

Local Market Update – July 2020

A Research Tool Provided by Iowa Association of REALTORS®



Union County

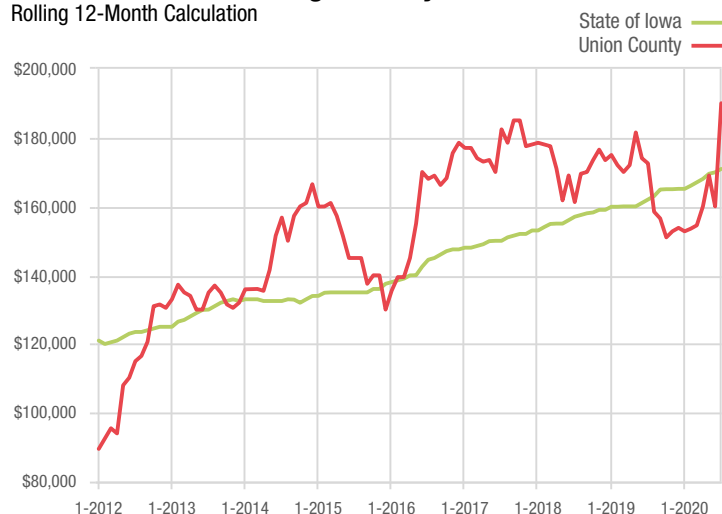
Single-Family Detached	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	38	36	- 5.3%	242	221	- 8.7%
Pending Sales	25	24	- 4.0%	193	165	- 14.5%
Closed Sales	28	39	+ 39.3%	179	151	- 15.6%
Days on Market Until Sale	97	67	- 30.9%	98	86	- 12.2%
Median Sales Price*	\$152,500	\$267,000	+ 75.1%	\$151,000	\$228,900	+ 51.6%
Average Sales Price*	\$209,814	\$379,610	+ 80.9%	\$207,310	\$272,841	+ 31.6%
Percent of List Price Received*	95.6%	95.8%	+ 0.2%	96.0%	96.2%	+ 0.2%
Inventory of Homes for Sale	149	101	- 32.2%	—	—	—
Months Supply of Inventory	6.1	4.3	- 29.5%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2019	2020	% Change	Thru 7-2019	Thru 7-2020	% Change
New Listings	1	2	+ 100.0%	14	29	+ 107.1%
Pending Sales	0	3	—	14	19	+ 35.7%
Closed Sales	1	1	0.0%	17	12	- 29.4%
Days on Market Until Sale	61	143	+ 134.4%	73	45	- 38.4%
Median Sales Price*	\$264,500	\$271,500	+ 2.6%	\$240,000	\$268,750	+ 12.0%
Average Sales Price*	\$264,500	\$271,500	+ 2.6%	\$279,703	\$268,362	- 4.1%
Percent of List Price Received*	98.1%	100.0%	+ 1.9%	99.6%	99.7%	+ 0.1%
Inventory of Homes for Sale	3	9	+ 200.0%	—	—	—
Months Supply of Inventory	0.9	3.3	+ 266.7%	—	—	—

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

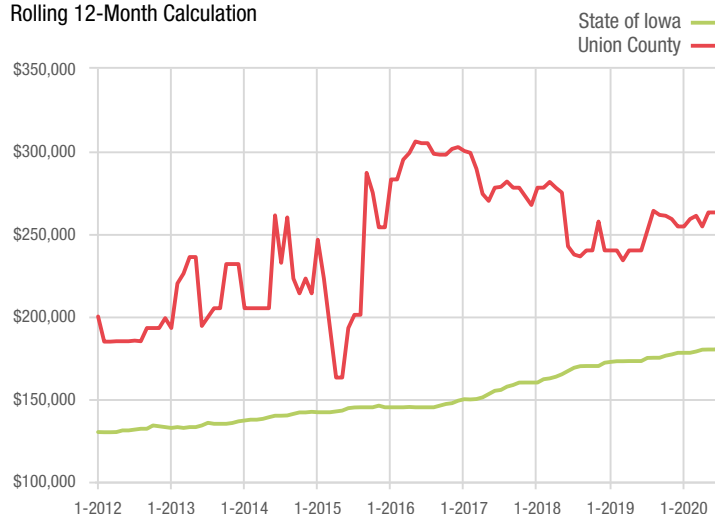
Median Sales Price - Single-Family Detached

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.