

# Local Market Update – December 2019

A Research Tool Provided by Iowa Association of REALTORS®



## Union County

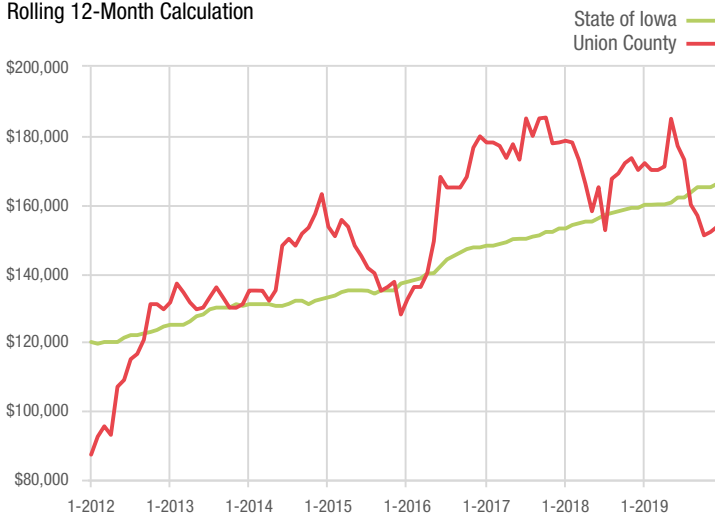
Single-Family Detached	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	25	15	- 40.0%	385	384	- 0.3%
Pending Sales	13	15	+ 15.4%	293	311	+ 6.1%
Closed Sales	20	26	+ 30.0%	299	316	+ 5.7%
Days on Market Until Sale	94	73	- 22.3%	88	91	+ 3.4%
Median Sales Price*	\$152,000	<b>\$211,250</b>	+ 39.0%	\$170,000	<b>\$153,535</b>	- 9.7%
Average Sales Price*	\$197,212	<b>\$201,650</b>	+ 2.3%	\$214,054	<b>\$206,866</b>	- 3.4%
Percent of List Price Received*	94.5%	<b>94.5%</b>	0.0%	95.3%	<b>95.5%</b>	+ 0.2%
Inventory of Homes for Sale	133	<b>107</b>	- 19.5%	—	—	—
Months Supply of Inventory	5.4	<b>4.1</b>	- 24.1%	—	—	—

Townhouse-Condo	December			Year to Date		
	2018	2019	% Change	Thru 12-2018	Thru 12-2019	% Change
New Listings	2	1	- 50.0%	22	27	+ 22.7%
Pending Sales	3	1	- 66.7%	23	24	+ 4.3%
Closed Sales	0	1	—	24	24	0.0%
Days on Market Until Sale	—	0	—	117	63	- 46.2%
Median Sales Price*	—	<b>\$243,406</b>	—	\$234,000	<b>\$254,500</b>	+ 8.8%
Average Sales Price*	—	<b>\$243,406</b>	—	\$264,563	<b>\$268,910</b>	+ 1.6%
Percent of List Price Received*	—	<b>103.2%</b>	—	99.5%	<b>99.3%</b>	- 0.2%
Inventory of Homes for Sale	34	4	- 88.2%	—	—	—
Months Supply of Inventory	11.8	<b>1.5</b>	- 87.3%	—	—	—

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

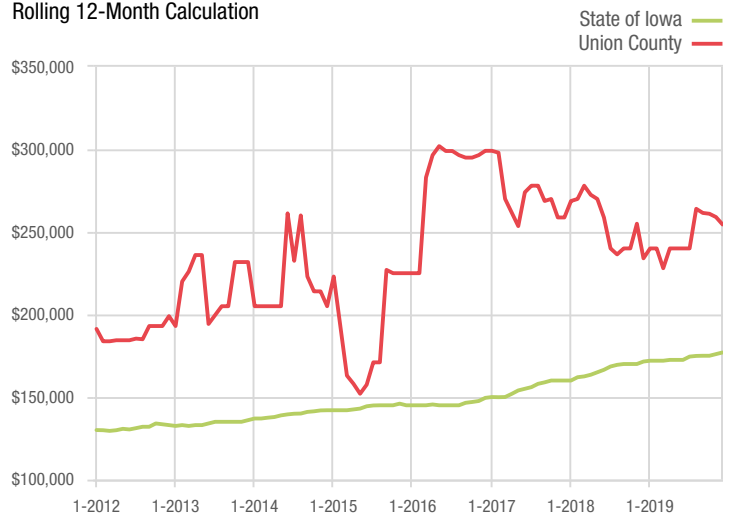
### Median Sales Price - Single-Family Detached

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.