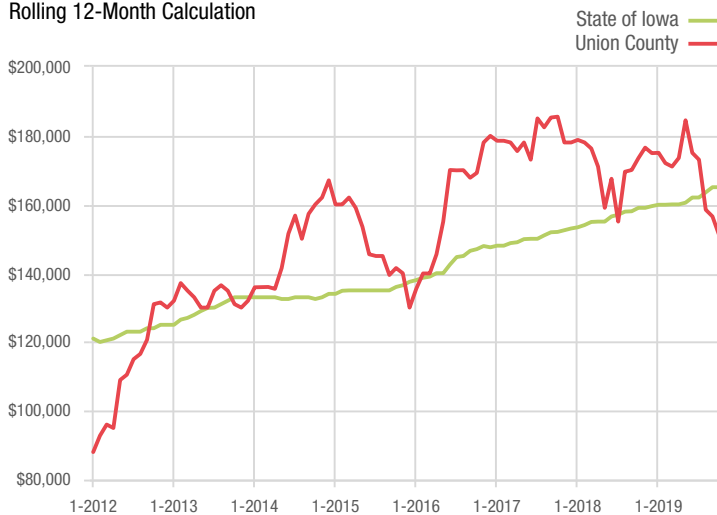
| Single-Family Detached | October | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2018 | 2019 | % Change | Thru 10-2018 | Thru 10-2019 | % Change |
| New Listings | 21 | 33 | + 57.1% | 329 | 348 | + 5.8% |
| Pending Sales | 22 | 28 | + 27.3% | 256 | 271 | + 5.9% |
| Closed Sales | 26 | 37 | + 42.3% | 251 | 266 | + 6.0% |
| Days on Market Until Sale | 42 | 94 | + 123.8% | 80 | 92 | + 15.0% |
| Median Sales Price* | \$207,500 | \$138,250 | - 33.4% | \$174,900 | \$151,000 | - 13.7% |
| Average Sales Price* | \$201,292 | \$214,845 | + 6.7% | \$214,184 | \$208,590 | - 2.6% |
| Percent of List Price Received* | 93.3% | 96.5% | + 3.4% | 95.2% | 95.8% | + 0.6% |
| Inventory of Homes for Sale | 120 | 125 | + 4.2% | — | — | — |
| Months Supply of Inventory | 5.0 | 4.9 | - 2.0% | — | — | — |

| Townhouse-Condo | October | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|--------------|----------|
| Key Metrics | 2018 | 2019 | % Change | Thru 10-2018 | Thru 10-2019 | % Change |
| New Listings | 1 | 4 | + 300.0% | 19 | 25 | + 31.6% |
| Pending Sales | 0 | 4 | — | 20 | 22 | + 10.0% |
| Closed Sales | 3 | 3 | 0.0% | 23 | 23 | 0.0% |
| Days on Market Until Sale | 51 | 23 | - 54.9% | 121 | 66 | - 45.5% |
| Median Sales Price* | \$415,195 | \$263,000 | - 36.7% | \$228,000 | \$259,000 | + 13.6% |
| Average Sales Price* | \$360,065 | \$283,833 | - 21.2% | \$258,808 | \$270,019 | + 4.3% |
| Percent of List Price Received* | 102.6% | 97.8% | - 4.7% | 99.4% | 99.1% | - 0.3% |
| Inventory of Homes for Sale | 36 | 5 | - 86.1% | — | — | — |
| Months Supply of Inventory | 13.0 | 1.6 | - 87.7% | — | — | — |

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

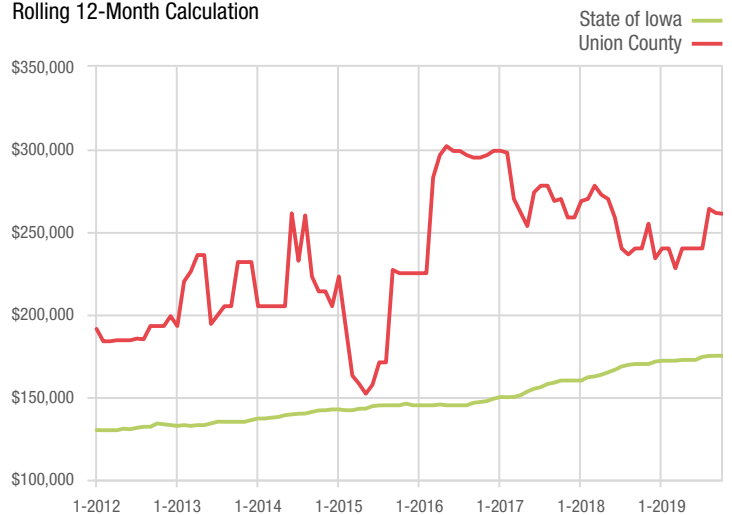
Median Sales Price - Single-Family Detached

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.