

Local Market Update – January 2020

A Research Tool Provided by Iowa Association of REALTORS®



Union County

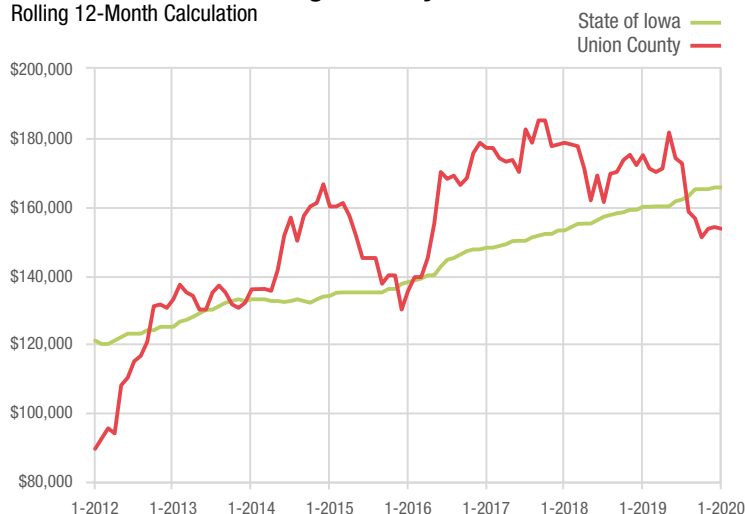
Single-Family Detached	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	28	27	- 3.6%	28	27	- 3.6%
Pending Sales	15	17	+ 13.3%	15	17	+ 13.3%
Closed Sales	13	9	- 30.8%	13	9	- 30.8%
Days on Market Until Sale	126	153	+ 21.4%	126	153	+ 21.4%
Median Sales Price*	\$217,000	\$79,000	- 63.6%	\$217,000	\$79,000	- 63.6%
Average Sales Price*	\$191,740	\$256,306	+ 33.7%	\$191,740	\$256,306	+ 33.7%
Percent of List Price Received*	93.3%	94.5%	+ 1.3%	93.3%	94.5%	+ 1.3%
Inventory of Homes for Sale	146	100	- 31.5%	—	—	—
Months Supply of Inventory	5.9	3.8	- 35.6%	—	—	—

Townhouse-Condo	January			Year to Date		
Key Metrics	2019	2020	% Change	Thru 1-2019	Thru 1-2020	% Change
New Listings	6	3	- 50.0%	6	3	- 50.0%
Pending Sales	6	0	- 100.0%	6	0	- 100.0%
Closed Sales	5	1	- 80.0%	5	1	- 80.0%
Days on Market Until Sale	50	67	+ 34.0%	50	67	+ 34.0%
Median Sales Price*	\$399,750	\$302,000	- 24.5%	\$399,750	\$302,000	- 24.5%
Average Sales Price*	\$340,248	\$302,000	- 11.2%	\$340,248	\$302,000	- 11.2%
Percent of List Price Received*	99.6%	95.9%	- 3.7%	99.6%	95.9%	- 3.7%
Inventory of Homes for Sale	5	7	+ 40.0%	—	—	—
Months Supply of Inventory	1.7	3.7	+ 117.6%	—	—	—

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

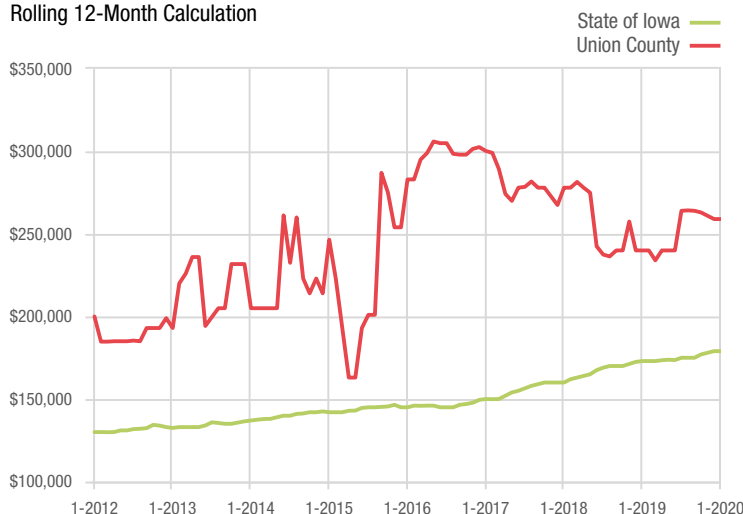
Median Sales Price - Single-Family Detached

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.