

Local Market Update – February 2020

A Research Tool Provided by Iowa Association of REALTORS®



Union County

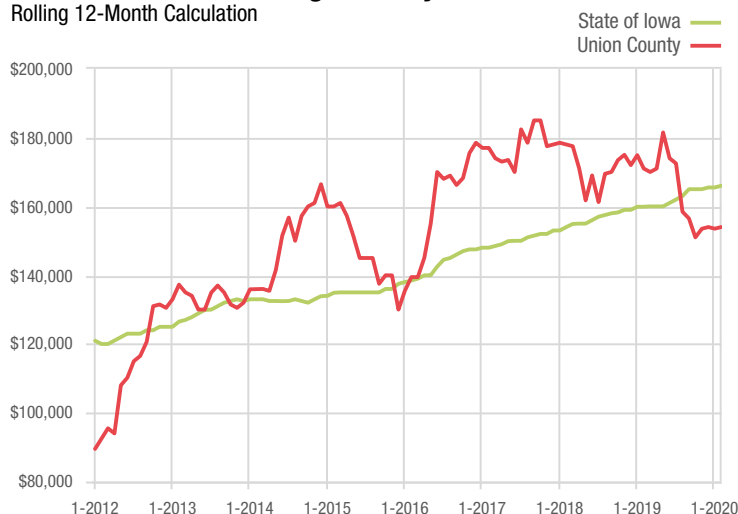
Single-Family Detached	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	25	37	+ 48.0%	53	64	+ 20.8%
Pending Sales	22	19	- 13.6%	37	36	- 2.7%
Closed Sales	16	15	- 6.3%	29	24	- 17.2%
Days on Market Until Sale	70	86	+ 22.9%	95	111	+ 16.8%
Median Sales Price*	\$116,200	\$125,000	+ 7.6%	\$120,000	\$118,750	- 1.0%
Average Sales Price*	\$188,407	\$219,703	+ 16.6%	\$189,901	\$233,429	+ 22.9%
Percent of List Price Received*	94.6%	96.4%	+ 1.9%	94.0%	95.7%	+ 1.8%
Inventory of Homes for Sale	145	97	- 33.1%	—	—	—
Months Supply of Inventory	5.8	3.7	- 36.2%	—	—	—

Townhouse-Condo	February			Year to Date		
Key Metrics	2019	2020	% Change	Thru 2-2019	Thru 2-2020	% Change
New Listings	0	3	—	6	6	0.0%
Pending Sales	2	2	0.0%	8	2	- 75.0%
Closed Sales	1	0	- 100.0%	6	1	- 83.3%
Days on Market Until Sale	3	—	—	42	67	+ 59.5%
Median Sales Price*	\$240,000	—	—	\$319,875	\$302,000	- 5.6%
Average Sales Price*	\$240,000	—	—	\$323,540	\$302,000	- 6.7%
Percent of List Price Received*	98.0%	—	—	99.4%	95.9%	- 3.5%
Inventory of Homes for Sale	3	7	+ 133.3%	—	—	—
Months Supply of Inventory	1.0	3.7	+ 270.0%	—	—	—

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

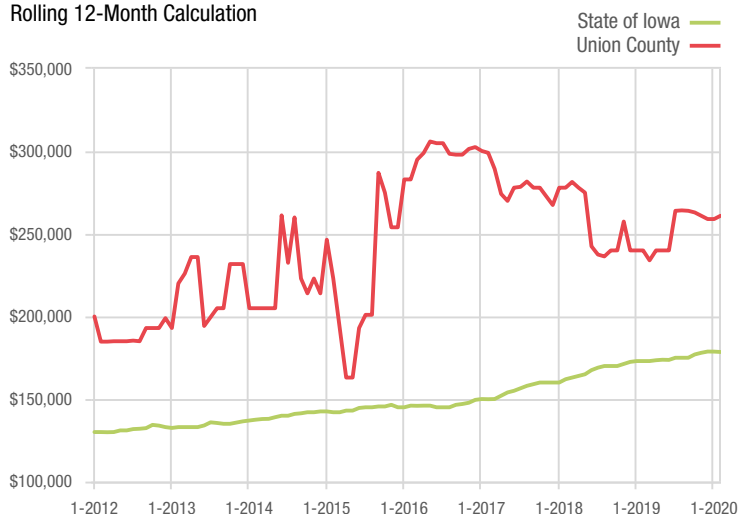
Median Sales Price - Single-Family Detached

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.